



2014 AMSSM Recent Graduate Practice and Salary Survey

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AMSSM Fellows Matters Sub-Committee

Purpose of the Survey

- Fellowship Committee started this survey in order to help guide primary care sports medicine residents and fellows with:
 - Board certification data
 - Practice Setting options
 - Distribution of clinical time

Purpose of the Survey

- Fellowship Committee started this survey in order to help guide primary care sports medicine residents and fellows with:
 - Salary details
 - Contract details
 - Negotiation of contracts—know the data!

The Survey

- Sent to all active AMSSM Members
- 27 Questions on SurveyMonkey
- Self-Reported Data
- Total of 512 Physicians Completed Survey
 - In practice:

• 0-1 year: 123	• 6-10 years: 89
• 2-3 years: 87	• 11-20 years: 100
• 4-5 years: 62	• 21+ years: 36

Primary Board Certification

- **Physicians in practice 0-1 year (108 Responses):**
 - **Family Medicine: 67% (72 responses)**
 - **Physical Medicine & Rehab: 14% (15 responses)**
 - **Pediatrics: 9% (10 responses)**
 - **Internal Medicine: 5% (5 responses)**
 - **Emergency Medicine: 4% (4 responses)**
 - **Medicine-Pediatrics: 2% (2 responses)**

Fellowship Training

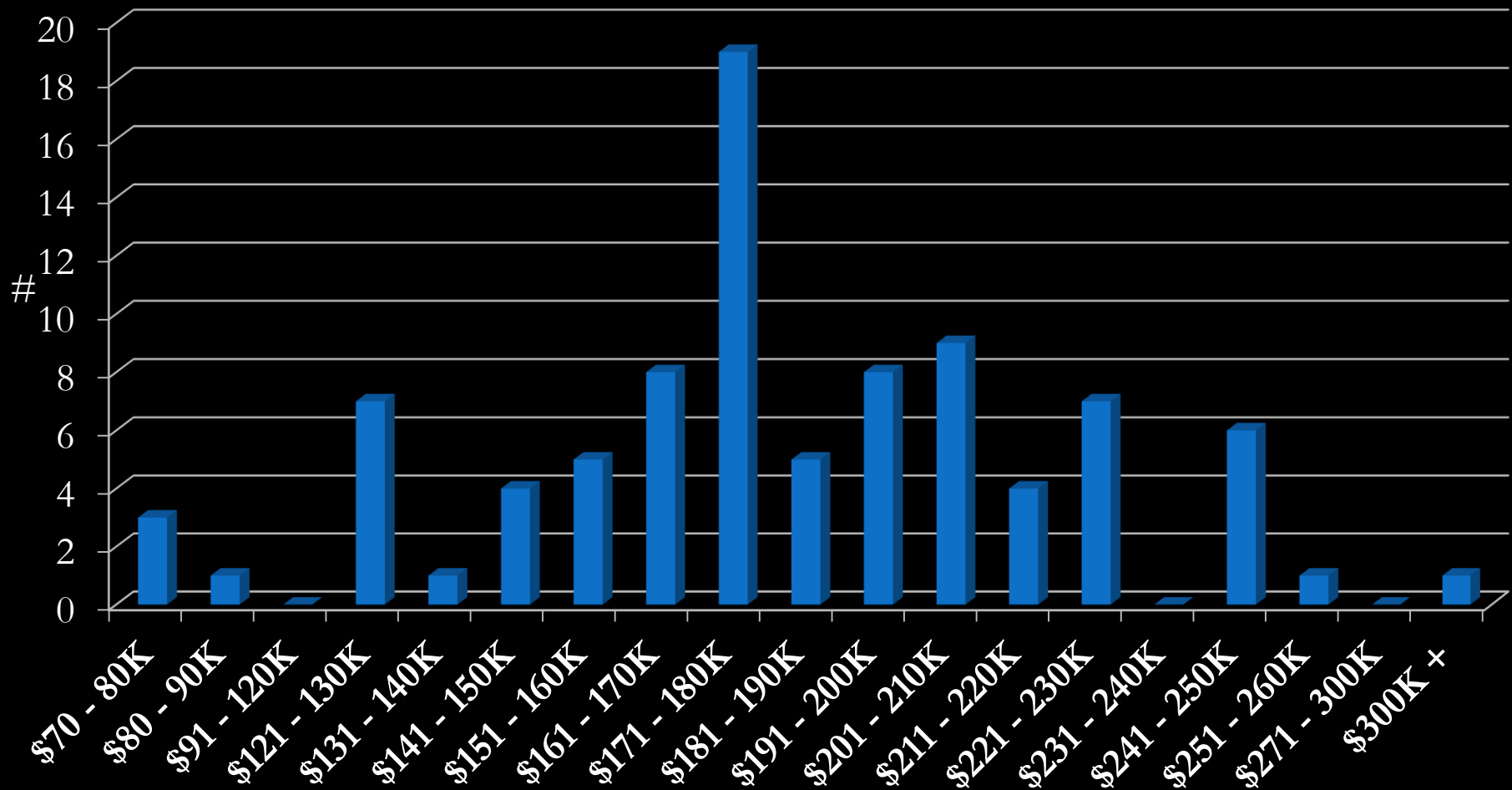
- Physicians in practice 0-1 year who completed a sports medicine fellowship (119 Responses):
- Overall: 97% completed sports medicine fellowship
 - 4/5 of those that had not completed a fellowship reported planning to apply this year

Salary Data

- **Overall Average (486 responses): \$220,000**
- **Physicians in practice 0-1 year (n=89):**
 - **Average Salary: \$181,100**
 - **Salary Range: \$75,000 to \$310,000**
 - **69% of those surveyed reported salary <\$200,000**
 - **51% between \$150,000 and \$200,000**

Salary Data: 0-1 Years in Practice

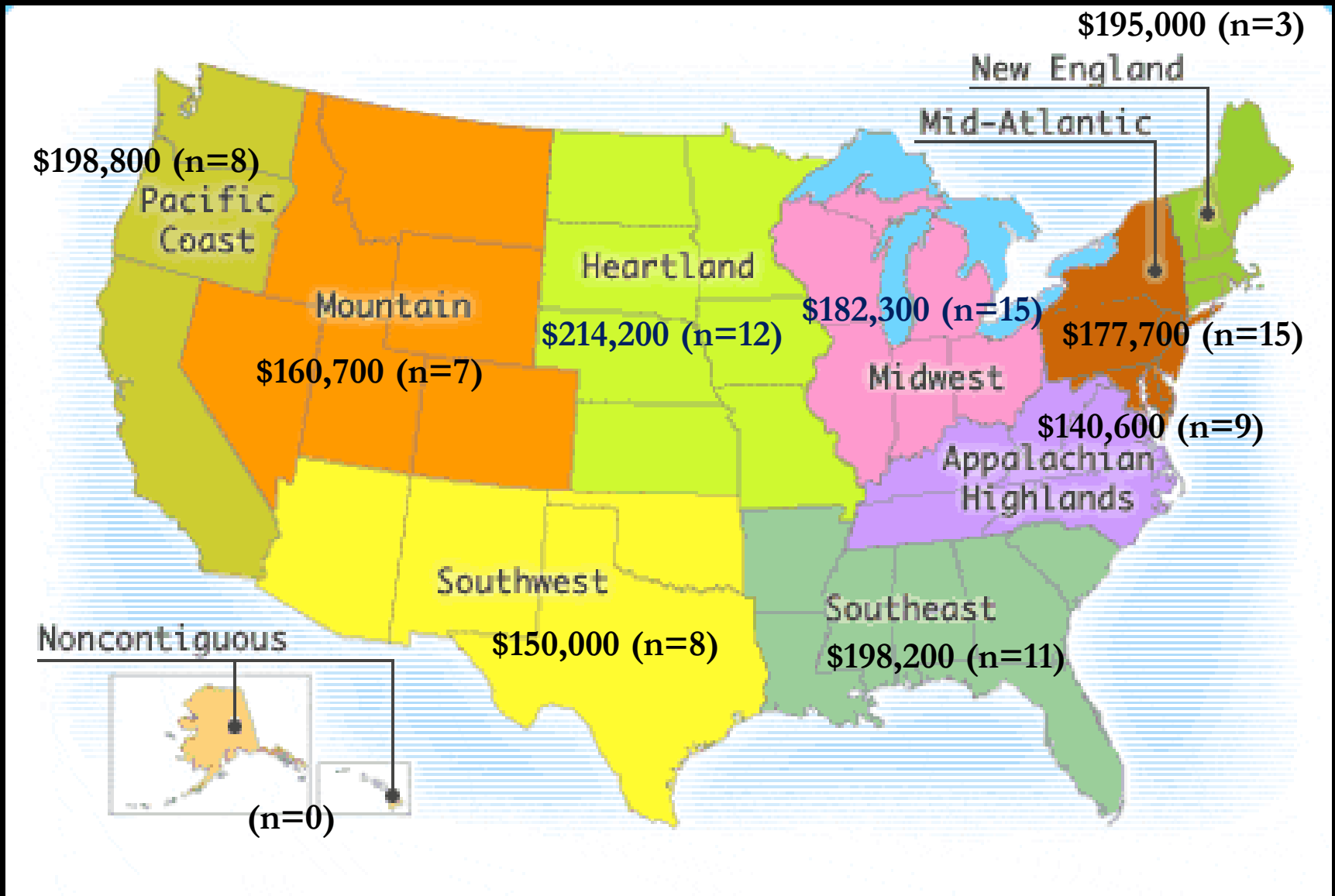
Annual Salary



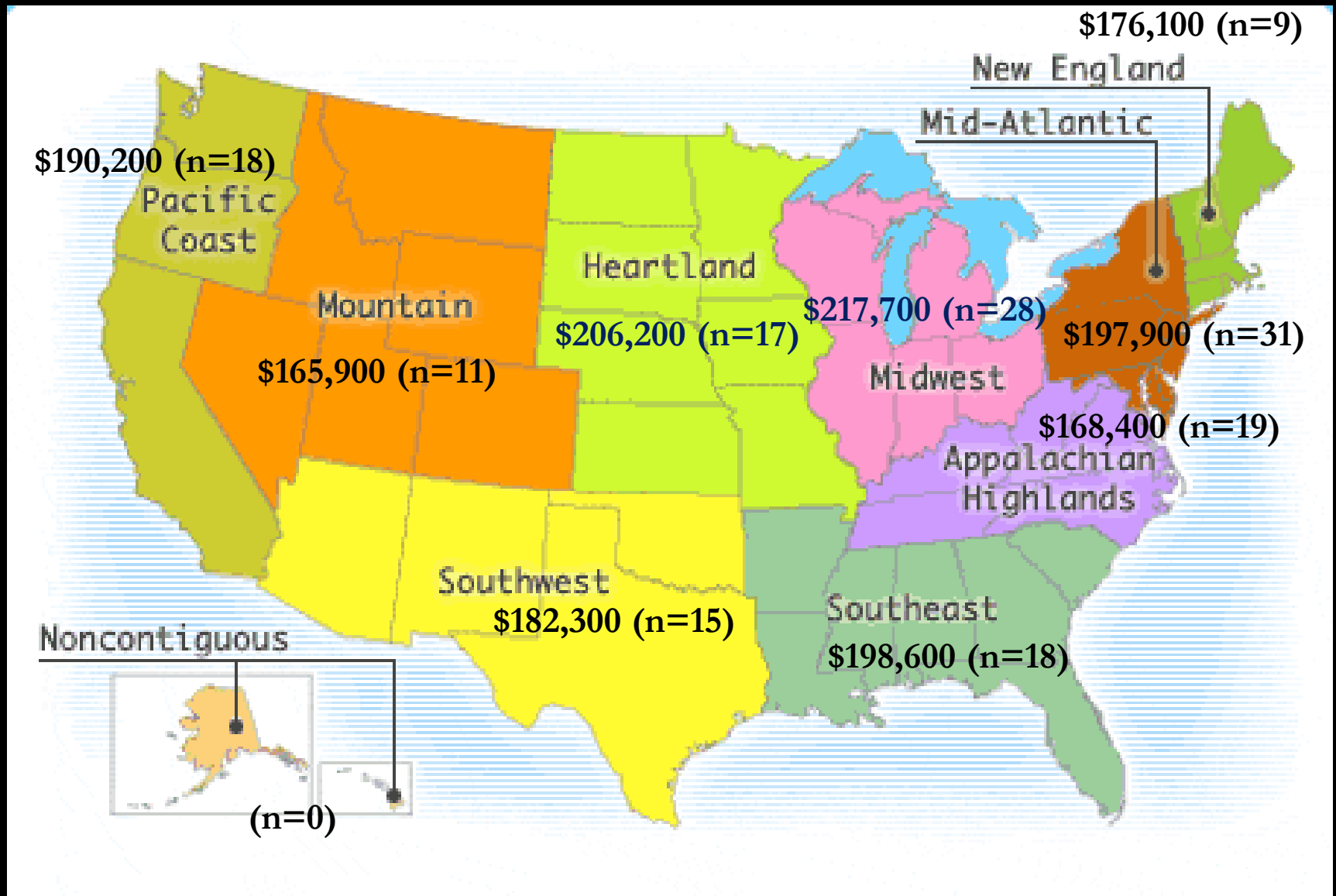
Salary Data

- Physicians in practice 2-3 years (n=77):
 - Average Salary: \$208,800
 - Range: \$95,000 to \$600,000
 - Without \$600,000 outlier, Average Salary: \$203,700
- Physicians in practice 4-5 years (n=54):
 - Average Salary: \$221,500
 - Range: \$115,000 to \$470,000
 - 49% between \$175,000 to \$215,000

Regional Salary Data: 0-1 Year in practice

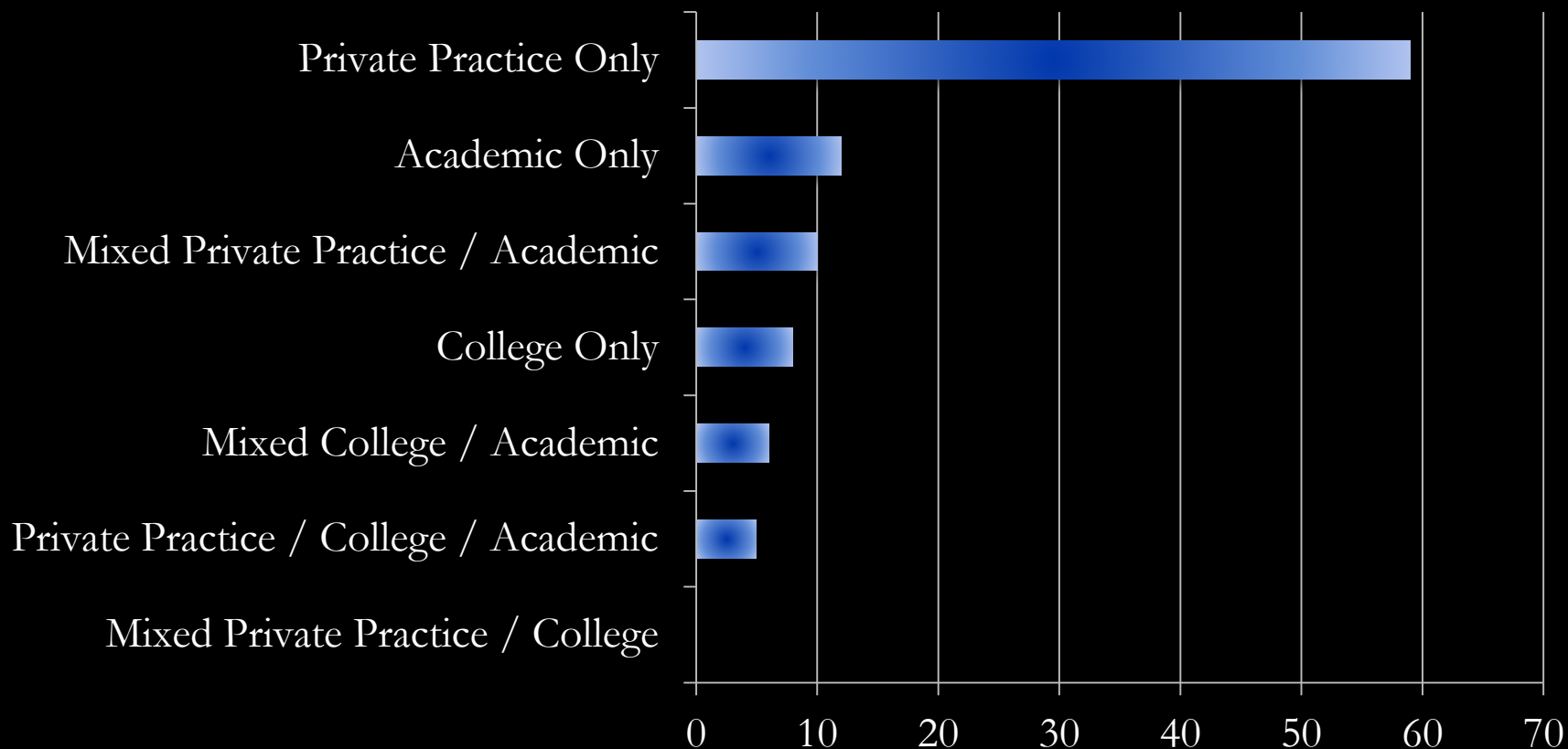


Regional Salary Data: 0-3 years in practice



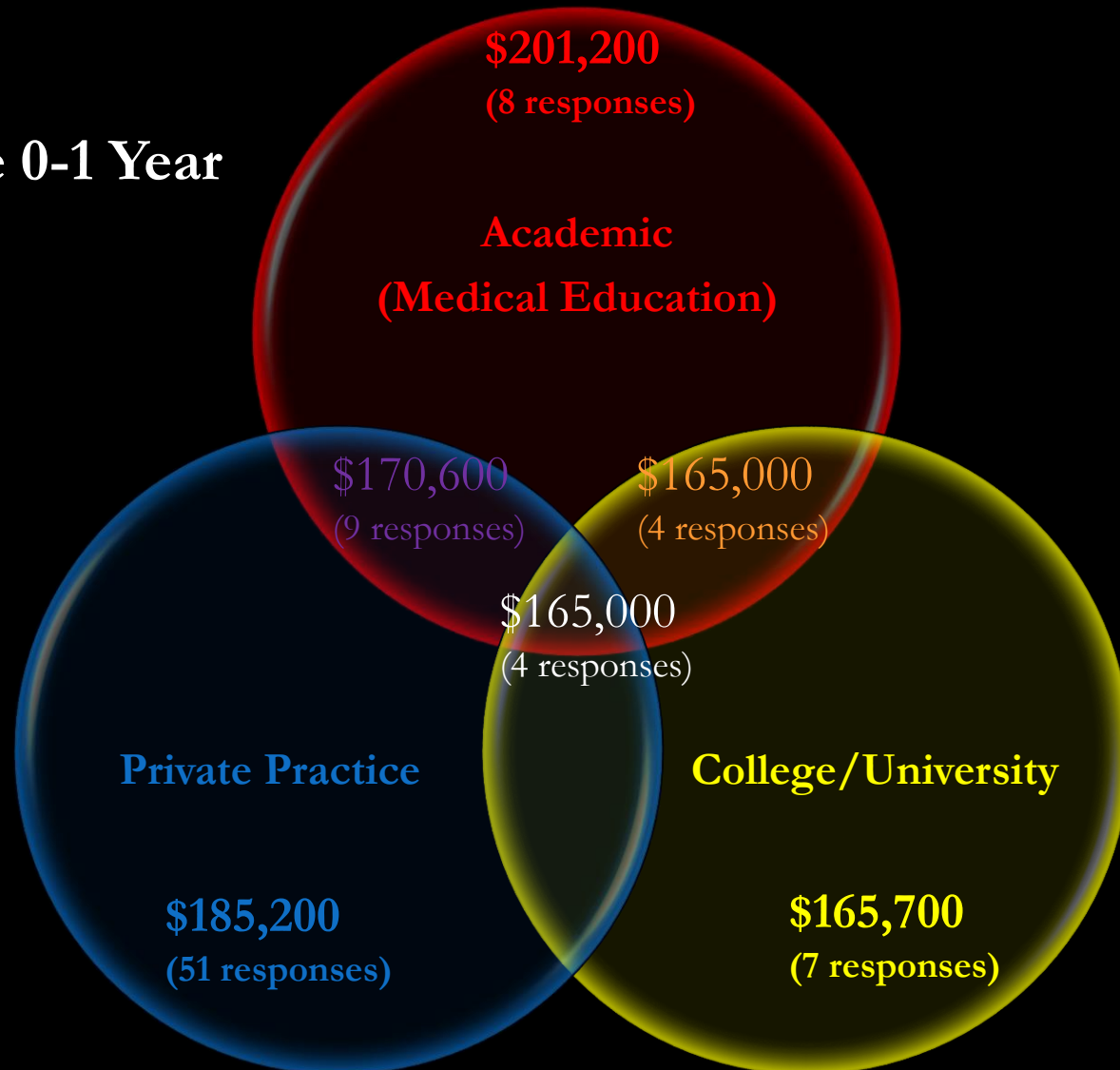
What is your clinical practice setting?

In Practice 0 - 1 Year (n=86)



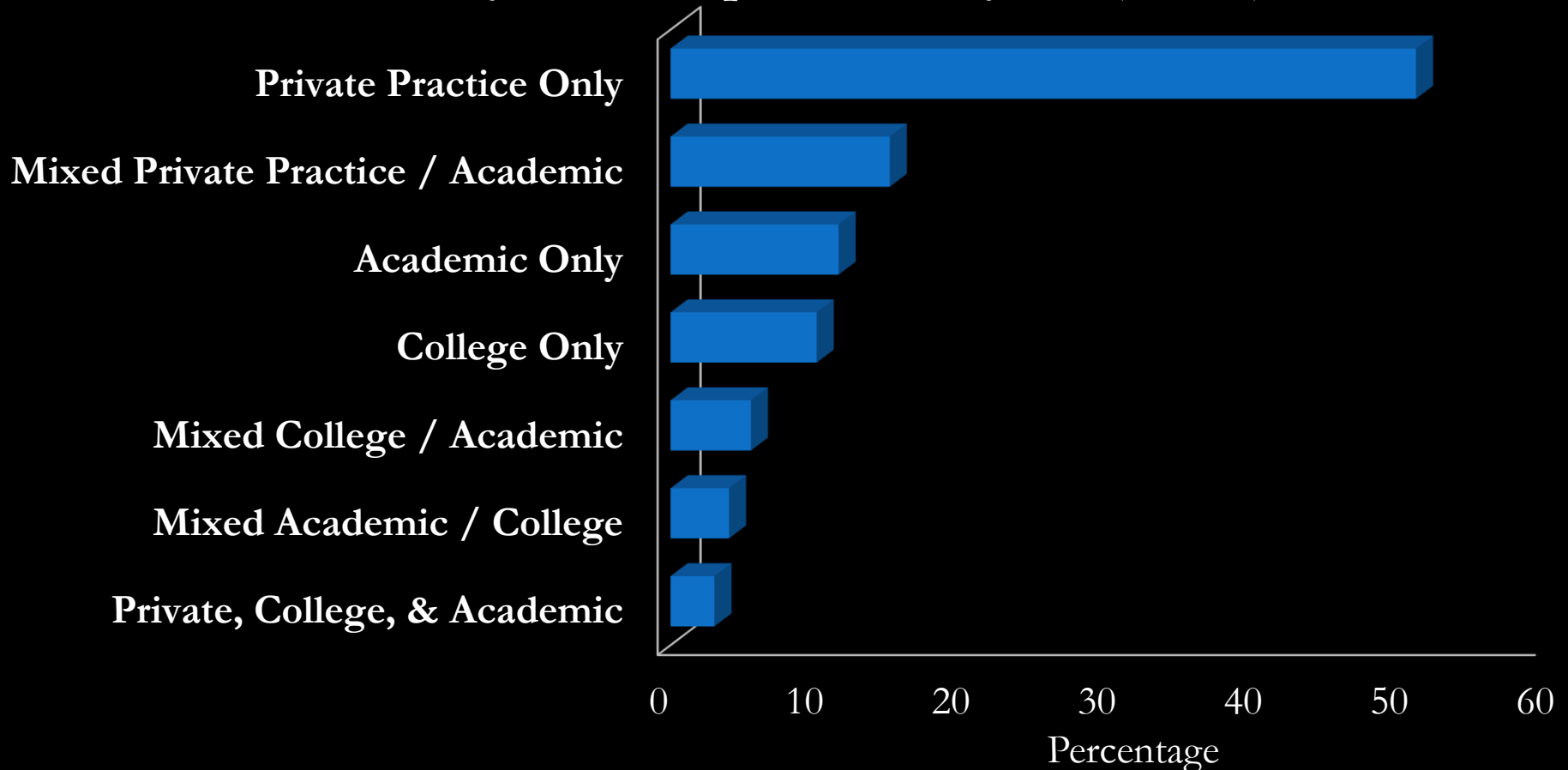
Salary: Private Practice vs Academic vs College/University

In Practice 0-1 Year



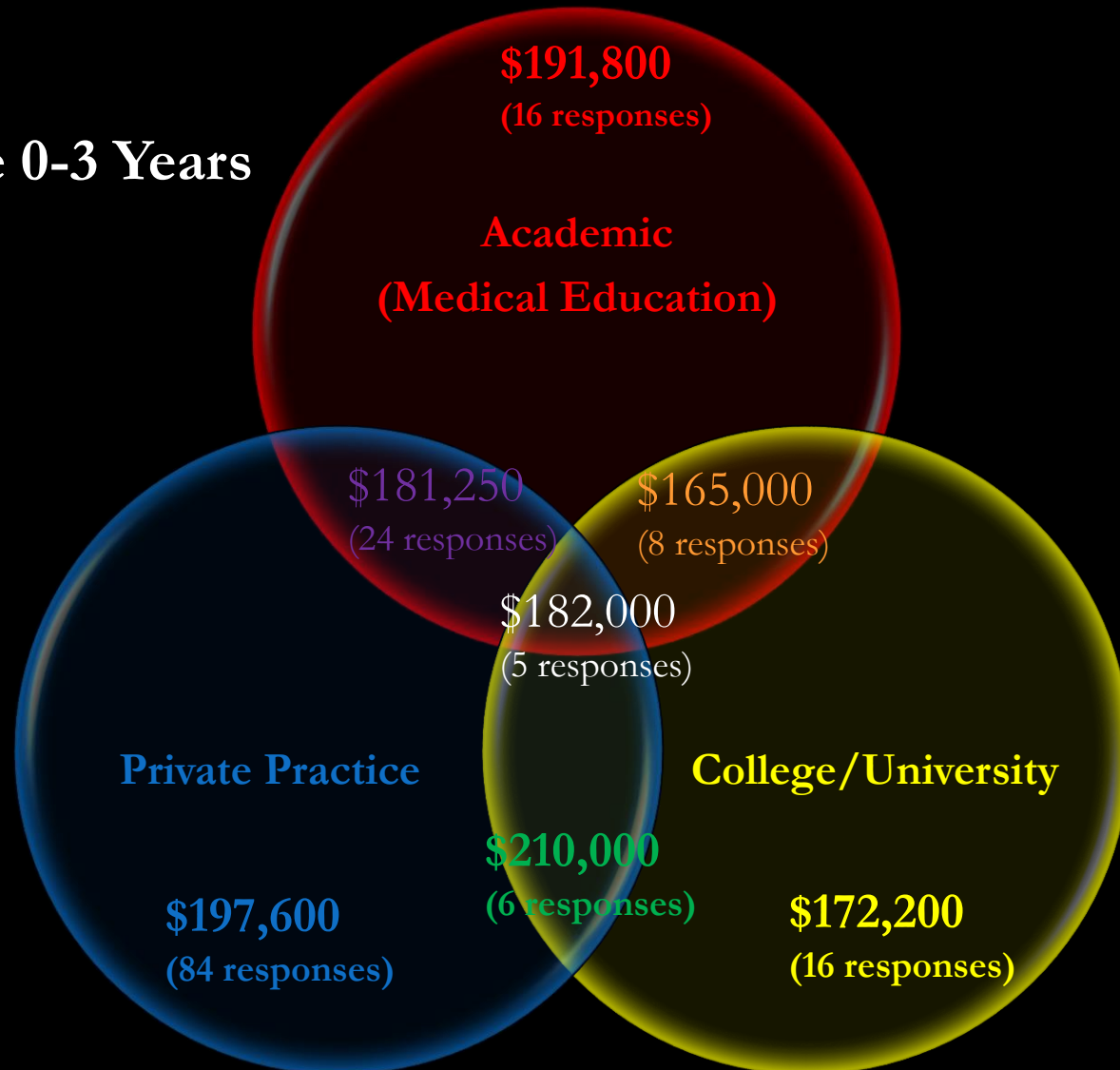
What is your clinical practice setting?

Physicians in practice 0-3 years (n=165)



Salary: Private Practice vs Academic vs College/University

In Practice 0-3 Years



How are you paid?

- Physicians less than two years into practice (n=90):
 - Salary: 93%
 - 59% of these physicians are only on Salary
 - Incentive: 40%
 - 6 physicians reported being paid by Incentive only
 - Contract/Hourly: 1%
 - Last year was 7%
 - By Academic Rank: 4%
 - Other Fee for Service: 2%
 - Grant Support: 2%
 - Professional Team Retainer: 0%

If you are paid by salary, how are you paid?

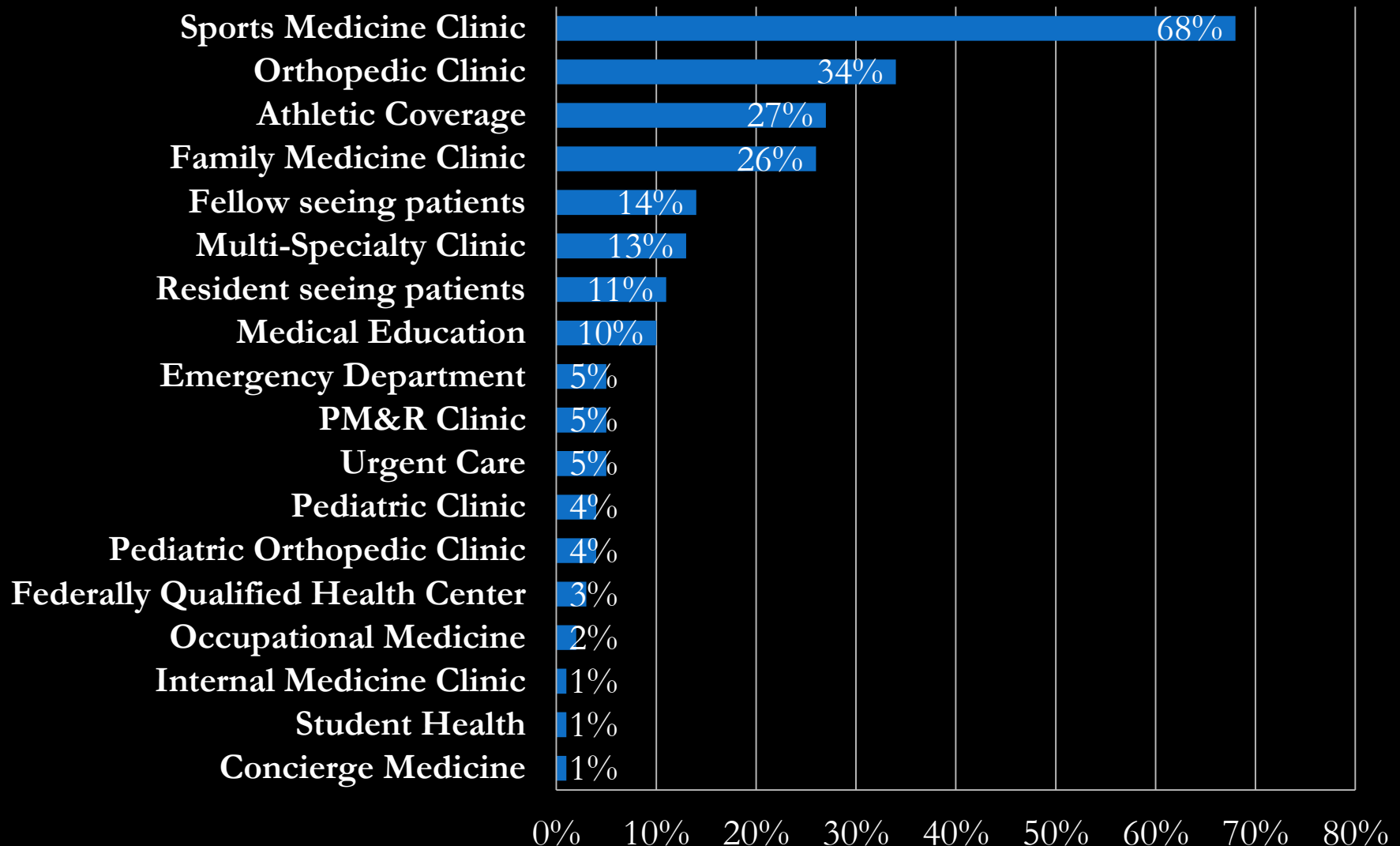
- Physicians less than two years into practice(n=80):
 - Clinical—Outpatient care: 99%
 - Clinical –Sideline event coverage: 26%
 - Administrative Activities: 23%
 - Teaching Activities: 21%
 - Clinical—Pre-participation exams: 19%
 - Clinical—Training room: 14%
 - Clinical—Inpatient care: 14%
 - Academic writing and research activities: 9%



If you are paid by incentive, how are you paid?

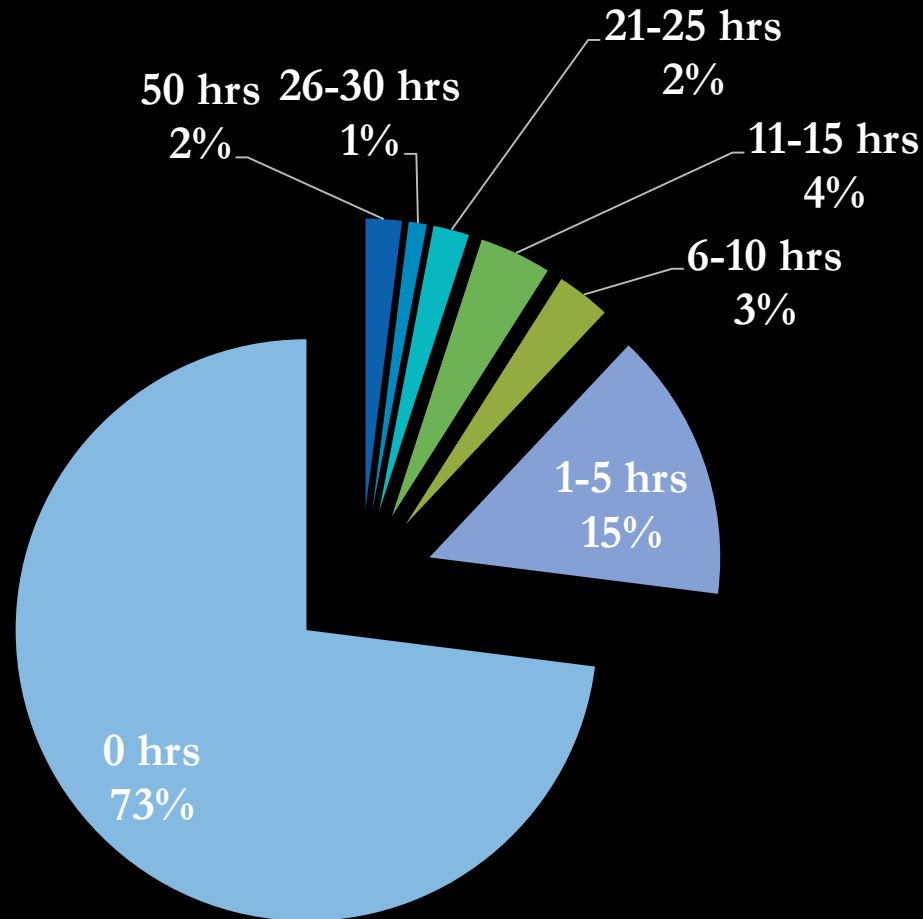
- **Physicians less than two years into practice(n=44):**
 - Clinical productivity with overhead deduction: 61%
 - Clinical productivity without overhead deduction: 36%
 - Academic production: 5%
 - Work outside of billed patient care: 5%
 - Group production bonus: 5%
 - Production incentive based on supervision: 0%

What is your specific clinical practice setting type?



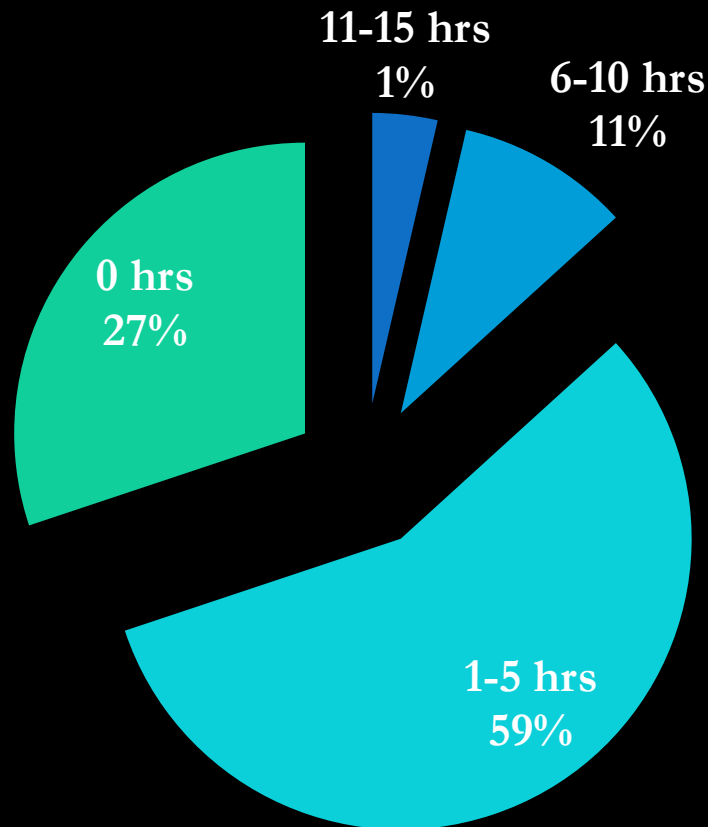
How many hours per week in these activities?

On-Call
(92 responses)



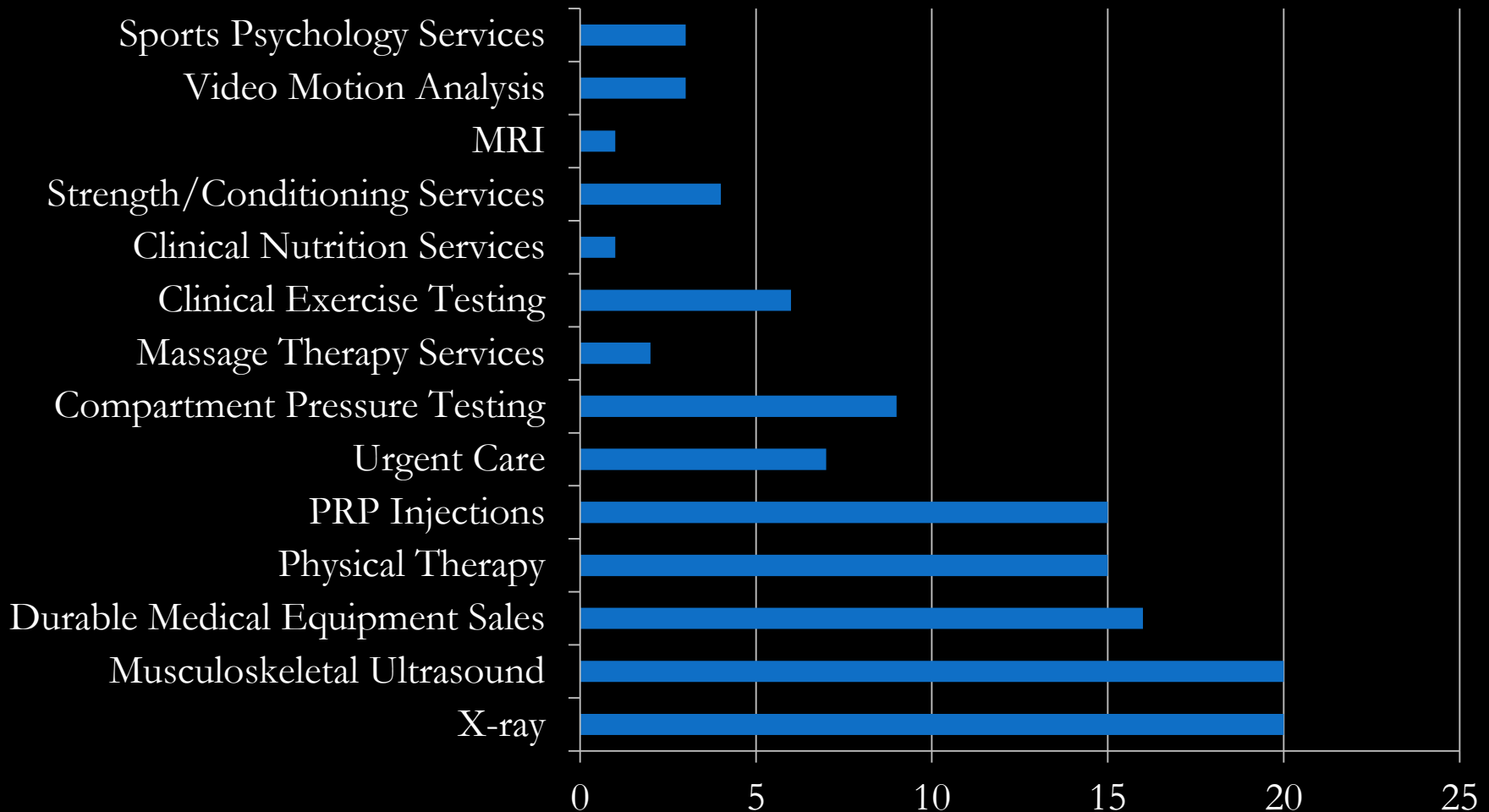
How many hours per week in these activities?

**Event Coverage
(92 responses)**



Owning Private Practice: Ancillary Services

In practice less than 2 years (29 Responses)



Contracts

- Utilize 3rd Party for reviewing contract? (n=88)
 - Yes: 16%
 - 30-50% in prior years
 - No: 81%
 - Not sure: 3%

RVU Data

- **Physicians in practice 0-3 years:**
 - Average RVUs/year (n=56): 4,660 RVU/year
 - Range of RVUs/year (n=56): 1,250 - 9750 RVU/year
 - Average \$/RVU (n=53): \$50.3/RVU
 - Range of \$/RVU (n=53): \$13.6/RVU - \$140/RVU
 - 25th %ile for \$/RVU: \$36.8/RVU
 - 50th %ile for \$/RVU: \$45.3/RVU
 - 75th %ile for \$/RVU: \$60.0/RVU

RVU Data

- **Physicians in practice 4-5 years:**
 - Average (n=25): 4870 RVU
 - Range (n=25): 1250 to 9750 RVU
 - \$/RVU Average (n=21): \$48.4/RVU
 - Range \$/RVU (n=21): \$17/RVU to \$132/RVU

Questions?

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