

Results from *PM's* 37th Annual Survey

BY BARRY H. BLOCK, DPM, JD

In this issue, we are proud to publish the results of our 37th Annual Practice Management Survey. We thank the nearly one thousand podiatrists who took the time to complete this comprehensive survey. The results are valuable to both you personally as well as to the profession.

Data from this year's survey was mostly positive with only a few surprises. The most positive news is that the median net income for solo doctors jumped 11 percent year-to-year—rising from \$118,750 to \$131,250. However, this figure is still well below the \$142,500 net income for group/partnership DPMs, which surprisingly dropped about 2 percent. The median gross income for solo DPMs rose only 4 percent, while it dropped 3 percent for partnership/group DPMs. The relationship between net and gross indicates that those surveyed have worked more efficiently and/or cut costs.

Another positive note was that women continue to close the income gap, with their net incomes rising 7 percent overall vs. 5 percent for male colleagues. Women now account for nearly 27% of survey respondents, a number that will continue to rise in future years. Not surprisingly, DPMs with board certification or who were members of the APMA reported higher-than-average net incomes.

Higher percentages of doctors participated in all three managed care types (HMO, PPO, IPA) compared to our previous report. The percentage of respondents' patients in managed care organizations grew from 26 percent to 28 percent in our latest survey, while the income derived from those patients rose from 23 percent to 24 percent.

Respectfully Submitted,

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