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Hawthorn Appoints David Eubank to Lead Business Development

St. Louis, MO: Hawthorn Physician Services Corporation has announced the appointment of David Eubank as Director of Sales. Hawthorn is a healthcare revenue cycle management company, and Eubank will be responsible for developing new business with hospital-based and office-based medical group practices. Hawthorn is currently contracted to process over 1.5 million annual claims by more than 200 physicians in nine states.

David Eubank is an experienced professional with 15 years' experience working with physicians and medical practice managers to streamline operations, maximize reimbursements and increase profitability. He has worked directly with a range of physician specialties, IT consultants and leading professional services organizations to deliver healthcare business products and practice management software solutions.

Alan Dombrowski, Chief Operating Officer at Hawthorn, notes that Eubank has previously managed sales territories that mirror Hawthorn's geographic coverage in the Midwest, South and Southeast. Dombrowski said, "David was already located in St. Louis, and he is very familiar with the local healthcare market, but he also brings a wider regional and national scope to our business development initiatives."

Eubank has identified Hawthorn's culture of stewardship as a meaningful business differentiator. "Hawthorn emphasizes accountability, partnership and problem solving," Eubank said. "We're constantly focused on collaboration and continuous improvement, and I'm confident in our ability to help clients optimize their business models so they can thrive and prosper."

About Hawthorn Physician Services

Hawthorn Physician Services Corporation was established in 1978 and has operated under the same ownership and continuous management for 35 years. Hawthorn serves hospital-based pathologists, anesthesiologists, radiologists, hospitalists, emergency physicians and radiation oncologists, plus office-based internists, cardiologists, endocrinologists and infectious disease physicians. Hawthorn is ranked among the Top 100 healthcare revenue cycle management companies in the United States.