

# Charles J. Willey M.D.

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Qualifications	<p>29 years of clinical and health care business experience in medical group, hospital, insurance and software. Proven physician leader and serial entrepreneur. Respected, Popular Clinician in General Internal Medicine.</p>
Professional experience	<p>Visionary, Strategic, Committed, Altruistic, Fiscally Responsible, Quality focus, Patient Centric and an Altruist Capitalist Proven successful strategist.</p> <p><b>1984 – Present</b> Actively Practicing General Internist</p> <p><b>2010 – Present</b> CEO Innovare Health Advocates</p> <ul style="list-style-type: none"><li>▪ 4 offices, 2 in rural counties</li><li>▪ 9,000 patients</li><li>▪ Includes 1600 Medicare Advantage members</li><li>▪ 4 physicians</li><li>▪ 6 Nurse Practitioners</li><li>▪ Annual patient satisfaction survey</li><li>▪ Quality and Performance incentive program for clinicians and staff</li><li>▪ Innovative Diabetes Population Management Program</li><li>▪ Nurse Practitioner Training Fellowship</li></ul> <p><b>2010 – Present</b> CEO Sennectus II</p> <ul style="list-style-type: none"><li>▪ Independent Physician Association (IPA)</li><li>▪ 32 Physicians</li><li>▪ 4,000 Global risk Medicare Advantage patients</li><li>▪ Quality and Performance incentive for physicians</li><li>▪ Market leading performance scores</li></ul> <p><b>2011 – Present</b> Inventor and Chief Administrator Internal Reinsurance Collaborative (High Risk Pool)</p> <ul style="list-style-type: none"><li>▪ 47 Physicians</li><li>▪ 6,000 Global risk Medicare Advantage patients</li></ul>

**2003 - 2008**

**Essence Healthcare**

**St. Louis, MO**

Founding CEO

- Physician owned Medicare Advantage Health plan.
- Richest benefit for members 8 years running
- Saved patients, average, \$3,100 annually in premium and medical costs
- Grew to 24,000 members in 3 markets, (5 states)
- Grew to \$240 million in Revenue
- Market leading member quality and satisfaction scores
- High physician satisfaction
- Invented Population Management Software
- Profitable by 2007

**1984 - 2007**

**Esse Health**

**St. Louis, MO**

Founding President

- Starting with one partner in 1991 built through merger a medical group of 77 physicians in the face of fierce competition for doctors from hospitals all paying over market rates for practices and in salary.
- Achieved the first and most successful physician group-payor risk contracts in Missouri.
- Increased Revenues from 1 million to 80 million
- Put PC's on all physician's desks for email communication and intranet in 1995
- Implemented the city's first Electronic Medical Record in 1998
- Built medical management for risk contracts and had been United Health Cares best performing group 9 of 10 years.
- Achieved and was successful in commercial risk contracts with UHC and GHP in 1992-present
- Opened Excel Imaging division In 2001
- Self insure for health care of 500+ employees 2002
- Founded Essence Healthcare a M+C/Medicare Advantage plan in 2003
- Founded Essential RRG self funded Professional Liability company in 2003
- Started Quality Management Consultants a collaborative of leadership of 4 medical groups and St. Anthony Hospital to promote quality and efficiency within the hospital
- Started Physician Quality Management programs in two other hospitals

**1999-2007**

**Wellinx**

**St. Louis, MO**

Co-founder, co-inventor, original CEO, Director

- Pioneered Award winning electronic prescription writer
- HIMSS-Best e-Prescriber Award 2004
- Raised \$12,000,000

- Purchased DrX a small drug repackaging in office dispense firm
- Drove evidence proven generic prescribe to 80+ % by 2001
- Saved individual senior citizens up to \$3500 per year on medication costs
- Achieve 95% physician use of this electronic device in < 1 year

**2000-2001                      Esse Vita    St. Louis, MO**

Founder, CEO

- 21 Clients
- Adult Day care Center
- Closed due to inadequate enrolment and funding

**1993-2000    South    County    Outpatient    Surgery    Center  
St. Louis, MO**

Founder and Medical Director of South County Outpatient Surgery Center (acquired by Health South)

- Market leading quality scores
- Profitable in first year
- Then when sold, Health south's most profitable center
- Precipitated lower cost of outpatient surgery for all patients and payers

**1991-2001                      Physician's Building Partnership                      St. Louis, MO**

Developer and Managing partner

- Organized 12 physicians and 2 therapists
- 12,000 sq ft medical office building

Education

**1981 – 1984    St. John's Mercy Med. Center Residency St. L., MO**

Board Certified Internal Medicine

**1977-1981    University of MO School of Medicine Columbia, MO**

M.D.

**1974 -1977    University of MO, Columbia, MO**

BA Biology

**1973-1974                      USAF Academy    Colorado Springs, CO**

**Boot Camp and One Semester**

**Resigned**

Professional memberships

Missouri State Medical Association  
St. Louis Metropolitan Medical Society  
Des Peres Hospital  
Mercy Jefferson Hospital  
St. Claire Hospital  
St. Anthony's Medical Center  
Missouri Baptist Medical Center  
Alton Memorial Hospital

Community activities

CO-Founding Scout Master BSA Troop 685, 1998-2001 Coached two youth soccer teams  
Founding Sponsor U.S. First Robotics Competition combined team at St. Louis Priory and Visitation Academy 2004  
Various political fund raising.  
Leading physicians and patients to better healthcare systems

Interests and activities

Technology, Business start up, kids, flying, hunting, golf, reading, camping, hiking, rowing, politics.