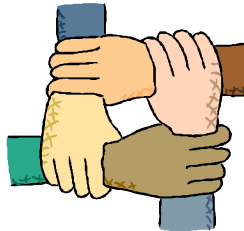


# NEWS YOU CAN USE



**DID YOU KNOW WE HAVE A NEW ACCOUNT  
REFERRAL RECOGNITION AWARDS PROGRAM?  
ARE YOU GETTING A FAIR SHARE?**

PARC Medical Billing Service offers a program which gives you an opportunity to share the benefits of our services with your friends and associates.

This year more than half of our new accounts were acquired through the referral and recommendation of our satisfied customers. These new accounts are now enjoying our high quality service and "no excuse" performance. Customers who have participated in our new account referral recognition award program are now enjoying considerable discounts and the gratitude of both the newly referred account and PARC.

Details for this program can be found on the reverse of this flyer and on our website.



# **PARC Medical Billing Service**

## New Account Referral Recognition Awards

DISCOUNT\* APPLIED ON BASIC BILLING RATES

<b>FIRST REFERRAL</b>	<b>UP TO 10% REDUCTION</b>
<b>SECOND REFERRAL</b>	<b>UP TO 20% REDUCTION</b>
<b>THIRD REFERRAL</b>	<b>UP TO 30% REDUCTION</b>
<b>FOURTH &amp; BEYOND REFERRALS</b>	<b>\$ FOR \$ OFFSET</b>

These discounts commence after 90 days from billing commencement of the new account referred to PARC Medical Billing Service. The percentage reduction figures are the maximum allowed. The dollar amount of the actual percentage discount allowed may be limited by the monthly revenue generated by the new account referred. All discounts remain in effect for the duration of the contract with the newly referred account. All discounts are calculated based upon your original basic billing rate to maximize your reduction. All discounts are calculated and applied to the same month in which the revenue is generated. Discounts which exceed your total monthly bills are carried forward to your next bill(s).

### How does this work?

Assume the account(s) you refer to PARC Medical Billing Service generates \$500.00 of monthly revenue. Next, assume your original basic billing rate is \$5.00.

Your first referral results in a 10% discount which equals a \$0.50 reduction ( $\$5.00 * 10\%$ ) thereby resulting in a net billing rate to your account of \$4.50.

Your second referral results in a 20% discount which equals a \$1.00 reduction ( $\$5.00 * 20\%$ ) thereby resulting in a net billing rate to your account of \$3.50.

Your third referral results in a 30% discount which equals a \$1.50 reduction ( $\$5.00 * 30\%$ ) thereby resulting in a net billing rate to your account of \$2.00.

Your fourth (and thereafter) referral results in a Dollar for Dollar reduction. For each dollar of revenue generated by the newly referred account you will receive a dollar of discount, thereby resulting in a \$500.00 reduction. At the previously accumulated reduced basic billing rate of \$2.00 your first 250 claims ( $\$500.00 / \$2.00$ ) are absolutely FREE! Claims after the first 250 remain discounted at a net billing rate of \$2.00.