

Joel Sauer

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For over 14 years, Joel Sauer was Chief Executive Officer of a large Midwestern multi-specialty physician group. Through his leadership, the group expanded from a single specialty practice of 15, to over 225 physicians with over 600 employees in nearly every medical specialty.

In 2009, Joel orchestrated the acquisition of his own group by a large health system and then acquired other practices to create an accountable care network. Beyond engineering the transaction details, Joel provided the leadership behind the operational and cultural integration of the merged entities. He led his group's conversion from a paper chart to a full electronic health record.

Joel headed up two significant site development projects for the group including the construction of an attached, two operating room ambulatory surgery center and a significant expansion and renovation of the group's previous building.



My clients appreciate my ability to take complex circumstances and break them down into simple and understandable bites, digestible across a wide continuum of stakeholders. I help them find straightforward and common sense solutions to each and every challenge. And, I make sure we have some fun and laughs along the way!



Expertise

- Strategic Program Design and Development
- Physician/Provider Resource Management
- CVSL Development
- Provider Workforce Planning
- Hospital-Physician Alignment
- Strategic Data Assembly and Analysis
- Co-Management Arrangements
- Integration Transactions

Joel has a Master of Business Administration degree from Indiana Wesleyan University, Fort Wayne, IN and a Bachelor of Science degree in Journalism from University of Wisconsin-Madison, Madison, WI. He is an accomplished writer and is a former stand-up comic.



Engagements and Presentations

Cardiovascular Service Line Symposium

- CVSL Strategic Decisions & Transformational Planning
- [The Essentials of CV Workforce Planning](#)

MedAxiom Spring Conference

- [The Smart Data Difference](#)
- [MedAxiom Data Review](#)

ACC CV Summit

- Negotiating Successful Co-management: Private or Employed
- Slowing Down: Successful Models for Your Aging Partners

Articles/Papers

[The 2015 Provider Compensation and Production Survey](#) published by MedAxiom, August 2015

Cardiac Interventions Today, January/February 2015

- [Myriad Forces Impact the Interventional Job Market](#)
- [On the Money: An In-Depth Look at Interventional Cardiology Compensation Trends](#)

[The 2014 Provider Compensation and Production Survey](#) published by MedAxiom, July 2014

- Referenced in Forbes.com, CardiovascularBusiness.com, among others



Webcasts

[CVSL Home Runs & Errors](#), July 2015
[Physician Compensation Survey Review](#), September 2015

