

# Profiles in Progress: Client Stories



**W**illiam P. Follansbee, M.D. is an accomplished man. He is the Director of Nuclear Cardiology at UPMC Presbyterian. His Curriculum Vitae includes 50 pages of professional and academic honors, teaching awards, chairs held, speeches delivered nationally, and learned professional articles written. But, with all of that, Bill is a down-to-earth, approachable and available nice guy to his patients, professional associates and friends. We are proud to claim him as one of our clients for the last 25 years.

Bill's family is rooted in our geographic area. His family name was given to the town of Follansbee, WV as his grandfather and great uncle began the Follansbee Steel Company works there in 1910. Bill tells an interesting story of his grandfather's desire to build a second mill there in the 1920s and how he secured a then-princely loan of \$1 million on a handshake from Pittsburgh's Mellon Bank. That transaction speaks to the relative simplicity of the times, but more so to the recognized character and demonstrated competence of the Follansbee family.

Bill has carried on that demonstrated competence in his many medical

endeavors and has been recognized more times than we have space to recount. The designation of "Best Doctor" has been bestowed by Pittsburgh Magazine all four of the times that it has compiled peer recommendations for that honor and he was recognized again recently by WPXI-TV as tops in Cardiology in a physician survey in the Pittsburgh area.

Bill has recently completed a more than year long-project where he created a program to electronically manage every step in the scheduling, performance, interpretation and reporting of a patient's cardiac imaging study. It is mind bending to watch the program in action in a confidentiality-protected demonstration. Imagine a system that captures your entire relevant medical history, integrates it into the performance and interpretation of your diagnostic evaluation, and then instantly reports all of this back to the originating personal care physician through a common-access, security-protected computer program. It is breathtaking to watch a beating heart reflected in multi-dimensional views and dissections right in the computer program. All care providers see the same thing. Communications errors are greatly lessened as interpretations and conclusions

are dictated via drop-down menus that have built-in safeguards. No more bad handwriting errors or conflicting information, as the program signals an error if that happens. And Bill Follansbee created this. We can be justifiably proud of Bill and his work as one of the best right here in Pittsburgh.

Bill and his wife Susan live in Fox Chapel where they reared their three children: Ben, Katie and Chris. Susan is the Head of the Cancer Registry at Allegheny General. Ben is an Army Ranger leading an infantry platoon in Baghdad. Our good thoughts go with Ben daily. Katie is a graduate of the University of Vermont, where she graduated 5th in her class, and is now conducting psychology research at Brown University. Chris is a graduate of Loyola College and is taking post-graduate, pre-med science courses at the University of Pennsylvania. The family is rounded out by Spinnaker, their 5-year-old Golden Retriever. Bill, Susan, Ben, Katie and Chris personify what is best in our region and we are proud to call them clients and friends.

## IRA Participants or Qualified Retirement Plan Participants Over Age 70 1/2, and Owners of Beneficiary IRAs, This Is For You!

This month, LINSICO/Private Ledger will be mailing to you directly a letter and form regarding your Required Minimum Distribution (RMD) for 2006. IRS regulations require us to notify you by January 31<sup>st</sup> of each year.

Please sign the form immediately and return to us at the below address:  
The Fragasso Group  
Koppers Bldg. Suite 300  
436 7th Avenue  
Pittsburgh, PA 15219

*Do not use* the LINSICO/Private Ledger envelope sent to you. Upon receipt at our office, your financial consultant will call you to discuss the actual processing of this form. **Look for it in your mailbox!**

For the second straight year, The Fragasso Group was recognized by the *Pittsburgh Business Times* as being one of the "Best Places to Work in Western Pennsylvania." This year, we ranked #11 overall, which is up 14 spots from last year's ranking. Among companies with 100 or fewer employees, we ranked #7. We thank all of our employees and clients, all of whom contribute to our exceptional workplace environment.

