

Jessica Minesinger

President & CEO, Surgical Compensation & Consulting (SCC)

Physician Compensation Review // Salary Negotiation // Cultural Fit



JESSICA MINESINGER, CMOM, CMPE, FACMPE, is the President and CEO of Surgical Compensation & Consulting (SCC). A firm believer in the power of data and analytics, Jessica empowers physicians to navigate compensation opportunities, negotiate successfully, ensure pay equity, and identify cultural fit.

With an extensive background in surgical practice development, management, physician contracting, compensation analysis, and human resources, Jessica has a deep understanding of the unique and often complex nature of the business side of medicine. After running a trauma and acute care surgery practice for ten years, Jessica was inspired to leverage her knowledge and expertise to help physicians negotiate their value throughout every stage of their careers.

Jessica is also an MGMA Consultant, specializing in:

- Compensation Consulting for Surgeons and Surgical Practices
- Individual/Small Group Physician Compensation, Analysis, and Negotiation
- Physician Recruiting and Retention
- Small Practice Operational Management
- Gender Pay Equity
- Physician Cultural Fit
- Identifying and Addressing Physician Burnout



To connect with Jessica through MGMA:

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Jessica's Speaking Experience

Most Requested Topics //

- PHYSICIAN COMPENSATION NEGOTIATION
- GENDER PAY EQUITY
- PHYSICIAN BURNOUT & CULTURAL FIT
- TOP NEGOTIATING TIPS TO CONSIDER AT EVERY CAREER STAGE
- WHAT TO ASK AND EVALUATE DURING AN INTERVIEW & SITE VISIT



See how Jessica can empower your audience to confidently negotiate for a fair contract and fulfilling career path!



View recent videos of speaking engagements

Recent Speaking Engagements //

Jessica has been invited to speak to medical and surgical associations and organizations, presenting to audiences including medical students, surgeons, and physicians of different specialties.

- **Mock Interview and Negotiation Workshop** (*Association of Women Surgeons Annual Conference 2023 - Guest Speaker*)
- **Maximizing Your Medical Practice Aptitude in 2023: Strategies and Best Practices.** (*MGMA - Webinar - Panelist*)
- **The Business of Medicine: How Negotiation Impacts Financial Planning** (*Women In Surgery Symposium - Panelist*)
- **Deconstructing Financial Decisions** (*Women In Surgery Symposium - Panelist*)
- **Using Data to Address the Gender Wage Gap & Negotiate Successfully** (*Women In Surgery Symposium - Panelist*)
- **How to Get What You Want: The Power of Smart Negotiation – Negotiating Your Value As A Physician** (*Society of Gynecologic Oncologists - Diversity, Equity, Inclusion & Health Equity Committee - Distinguished Guest Speaker*)
- **Bringing an Entrepreneur's Mindset to Solving Healthcare Problems** (*MGMA - Consultant's Corner Podcast - Guest Speaker*)



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