

Dedicated to Practice Growth
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Results of *PM's* 38th Annual Practice Management Survey

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Podiary Management is proud to present the results of our 38th annual Practice Management Survey (page 55). It's important to note that this survey represents practice management income and expenses for 2019 and thus is **not** indicative of the COVID-19-plagued 2020. This survey was completed by 1,042 responses, a 16 percent increase over our previous survey. Here are some key findings:



1) The percentage of doctors working in solo practices rose from 39 percent last year to 43 percent in our most recent report.

2) Doctors saw an average of 82.7 patients per week, down slightly from 87.1 percent in our previous report.

3) The median net income for solo doctors fell 13 percent year-to-year, dropping from \$131,250 to \$114,750. Median net income for group/partnership DPMs dropped only 1 percent, from \$142,500 to \$141,250.

4) The income gap increased, with women's median net income dropping 5 percent for all practice types vs. only a 2 percent drop in median income for male respondents.

5) For the first time, we asked about pre-COVID use of telemedicine and found that 37 percent used it in some form (telephone, video, or combination) in 2019. This becomes a good baseline for next year's survey, which will cover 2020 data.

6) Higher percentages of doctors participated in two out of three managed care types (HMO and PPO) compared to our previous report. The income derived from managed care patients dropped from 24 percent in our previous survey to 22 percent in our most recent one.

We encourage you to review the entire survey and compare how your practice fares against the many benchmarks presented.

Respectfully Submitted,

Barry H. Block D.P.M.

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