The walk-away worksheet

The blank box — the agreement you are paying for without a second option in hand.

THE CONCEPT BATNA — Your power in any deal is your best alternative to it — not your need for it.

Read the lesson: pmhnpmba.com/fellowship/walk-away

COMPOSITE · SUPERVISION STATE · $1,500 / MO

PRICED OFF FEAR, NOT THE JOB

BOX 1 · WHAT THEY MUST DO
sign · reachable · review charts · QA

BOX 2 · NEXT-BEST LEGAL OPTION
physician B · 800 / mo

BOX 3 · WALK-AWAY 1,000 / mo

BOX 4 · THE OFFER 1,500 / mo

500 × 12

6,000 / YR FOR FEAR

The worked composite from the lesson. Yours goes in the blanks.

THE AGREEMENT

What it is
Collaboration, supervision, lease, employment ____________

What you pay, monthly $ ____________

What you pay, annually $ ____________

WHAT YOU GET FOR IT — LINE BY LINE, IN THEIR WORDS

WHAT YOU ARE TOLD YOU GET	WHAT IS WRITTEN DOWN	EVER USED IT?

YOUR SECOND OPTION

Name ____________

Price $ ____________

The date you asked ____________

“None” is a real answer, and it is the finding. A price you have never tested is a price you have accepted.

THE ARITHMETIC

What you pay now, annual $ ____________

Your best alternative, annual − $ ____________

THE GAP = $ ____________

What one visit leaves you
From sheet 1 ÷ $ ____________

Visits a year you work to pay for the blank box = ____________

Sourcing is the negotiation. A second name with a price in hand is the whole of your leverage.

THE MONDAY RULE

Pull up your board of nursing and write box 1 from that page, not from memory. Find one other legal option and get a number — a different physician, or a collaboration marketplace (they publish monthly prices now; most bundle the physician's malpractice and charge no setup fee). Box 2 plus switching hassle equals walk-away — write it in red. If the current fee is above it, you are not stuck. You are paying for a blank box. Fill the box, then talk. If you hold a license in a full-practice state, that is a box-2 conversation with a lawyer.