MEETING WITH YOUR MP
PROPOSED FEDERAL TAXATION REFORM

The most important thing for your meeting (or call) with your MP will be for you to share your personal story, and describe what impact these tax changes could have on local practice and subsequently on the local community/constituents.

Gathering the information below will be helpful in preparing for your meeting/phone call:

1. Number of people who work for the practice (doctor(s) + other staff):
   - What jobs do they do:

2. How much does the practice spend each year on:
   - Medical supplies:
   - IT services:
   - Office supplies:
   - Etc. (other spending that benefits local community businesses)

3. How many patients does the practice have:
   - What demographic groups (e.g., seniors, children, women, new Canadians, etc.):

4. What is your personal reality:
   - (years of medical school + training)
   - (ongoing CME requirements)
   - Children (ages)
   - Parents (ages)
   - Spouse (professional situation)

5. How might you deal with tax changes that will adversely affect your practice?
TALKING POINTS
PROPOSED FEDERAL TAXATION REFORM

- As a doctor and a small business owner, I’m very concerned with the proposed changes, which have far-reaching implications and unintended consequences.

- I do feel that the 75-day consultation was inadequate to deal with the scope of these changes to a structure that has been in place for 45 years. I think it is only fair to involve all Canadians in a comprehensive review of the tax system that considers the unique aspects of all sectors.

PROMOTING ECONOMIC HEALTH

- The Coalition for Small Business Tax Fairness has made the point that small and medium size businesses are the economic engines of Canada. Physicians’ offices are part of the small business community, and we also generate significant economic activity while delivering essential medical care in our communities.

- Maintaining the conditions necessary to support the continued success of medical practices is therefore of utmost importance.

- Here are a few facts:
  - In 2016, the direct GDP produced by physicians’ offices in Canada was $22.3 billion.
  - Medical professionals paid $6.2 billion in wages and salaries, and employed 137,000 people.
  - Medical practices contributed $643 million in tax revenues to governments.

- The tax proposals being considered will force physicians operating medical practices, like other business owners, to adjust their business model.

- This would have the unintended consequences of decreasing the economic footprint of medical practices and potentially limiting services to Canadians.

WHY I CHOSE TO INCORPORATE MY PRACTICE

- Like 54,000 of my colleagues, I opted to incorporate my medical practice. This provides the structure that supports the viability of my practice, including access to working capital.

- I, like other small business owner, rely on working capital to invest in my medical practice, including purchasing equipment, refitting exam rooms, transitioning to electronic medical records, among other clinic investments.

- Working capital is also essential should I decide to expand services to meet the growing health care needs in the communities that I serve.

- The structure also permits funds to be available to offset sick leave, parental leave staff turn-over and to provide retirement savings.
WHY WE NEED TO GET THIS RIGHT
• Why is it so important to get these changes right? Because thriving medical practices are essential to Canadian patients.

• They provide Canadians access to medical care across the country. Any changes to the existing tax regime will destabilize medical practices and cause unintended consequences to one of Canada’s most critical pillar – health care delivery.

THE NEED FOR FAIRNESS
• I believe that a comprehensive review of the tax system is required.

• From my perspective, a fair tax system accommodates taxpayers who assume different levels of risk and is flexible enough to allow small business owners — including physicians who operate a medical practice — to manage in various circumstances.

• A fair tax system also recognizes spouses/partners as integral to the risk and development of a business enterprise.

• Finally, fairness also dictates that if self-funded safety net provisions are eliminated or significantly adjusted in the new tax regime, other vehicles must cover planned and unplanned events.