



CLIENT STORY

Company:
Bronstein Hand Center

Industry:
Healthcare

Bank of Nevada: Helping Physicians Succeed

Dr. Andrew J. Bronstein, a leading Las Vegas-area hand and wrist surgeon – whose skills are sought out by the city's pro hockey players, professional musicians and even highly skilled acrobats – appreciates being in good hands when it comes to his bank.

The busy specialist performs 750 to 900 surgeries each year. His growing practice, Bronstein Hand Center, has offices in both Summerlin and Henderson.

Choosing a bank with medical practice expertise has led to positive outcomes for Bronstein Hand Center.

"Bank of Nevada is sensitive to physicians' needs – our recruitment process, owning my own building and financing equipment," said Dr. Bronstein. "Their knowledge of healthcare and my particular practice, as well as the larger economy, has helped me successfully steer decision-making for this business over many years."

Bronstein cites an early and important decision – purchasing his 9,000 square-foot commercial building – as a time when his bank made a difference. "Other banking companies knew nothing about medical buildings, but Bank of Nevada did," said Dr. Bronstein. Today his practice occupies the major part of the building in front, while the back is home to an outpatient surgical center, a separate business where Dr. Bronstein conducts surgeries and is the medical director.

This orthopedic surgeon clearly values the consultative aspect of working with his banker. "There is a seamless transfer of information and a two-way relationship that is really excellent. He really knows what I am conservative with, what I'm a little more aggressive with and my tremendous focus on patient service."

Added Dr. Bronstein: "As a small business, I do rely on having a line of credit. For example, every once in a while the government restructures Medicare so we could be at risk of going two or three months without a reimbursement. My banker has always helped me to be prepared. This helps me sleep at night."

Dr. Bronstein's longtime banker at Bank of Nevada, Vice President Walter Hashimoto, is demonstrably invested in his medical clients. "Because the majority of my team's clients are in the medical field, we stay ahead of the curve on everything from insurance billing and reimbursements to policy changes for Medicare, Medicaid and more. We work hard to be a resource, and clients like Dr. Bronstein choose our bank and stay with us because of the added value we provide."

The accomplished doctor does make referrals. "I have recommended Bank of Nevada to other physicians," said Dr. Bronstein. "They understand doctors' practices and that was the hook for me. It still is."

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