

Good Doctors, Bad Negotiators

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Press release from: [The Law Office of Gerald M. Oginski, LLC](#)

Great Neck, New York

Doctors spend years learning how to cure ills. Yet when they leave their training ground and enter the real world of practicing medicine, they don't know how to negotiate their own employment contracts.

Not surprisingly, many young doctors are taken advantage of when asked to join a medical group or a hospital-based practice. Why? The answer is simple. They don't know any better.

Many medical groups hire young doctors at outrageously low salaries. Others offer limited benefits or no benefits at all. What is a doctor to do when faced with an employment contract that favors the medical group? Where do you find books that help you understand how to evaluate and analyze your employment contract?

Attorney Gerry Oginski says that "Most doctors are not taught in medical school or their residencies how to negotiate or understand their employment contracts. The key is to become very informed about employment contracts, so that you can talk intelligently with a lawyer who negotiates for you."

"Most doctors just starting in practice don't have the time to learn about contracts," says New York Attorney Gerry Oginski. "Rather, they want someone to do it for them," he notes. Attorney Oginski often says to doctors, "Don't make the same mistakes many of your colleagues have made by simply signing your contract blindly. Become informed. Understand what you're signing, and learn how to speak up for your rights!"

Attorney Gerry Oginski spent the last six months writing "The Doctor's Employment Contract Bible," that will help every single doctor in every single training program in the United States. It explains in easy to read language the different terms of a physician's employment contract. It discusses each part of a contract and tells you what you need to know in order to make a fully informed decision. Goto www.mdcontract.com to see for yourself.

"For a physician considering a new practice opportunity, this book is an investment that will pay hefty dividends for years to come. Read it once and then read it again-even if you have already hired an attorney to review your contract. The book gives you everything that you need; definitions, checklists, real-life scenarios and practical advice," says Dr. Ilona Surick.

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