How To Get Vascular Surgeons Engaged in Venous Disease

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Reasons For Vascular Surgeons To Develop an Interest in Venous Disease

- Training
- Potential to develop a practice
- Clinical interest
- Technical Challenges
- Research potential
- Economic impact
- Prestige

Training

- Must be part of residency and fellowship curriculum requirements (ACGME)
- Must have mentors in residency program who practice and value venous disease
- Must have exposure to the range of venous cases in the real world
- Must put venous disease on teaching conference schedules
- Must have lectures and conference that educate on venous research
- Must have the opportunity to perform venous outcomes research
- Must have venous disease management examined as a significant part of board certification

Potential to develop a practice

- Access and opportunities to treat venous disease in office based, hospital based outpatient, and hospital
  - Privileges
  - Imaging
  - Devices
- Access to patients (Gonda Venous center for one stop shopping)
  - Office
  - Wound care
  - Vascular lab
  - Procedural center
- Supportive partners if private
- Supportive vascular division and team if academic
- Compensation acceptable
- Call acceptable

Clinical Interest

- Responsibility of the venous specialist to get training in one of these areas:
  - Office practice-diagnostic and clinical expertise
  - Large venous expertise
    - Reconstructions
    - Oncology
  - DVT management (lysis/stent)
  - CEAP 5/6 expertise (wound care)
  - Cosmetic/Sclerotherapy expertise
  - Swollen limb/lymphatic disease management
Technical Expertise

- Training in open venous surgery
  - Large vessel reconstruction
  - Bypass
- Training with catheters and wires
  - Venoplasty
  - Stents
  - Thrombolysis
- Training with venous imaging techniques
  - Ultrasound
  - IVUS
- Interpretation of MRV and CTV

Economics

- Understand the business aspects of an office practice
  - Revenue and expenses
- Understand how to manage an office based practice
- Understand unique challenges of venous billing
- Understand how to obtain authorization for procedures and deal with insurance companies
  - HER/dictations and documentation
- Coding

Research

- Device development opportunities
  - More new devices in venous disease management than any other field
  - Device companies looking for interested investigators
  - Many developed by clinicians in practice- community and academic
- Clinical
  - Many opportunities to conduct single and multi-institutional studies
  - Common disease so volumes high and one practice can have an impact
- Basic
  - Often requires an academic connection and federal funding but increasing number of sites doing research
- Major limitation currently is small number of venous research mentors- it’s a relatively new field

Prestige

- Probably the most important influence on whether a VS enthusiastically pursues a venous practice
  - Institutional respect
  - Surgeons respect
  - Colleagues respect
- Involvement in supportive societies
  - AVF
  - SVS
- Attendance at meetings with VS with a common interest
  - Veith