Managing Your Practice

group practice physicians and their practice manager will need to effect many big changes and maintain high altitude on the larger issues.

**Discretion**
The practice manager should not speak out of turn about one partner to another. Typically, the physicians will make their opinions known to their partners, if and when they want to. For example, based on the tally table, the practice manager may have an idea of who is where on an issue, who needs more time or information, and who is yet to provide input. Although the practice manager may solicit input for the table by saying to an individual partner in

<table>
<thead>
<tr>
<th>Partner</th>
<th>In Favor</th>
<th>Undecided</th>
<th>Position Unknown</th>
<th>Against</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allen</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Becker</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Denton</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

A tally table may be used by the practice manager/executive to record the various positions held by surgeon partners in a group.

> SEE MEASURING UP ON PAGE 34

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FOR PATIENTS WITH OSTEOPOROSIS AT HIGH RISK FOR ANOTHER FRACTURE ONE FRAGILITY FRACTURE MAY LEAD TO ANOTHER

CONSIDER FORTEO TO HELP REDUCE THE RISK OF FRACTURE AND HELP FORM NEW BONE

Orthopaedic and spine surgeons are in a unique position to identify and treat osteoporosis in fragility fracture cases.

- The majority of patients with a fragility fracture are not evaluated for osteoporosis.
- Consider treating the underlying condition

Now is the time for anabolic action

- FORTEO is the only FDA-approved anabolic agent for osteoporosis
- FORTEO is not a bisphosphonate; FORTEO is not an antiresorptive.

The FORTEO Co-pay Card helps limit your eligible patients’ out-of-pocket costs to $50/month.

- Patients are eligible for up to 24 months of therapy
- Offer is subject to eligibility; other restrictions or limitations may apply

*The offer may be terminated, restricted, revoked, or amended by Lilly USA, LLC at any time without notice. Patient should provide the card to the pharmacist, along with a valid prescription from the physician.

INDICATIONS AND USAGE

- FORTEO is indicated for the treatment of postmenopausal women with osteoporosis at high risk for fracture, to increase bone mass in men with primary or hyperparathyroid osteoporosis at high risk for fracture, and for the treatment of men and women with osteoporosis associated with sustained, systemic glucocorticoid therapy (daily dosage equivalent to 5 mg or greater of prednisone) at high risk for fracture
- High risk for fracture is defined as a history of osteoporotic fracture, multiple risk factors for fracture, or patients who have failed or are intolerant to other available osteoporosis therapy

FORTEO is administered as a 20-microgram once-daily dose and is available in a 2.4-mL prefilled delivery device for subcutaneous injection over 28 days.

**WARNING: POTENTIAL RISK OF OSTEOSARCOMA**

See the Important Safety Information for Complete Boxed Warning.

- In rats, teriparatide caused an increase in the incidence of osteosarcoma, a malignant bone tumor.
- Because of the uncertain relevance of the rat osteosarcoma finding to humans, prescribe FORTEO only for patients for whom potential benefits outweigh potential risk.
- FORTEO should not be prescribed for patients at increased baseline risk for osteosarcoma (eg, those with Paget’s disease of bone or unexplained elevations of alkaline phosphatase, pediatric and young adult patients with open epiphyses, or prior external beam or implant radiation therapy involving the skeleton).

Please see Important Safety Information, including Boxed Warning regarding osteosarcoma, and Brief Summary on following pages. See Full User Manual that accompanies the delivery device.