

## ISMA Dues Discount Option for 2017 Frequently Asked Questions

### Q. Who qualifies for the new discounts?

**A.** Any active ISMA member who pays full dues can qualify for either the group discount or the prepay multi-year discount.

### Q. What if doctors in our group already belong to the ISMA?

**A.** Groups can consist of current ISMA members, new members and past members who want to rejoin as part of the group.

### Q. I'm a solo physician. How can I get a discount?

**A.** If you pay dues in advance for multiple years by Jan. 15, 2017, you can earn up to a 30 percent discount on your ISMA membership. See the graph below.

- 10-year membership 30% discount
- 5-year membership 20% discount
- 3-year membership 10% discount
- 2-year membership 5% discount

To qualify, complete the multi-year enrollment form online at [www.ismanet.org/go/MultiYearDiscount](http://www.ismanet.org/go/MultiYearDiscount). OR, print the form and fax or mail it to the ISMA.

### Q. How much of a discount can we get through the group enrollment?

**A.** For groups of 5 to 49 physicians, the discount varies based on the group's percentage of participation, as follows:

- 100% group participation 30% discount
- 90% group participation 20% discount
- 80% group participation 10% discount
- 75% group participation 5% discount

### Q. We have more than 50 doctors in our group. Can we still obtain a discount?

**A.** Yes. The ISMA can negotiate annual discounts for larger groups, subject to the approval of the ISMA Board of Trustees. Contact the ISMA as soon as possible to get those negotiations started.

### Q. Does the discount apply to our county and district dues?

**A.** These discounts may not apply, although ISMA members still are required to pay county and district medical society dues. Check with the ISMA to obtain those 2017 rates. We know that the following counties will be offering the discount (current, undiscounted dues amounts in parentheses):

Bartholomew/Brown (\$120)	Howard (\$75)
Johnson (\$150)	Lake (\$250)
Tippecanoe (\$80)	

**Q. What are the benefits of ISMA membership?**

**A.** For a complete list of benefits, visit the ISMA website at [www.ismanet.org/why\\_join](http://www.ismanet.org/why_join).

**Q. How will our group practice save time, as well as money, with this group offer?**

**A.** The group discount lets you reduce administrative hassles and simplify billing with one dues invoice going to one designated person. In addition, centralized communication between the ISMA Membership Department and your designated individual ensures accuracy and limits the need for multiple phone calls and emails.

**Q. How will group membership help us recruit physicians to our practice?**

**A.** The ISMA is the largest physician organization in the state and your offer of membership is a powerful incentive. It signals that you are committed to your profession and the well-being of your community.

**Q. What if some physicians already paid their 2017 dues?**

**A.** Any dues paid directly by a physician will be reimbursed to that physician. If your practice paid for the physician's dues, that amount will be applied as a credit on the group invoice. This also applies to members who want the multiyear membership discount.

**Q. What if a new doctor joins our group during the membership year?**

**A.** The ISMA will update your group enrollment information and send you a revised invoice.

**Q. What if a doctor leaves our group during the membership year?**

**A.** The physician remains an ISMA member for the rest of the year. Groups can update their rosters at any time to ensure a physician is removed from future invoices.

**Q. What documentation does the ISMA need for us to get started with the group discount?**

**A.** Your practice administrator can submit a copy of the group/office letterhead, or some other documentation that identifies the group and its members, with the enrollment form found at [www.ismanet.org/GroupEnrollment](http://www.ismanet.org/GroupEnrollment).

**Q. Once the group is enrolled, do the individual physicians need to do anything?**

**A.** The ISMA requires a signed application for each NEW member. You can download an application online or contact us to request one. The application will be needed by Oct. 15.

**Q. When is payment due?**

**A.** Payment is due upon receipt of the invoice. If your group remains unpaid after Jan. 15 of the dues year, the physicians in your group will be returned to individual billing status at 100 percent of the dues amount.

**Q. When do I need to decide about taking these discount offers?**

**A.** All administrative details must be completed by Jan. 15, 2017, so please contact the ISMA staff as soon as possible to begin the process of qualifying for these discounts. Call (800) 257-4762 or (317) 261-2060. You may also email Vicki Riley in the Membership Department at [vriley@ismanet.org](mailto:vriley@ismanet.org).

**Q. What steps will I need to take to get the group dues discount?**

**A.** You will complete the group enrollment form by Oct. 15 and submit it to the ISMA with your roster. A copy of your practice letterhead with physician names will work as a roster. In turn, the ISMA will send you an invoice. Your practice will need to pay that invoice by Jan. 15.

**Q. What about payment for IMPAC and the Medical History Museum?**

**A.** Your group invoice will have these amounts as optional and you can include payment for these with your ISMA dues payment. Or, separate invoices will be sent to individual physicians in your practice for these optional payments, after your group ISMA dues payment has been received.