The collaborator term sheet

Take this to the conversation. Every blank you cannot fill is a term the other side gets to write.

TERM	THEIRS	YOUR SECOND OPTION	WHAT YOU WILL ACCEPT
Monthly fee			
What the fee covers			
Chart review — how many, how often			
Response time to a clinical question			
Who signs what, and when			
Availability — hours, days, cover			
Notice to end it			
Auto-renew, and at what price			
What happens to your charts			
Whether they may see your patients			
Exclusivity, either direction			
Who carries which insurance			

You are not negotiating the fee. You are negotiating the eleven rows under it — and the fee follows them. A cheap agreement with a blank in row four is not cheap; it is a fee you pay monthly for something you cannot use on the day you need it.