



**SPECIALIZED PROGRAMS  
TO REDUCE PRACTICE COSTS**

**PIAM**

*a subsidiary of the  
Massachusetts Medical Society*



**INSURANCE  
FINANCIAL SERVICES  
MEDICAL SERVICES**

The Massachusetts Medical Society created PIAM as the key resource for specialized insurance, financial and practice-based strategies designed exclusively for physicians and healthcare organizations.

*“Today, doctors need a different type of insurance and financial services company — one that specializes in solving their problems.” – Stephen Tosi, MD, FACS*

## Comprehensive Business Coverage

PIAM assists new and established practices of all sizes with a full range of insurance and financial services.

### Professional Liability

PIAM actively seeks out alternative insurance markets and works to develop special programs with enhanced coverages and premium discounts.

### Office Package Policy

This policy provides coverage for your building, contents, plus general liability. According to your business needs it may also include computer/EDP, medical records, mechanical breakdown, business interruption and medical equipment floater coverage.

### Workers Compensation

This coverage is mandatory in Massachusetts even if you have no employees. We offer a discounted program for PIAM clients through an excellent Massachusetts carrier.

### Corporate Protection Plans

In addition to the previous coverages, your corporate entity may need coverage for Directors and Officers, Errors and Omissions, Employment Practices Liability, Anti-Trust and Corporate Professional Liability.

### Business Overhead

In the event you become disabled, business overhead will cover certain practice expenses incurred during your disability.

## Health and Life Insurance

Good benefits help you attract and keep your employees. PIAM offers several types of benefits for group practices.

### POS, PPO and HMO Programs

Health plans are available through Blue Cross Blue Shield, Harvard Pilgrim, Tufts and more.

### Health Savings Accounts

Health savings accounts allow you to have tax-deferred investment growth and use tax-free withdrawals for qualified medical expenses.

### Group Dental Programs

We offer group coverage through several quality companies including Delta Dental, Ameritas and MetLife.

### Group Disability and Life

MMS Members receive a discount on group disability and life with an additional discount for MGMA membership. Plans are available with a range of features so you can customize them to your employees needs.

### Long Term Care

This MMS LTC program offers discounts for members, plus family and employees. Policies are state-approved, tax-qualified and totally portable.

### Health Insurance for Retirees

PIAM offers a full selection of medigap programs for physicians and their family members, including Medex, Medicare HMO Blue, First Seniority Freedom and two programs from Tufts.

## Specialized Retirement Programs

PIAM's newly developed retirement program makes the best elements of "Fortune 500" plans available to physicians and practices.

### Executive Retirement Program

*For Your Practice*

#### Program Features

- Custom plans designed to meet our objectives – restructure an existing plan or start a new one
- Can be tailored for maximum allowable contributions
- One-on-one assistance from our planners and administrator
- Open architecture capability with full brokerage and discounted fees

#### Administration

- Excellent record keeping, on-line access 24/7
- 5500s and other required filings included
- Plan documents developed and automatically updated as required
- Easy enrollment and ongoing administration
- Excellent on-site support including investment meetings

#### Investment Options

Our program offers a broad selection of platforms including several no-load mutual fund options.

*For You, Your Partners and Your Key Employees*

#### Non-Qualified Deferred Compensation

Non-qualified deferred compensation can be combined with your group retirement plan to help highly compensated employees achieve their retirement goals. Programs such as this give you an advantage in attracting and retaining key executives.

## Medical Services

PIAM has partnered with several vendors to bring you a variety of practice-based solutions. Visit us at [www.piam.com](http://www.piam.com).

### Discounted Office Supplies

In a continuing effort to offer products and services that will save physicians money and ease their administrative burden, PIAM has created a discount office supply program available to MMS members.

### Healthcare Apparel & Linen Services

Through PIAM and Crown Apparel & Linen Services, MMS members have access to professional laundry services for their practice.

### Copiers, Printers, Faxes, Scanners

Through a vendor relationship with Northern Business Machines, PIAM is able to offer MMS members special pricing on copiers, printers, faxes, scanners and document management.

### Banc of America Practice Solutions™

PIAM now offers commercial lending services including equipment and EHR financing, practice improvement financing, practice sales and acquisitions, new practice start-ups and commercial real estate financing.

### Boston Private Bank & Trust Company

Banking services include investment management, residential mortgages and home equity lines of credit, deposit and cash management, private banking lending services, Donor Advised Funds.

### Practice Management

PPRC, a division of the MMS is designed to provide members with practical resources and services to support the business operations of their practices.



*a subsidiary of the Massachusetts Medical Society*

860 Winter Street

Waltham, MA 02451-1414

800.522.7426 • 781.434-7525

F 781.434.6929 • [piam@mms.org](mailto:piam@mms.org)