### Classified Information

<table>
<thead>
<tr>
<th>Classified Type</th>
<th>Time</th>
<th>Cost per word</th>
<th>Minimum ad: 20 words</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regular Classified</td>
<td>1 Time</td>
<td>$2.75</td>
<td>$2.55</td>
</tr>
<tr>
<td></td>
<td>3 times or more</td>
<td>$2.80</td>
<td>$2.65</td>
</tr>
</tbody>
</table>

*In order to earn the three-time rate, your ad must be placed and prepaid at the same time for three or more issues. If ad is canceled credit will be based on the one-time rate.*

Counting Words: Two initials are considered one word, each abbreviation is considered one word, and figures consisting of a dollar sign and five numerals or less are considered one word. Cities and states consisting of two words or more are counted as one word. i.e., “New York” and “Salt Lake City”. Zip code is considered one word and must appear in all ads with addresses. Telephone number with area code is considered one word. When box numbers are used for replies, the words “Box ______, c/o AMF” are to be counted as three words.

### Classified Display

<table>
<thead>
<tr>
<th>Display Type</th>
<th>Time</th>
<th>Cost per word</th>
<th>Minimum ad: 20 words</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full page</td>
<td>1 Time</td>
<td>$2,400</td>
<td>$2,090</td>
</tr>
<tr>
<td>Two-thirds page</td>
<td>3 times or more</td>
<td>$2,040</td>
<td>$1,775</td>
</tr>
<tr>
<td>One-half page</td>
<td>1,500</td>
<td>$1,680</td>
<td>$1,450</td>
</tr>
<tr>
<td>One-third page</td>
<td>1,150</td>
<td>$1,320</td>
<td>$1,150</td>
</tr>
<tr>
<td>One-sixth page</td>
<td>520</td>
<td>$600</td>
<td>$520</td>
</tr>
<tr>
<td>Column inch</td>
<td>130</td>
<td>165</td>
<td>130</td>
</tr>
</tbody>
</table>

Minimum display ad: one column inch 12-time and 24-time rates available on request.

The publication with pub-set advertisements upon request. The typesetting fee is 10% of the one-time ad cost shown above. Special requests will be billed to the advertiser and/agency at the then prevailing rates.

### Box Service

Available for all ads. The cost is $20.00 for the first issue only. Responses to your ad will be consolidated in our office and promptly mailed directly to you. We are not permitted to divulge the identity of advertisers who wish their mail sent in care of Archives of Family Medicine.

### Closing Date

The 25th of the second month prior to the issue date. Example: The November issue closes September 25th. No ads can be cancelled after the closing date.

Please do not send classified ads, payments or related correspondence to the AMA headquarters in Chicago. This causes needless delay. Send all copy, correspondence, production materials and payments to:

### Classified Advertising

## Professional Opportunities

### FAMILY MEDICINE IN NEW HAMPSHIRE

Live and work in a family-oriented community that needs family physicians. Elliot Health System, a highly respected provider in the New England healthcare community, has several different types of family medicine opportunities available. These outstanding career opportunities exist in a progressive medical community that is located less than one hour from the folklore of Boston, the beautiful New Hampshire seacoast, renowned Lakes Region and the picturesque White Mountains. For information about the benefits associated with these opportunities, call (800) 633-6299. Send your CV to: David Totsch, Physician Recruiter, Elliot Health System, 80 Tarrytown Road, Manchester, NH 03103.

### FAMILY PRACTICE PHYSICIANS

 Needed for Progressive 151-bed Gratiot Community Hospital in Alma, Michigan. Opportunities include single specialty group, partnerships or solo practice. Talk with us about how we can guarantee your success with an attractive income, trained staff and assistance with office space and malpractice insurance. We are located in a friendly community of 13,000 and offer a fine liberal arts college, excellent public/private school, and a sound agricultural/industrial base. Call or write: Mary Jo Rogers, Gratiot Community Hospital, 300 Warwick Drive, Alma, MI 48801. (517) 463-1101.

### FAMILY PRACTICE IN NEW HAMPSHIRE

Earn a guaranteed salary of $80,000-$140,000 at the beautiful New Hampshire seacoast, renowned Lakes Region and the picturesque White Mountains. For information about the benefits associated with these opportunities, call (800) 633-6299. Send your CV to: David Totsch, Physician Recruiter, Elliot Health System, 80 Tarrytown Road, Manchester, NH 03103.

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Professional Opportunities


PACIFIC NORTHWEST
Portland Area

FAMILY PRACTICE – Premier multi-specialty group near Portland, Oregon has two excellent opportunities for BC/BE family practitioners. Join one of two satellite clinics in which FPs and PAs currently practice. Superb lifestyle, abundant recreational opportunities, and generous benefits package. Send CV to: Karen Stanton, c/o The Vancouver Clinic
700 NE 87th Avenue • Vancouver, WA 98664

ALABAMA, FLORIDA, GEORGIA, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia, Wisconsin. We have more than 75 openings for BC/BE family practice physicians in solo, partnership, group, clinic, or HMO positions in urban, suburban, and rural communities. Send CV in confidence to: Physician Placement Service of America, 330 Franklin Road, Box 897, Brentwood, TN 37024-0897. Or call Margaret Fite at: (800) 859-7421.


PACIFIC NORTHWEST – Diverse opportunities for family physicians in community health centers throughout Washington, Oregon, Idaho, and Alaska. Loan repayment possible. Practice where it’s nearly perfect. Send CV to: NRWPCA, 4154 California Avenue, SW, #12, Seattle, WA 98116. (206) 932-2133.

Southern California

Our Family Practice Department is the largest medical department of CIGNA Healthplans of California with over 90 physicians working at Health Care Centers in Los Angeles, Orange, San Bernardino, and soon Riverside Counties.

The Family Practice physicians work as a team, each having their own panel of patients. The department is part of an extensive multispecialty group with physicians in over 30 specialties on staff.

As a national healthcare leader, CIGNA Healthplans is well positioned to meet the future challenges facing medicine. We offer competitive salaries and comprehensive benefits in an exciting and dynamic practice environment. Call us at (800) 468-9013 or send your CV to:

Director, Physician Recruitment
505 N. Brand Blvd., Suite 400-120
Glendale, CA 91203

CIGNA Healthplan
An Equal Opportunity Employer

Professional Opportunities

KALONA, IOWA – Two BC/BE FPs needed for the summer of 1993 for established practice. Attractive and growing community eighteen miles south of Iowa City. Practice is fully supported by Mercy Services Iowa City, Inc. Guarantee, incentive plus benefits. Call Bill Watts, Director of Outreach Services: (319) 339-3541. Or send CV to: Mercy Services Iowa City, Inc., 500 Market Street, Iowa City, IA 52245.

FAMILY PRACTICE – ILLINOIS. Join thriving group of two BC physicians in progressive practice in Rockford, with population of 250,000, one hour from Chicago. Enjoy congenial office with opportunity to be immediately busy. Partnership after one year; outstanding compensation and benefits. Contact: Dawn Hamman, Saint Francis, Inc., 4541 North Prospect, Suite 400, Peoria, IL 61614. Telephone: (800) 436-3740.

FAMILY PHYSICIANS

NORTHCENTRAL PENNSYLVANIA – Due to expansion of primary care services, a progressive rural community hospital seeks BC/BE family practitioner for a rural health clinic. Outpatient practice with flexible schedule. Competitive guarantee. Located in the beautiful mountains of rural Pennsylvania. Please send CV and inquiries to: Jan F. Kinsley, Charles Cole Memorial Hospital, RR1, Box 205, Coudersport, PA 16915-9762.

FAMILY PHYSICIANS

YOU ARE CRUCIAL...
Illinois • Missouri • Oklahoma • South Carolina • Wisconsin

Family physicians sought for a variety of practice opportunities in the SSM Health Care System. SSM operates 22 entities and is one of the largest health care systems in the U.S. Positions available in large urban areas, medium-sized cities and small communities. Contact: Danette Bishop
SSM Health Care System
447 North Lindbergh Boulevard
St. Louis, MO 63141 • (800) 841-3674

FAMILY PRACTICE – ILLINOIS. Join successful established physician, whose partner is leaving to pursue full-time academic medicine. Practice in modern office adjacent to 750-bed Saint Francis Medical Center. Family practice setting in community of 250,000; excellent schools through university level, cultural and recreational opportunities. Excellent compensation and benefits. Qualified applicant will be BC/BE, with commitment to quality patient care. Contact: Dawn Hamman, Saint Francis, Inc., 4541 North Prospect, Suite 400, Peoria, IL 61614. Telephone: (800) 458-3740.

MISSOURI OZARKS – General practitioner and internist needed for inpatient and outpatient care. Any state license is acceptable, with competitive salary including civil service benefits, regular hours with limited call, vacation and CME funding. Excellent subspecialty and technological support. Located in the beautiful Missouri lake country. Send CV and correspondence to: George Klingner, Jr., MD, Clinical Director U.S. Medical Center for Federal Prisoners, P.O. Box 4000, Springfield, MO 65808. FAX: (417) 837-1721. The Federal Prison System is an equal opportunity employer.

FAMILY PHYSICIAN – Thomas Jefferson University, located in Center City Philadelphia, is a 717-bed hospital, Level I Trauma Center, and a teaching institution. Position is currently available in expanding, progressive division of family medicine for full-time physician. Responsibilities include management of patient population, consultation and teaching of medical students and residents as well as participation in active research program. Board-certification is required; preferably in family medicine. Pennsylvania license required. Excellent compensation and benefits program. For more information and immediate consideration, please contact: Linda C. Mitchell, Employment Manager, Thomas Jefferson University, 201 South 11th Street, Philadelphia, PA 19107-5595. Or call (215) 955-8169. We are an equal opportunity employer.

Family Practitioner

Madison, Wisconsin

180 member, multi-specialty group is seeking BC/BE family practitioners to complement its rapidly expanding organization.

Offering:
• New site and established site practices
• Guaranteed salary with incentives
• Full benefits package
• Excellent referral network representing over 30 specialties
• On-site lab and x-ray
• Servicing one centralized hospital
• Award winning school system
• Small-town living, big city amenities
• Immediate care opportunities also available.

Send CV to: Laurie E. Glowac
Physicians Plus Medical Group
345 W. Washington Avenue
Madison, WI 53703
Or call collect (608) 252-8580

Physicians

Plus

Medical Group

www.archfammed.comDownloaded from grouphealth.com
Professional Opportunities

QUALITY DRIVEN. JCAHO 700-bed hospital serving growing suburban community has opportunities for BC/BE family physician. Diverse practice options available: Single specialty, large multi-specialty groups or ambulatory care solo. Located 30 minutes from downtown Chicago. Competitive salary guarantee, shared call, paid malpractice, and marketing support. Send CV or call: Jacqueline Smith, Ingalls Health System, One Ingalls Drive, Harvey, IL 60426. Telephone: (708) 333-2333

MINIMUM $250,000 – Great personal income for BC/BE FPs combined with Great Lakes resort, strong university setting and major metropolitan access make this a prime opportunity. Historic midwestern community has major amusement park, strong economy and modern debt-free 100-bed hospital. Fully equipped office, two-year guarantee, bonus, 1:5 coverage, highlight financial package. Obstetrics not required. Call Bill Cox at: (800) 775-7901, Extension #1-140. Or send your CV to: Harris Kovacs Alderman, 5420 West Southern Avenue, Suite 407, Indianapolis, IN 46241.

WESTERN NORTH CAROLINA
Exciting opportunity to join young, energetic practice in scenic recreational area. Quality hospital and community. Competitive salary with excellent benefits. Send CV to Linda Greene, Medical Staff Development Coordinator, Rutherford Hospital, 308 South Ridgecrest Avenue, Rutherfordton, NC 28139. (704) 286-5148

SOUTHERN CAROLINA – Family practitioners and graduating residents are invited to contact Dr. Cheromil at: (800) 866-6045 to discuss exceptional practice opportunities.

NORTH CAROLINA – Excellent opportunity for BC/BE family physician to establish new practice minutes from Charlotte in a beautiful southern city. Progressive 450-bed community hospital provides comprehensive medical care to patient base of 200,000. Lovely neighborhoods, good schools, numerous recreational amenities. Send CV, cover letter to: Box #1000, c/o AFM.

THINK ABOUT IT! Arizona needs primary care physicians in several underserved areas. From northern plateaus to southern plains, both urban and rural – solo to multi-specialty. Great family lifestyle, full benefits, excellent salaries. Write: Bill De Long, Catalina Professional Recruiters, P.O. Box 12650, Tucson, AZ 85702. Or call: (800) 658-9166.

Fellowships

Family Practice Fellowships in an established program with 10 years continuous experience.

St. Margaret Memorial Hospital and
The University of Pittsburgh Graduate School of Public Health
Offer a
Two-Year Fellowship in Family Practice with A Master Of Public Health

St. Margaret Memorial Hospital offers a unique one-year program in an academically oriented community hospital. Individualized program to train faculty for community hospitals.

Family practice residency required. Attractive salary and benefits package.

For more information, call or write:
Joel H. Merenstein, MD
Director, Family Practice Fellowship
St. MARGARET MEMORIAL HOSPITAL
FAMILY HEALTH CENTER
3937 Butler Street
Pittsburgh, PA 15201 • (412) 622-7374
Accepting applications for July 1993.

PLEASE NOTE – Address replies to box number ads as follows: Box number ________, c/o AFM, P.O. Box 1510, Clearwater, Florida 34617.