

Navigating Your First Derm Contract

5 Critical Terms Impacting Career Flexibility & Pay

Collections vs. Guaranteed Salary



COLLECTIONS

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SALARY

Income ties to revenue received

Provides stability

Beware of "Draw-Based" Pay



ADVANCED SALARY

COLLECTIONS

MAY REQUIRE REPAYMENT IF COLLECTIONS DON'T MEET DRAW

Map Your Non-Compete Radius



Clarify restrictions: All satellite clinics or just primary office?

Negotiate Malpractice "Tail" Coverage



Determine **WHO PAYS** for extended coverage to avoid massive costs.

Hire a Dermatology-Specific Attorney



Use a specialist to review productivity calculations and overhead deductions.