



**AMERICAN ACADEMY OF
OTOLARYNGOLOGY–
HEAD AND NECK SURGERY**

***12th Socioeconomic Survey
2011***

Background

- 7,222 emails were sent out to a random list of U.S. members
- Second and third reminder emails were sent to non-respondents
- 1,364 completed surveys were returned for a response rate of 23.2%
- Excluded from this study were respondents who had not practiced clinically in the past 12 months.

Respondent Profile

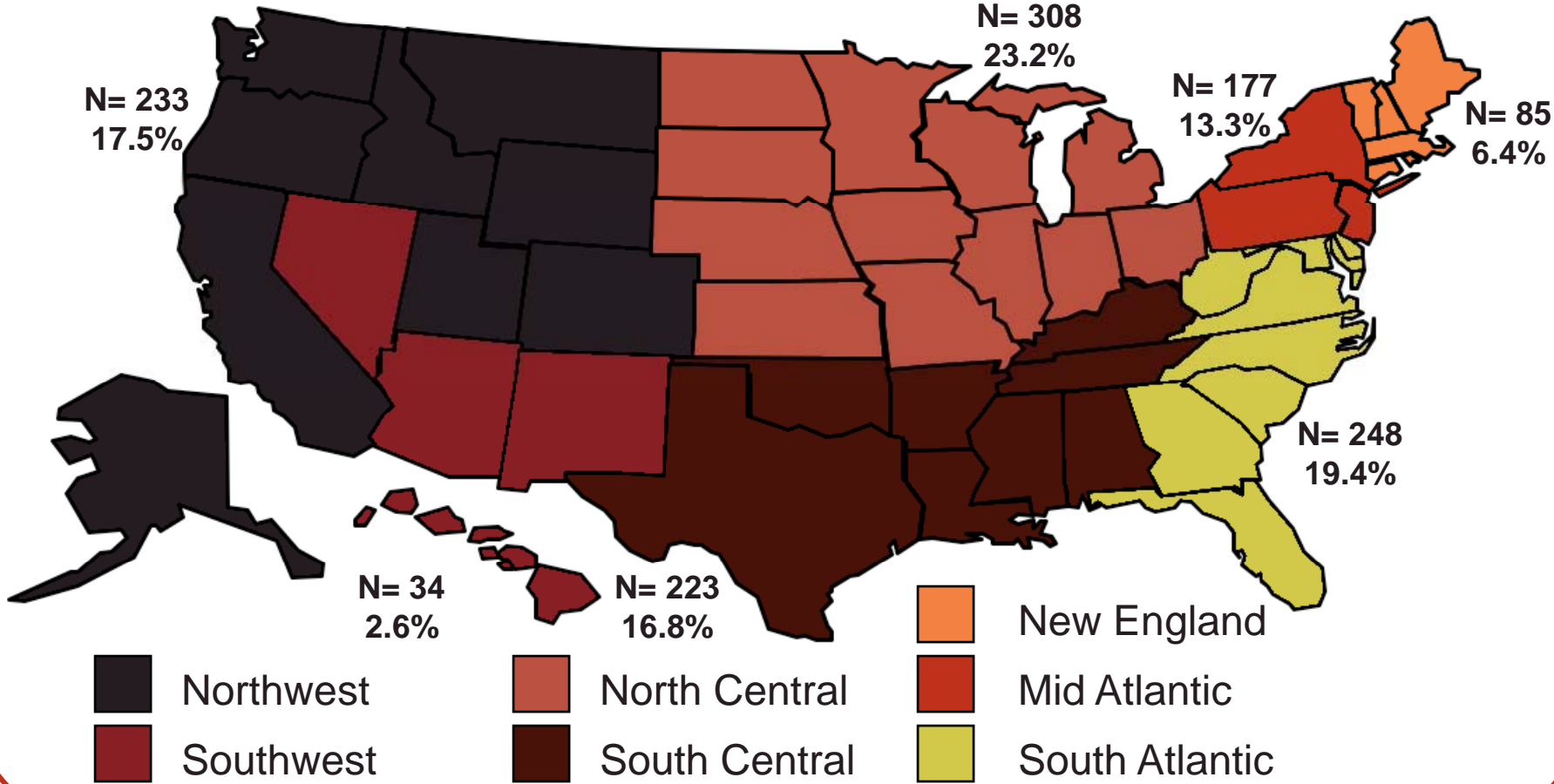
Median age: 48 years

Median years in practice: 15 years

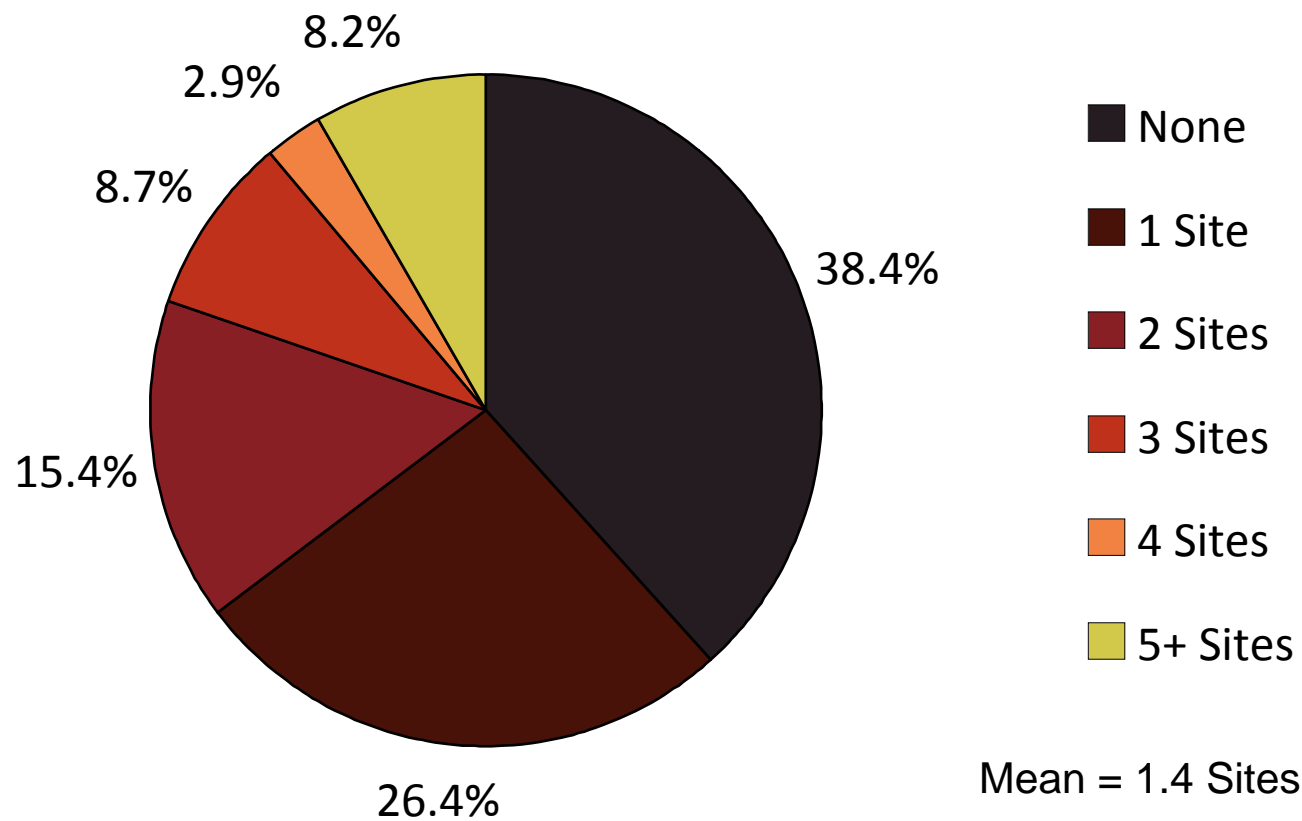
Gender: 88% male, 12% female

Planned retirement age: 65 years

Respondent Distribution

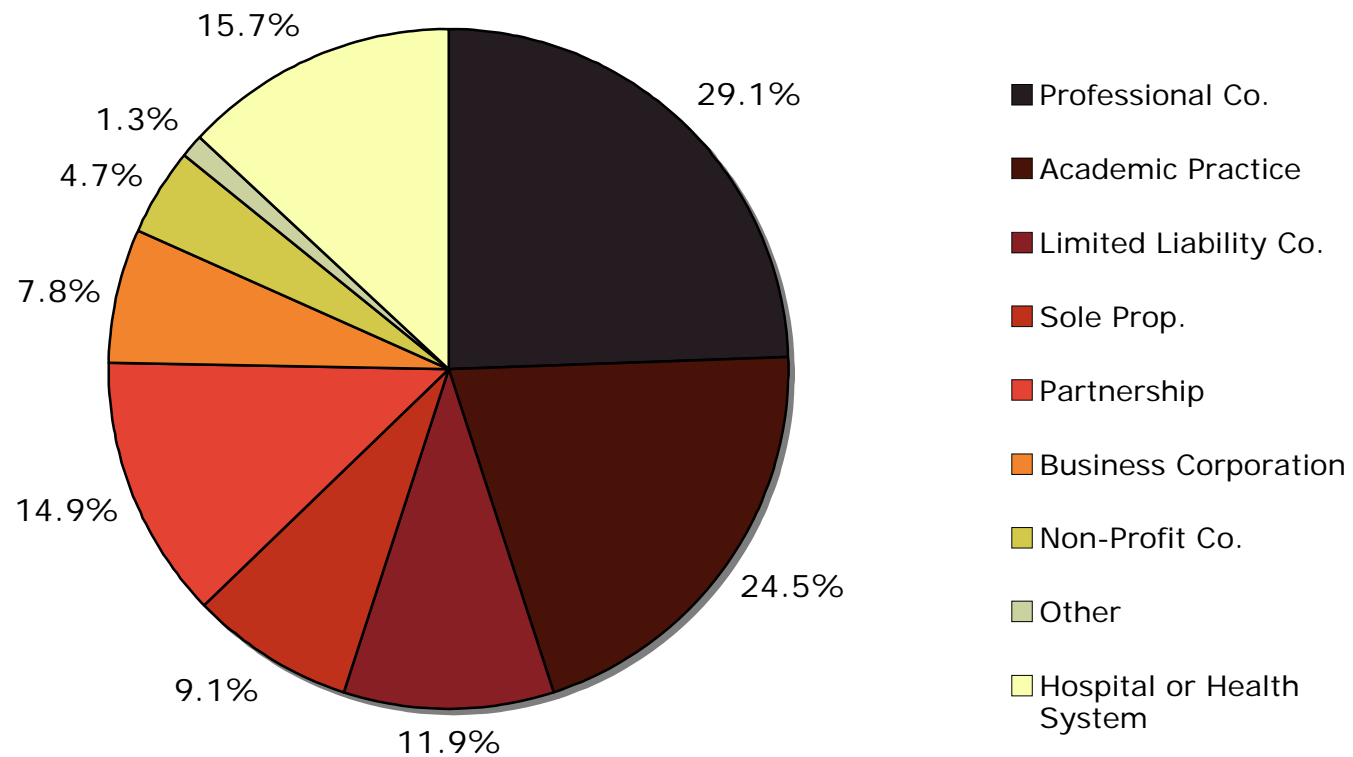


Number of Branch/Satellite Offices Covered by Practice, Not Including Primary Practice Location



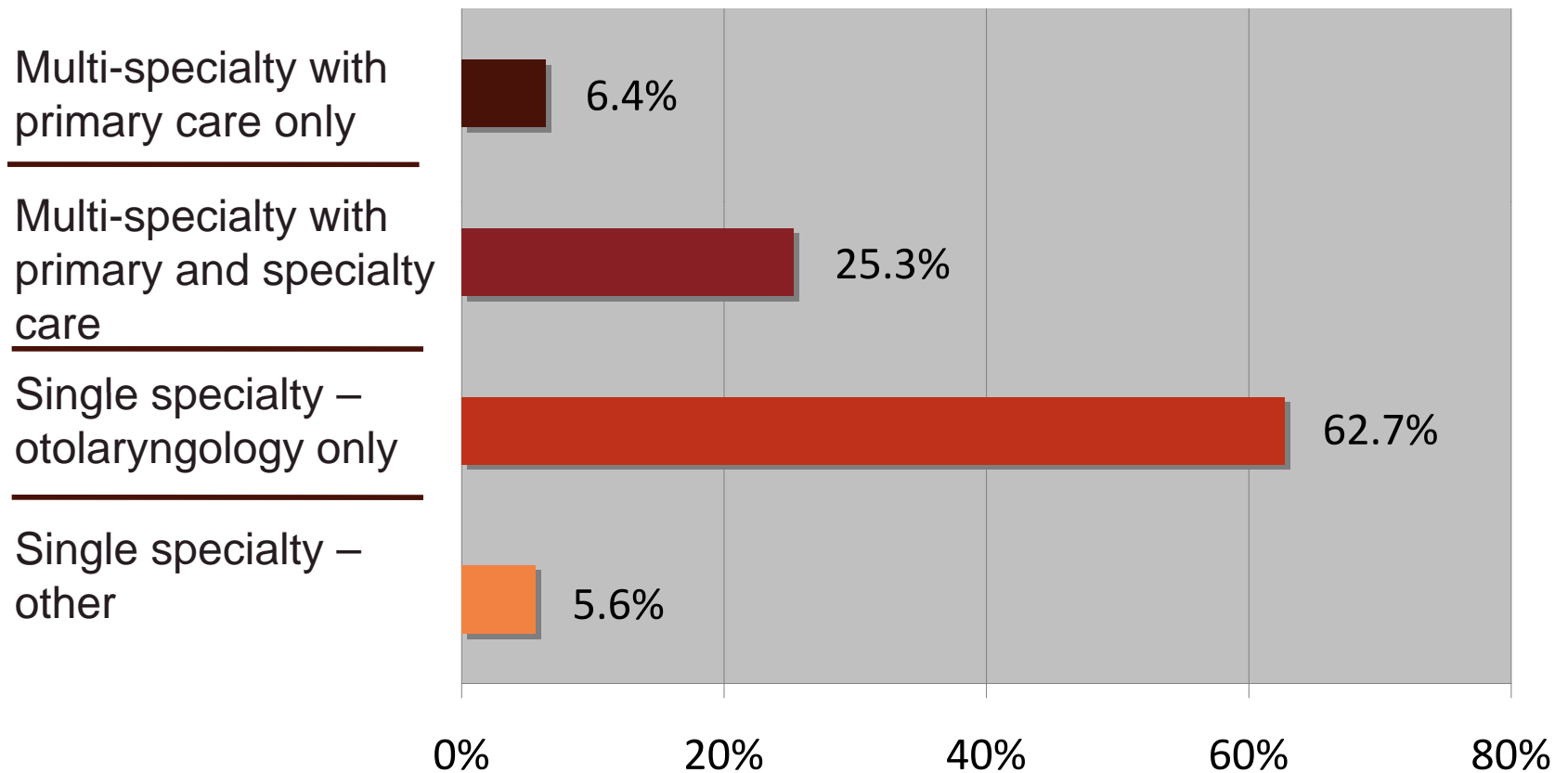
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Legal Organization of Principal Practice



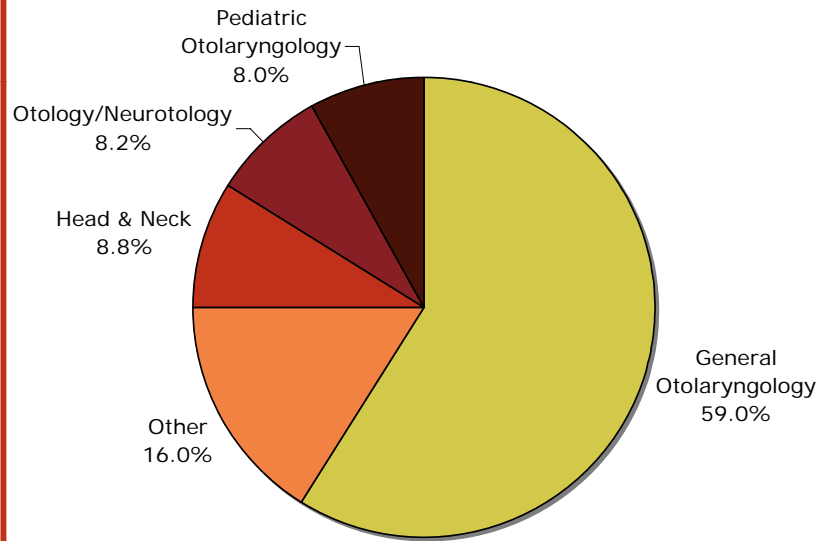
Adds to more than 100% due to multiple responses.

Type of Practices

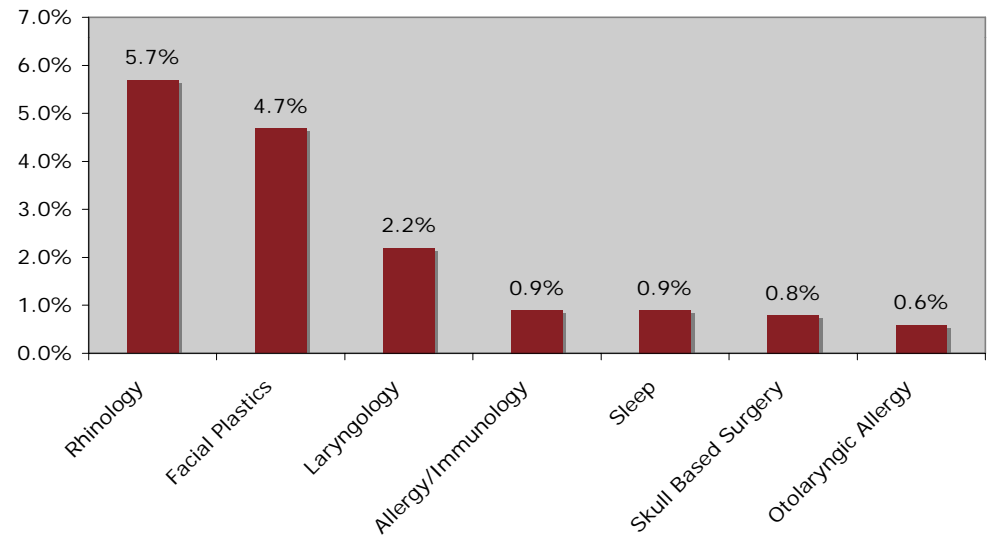


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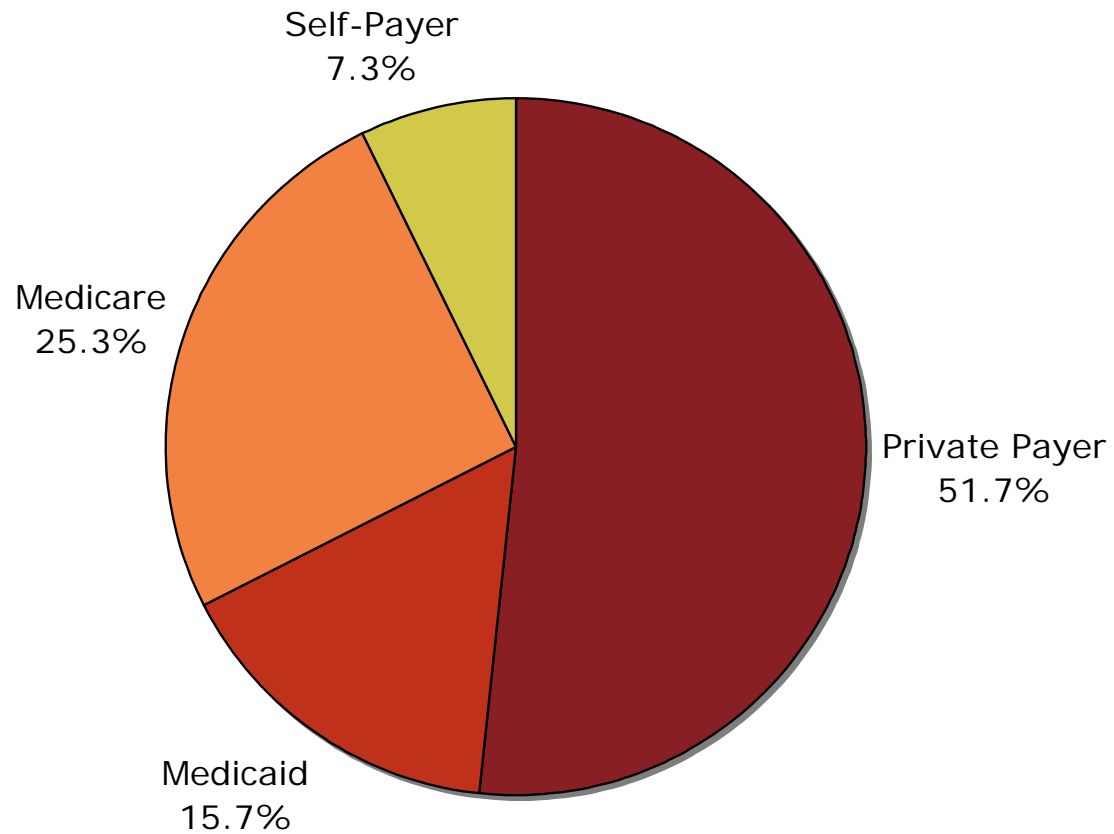
Primary Area of Specialization



Distribution of "Other"

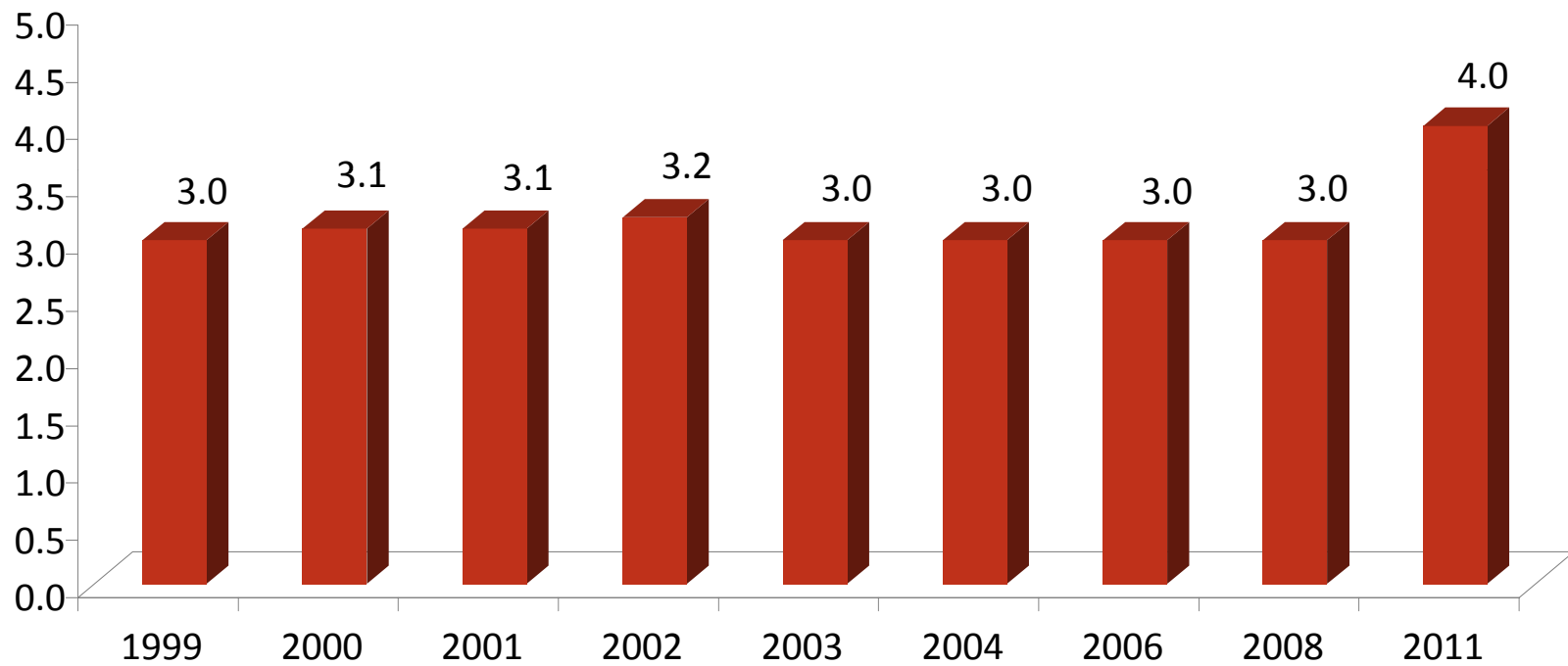


What percentage of your patients are...



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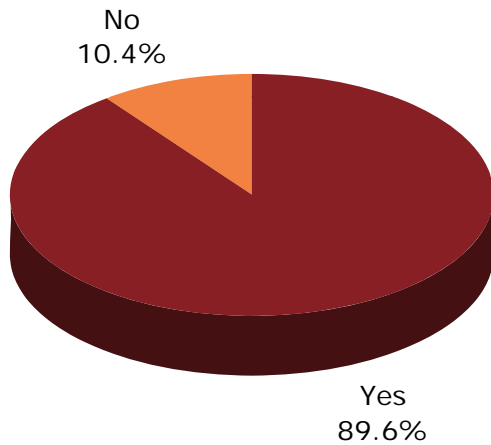
Number of Physicians in Office



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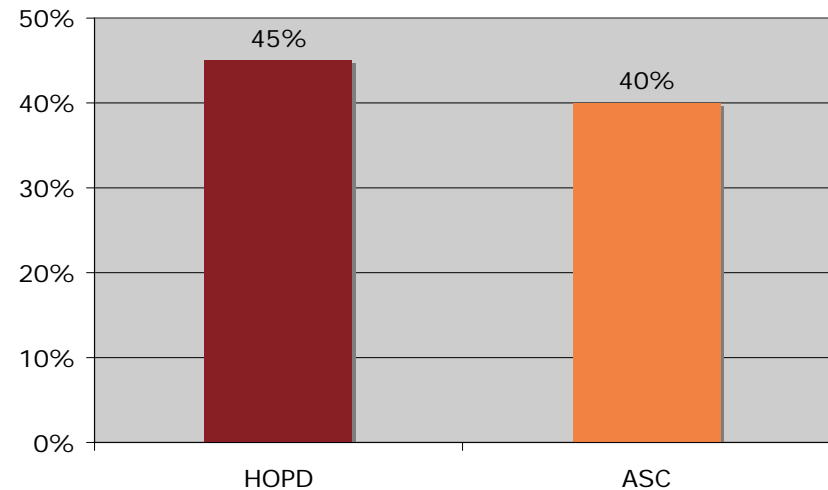
Provide Services in Out-Patient Department (HOPD) and/or Ambulatory Surgical Center (ASC)

Percentage of Services in HOPD and ASC Settings Median

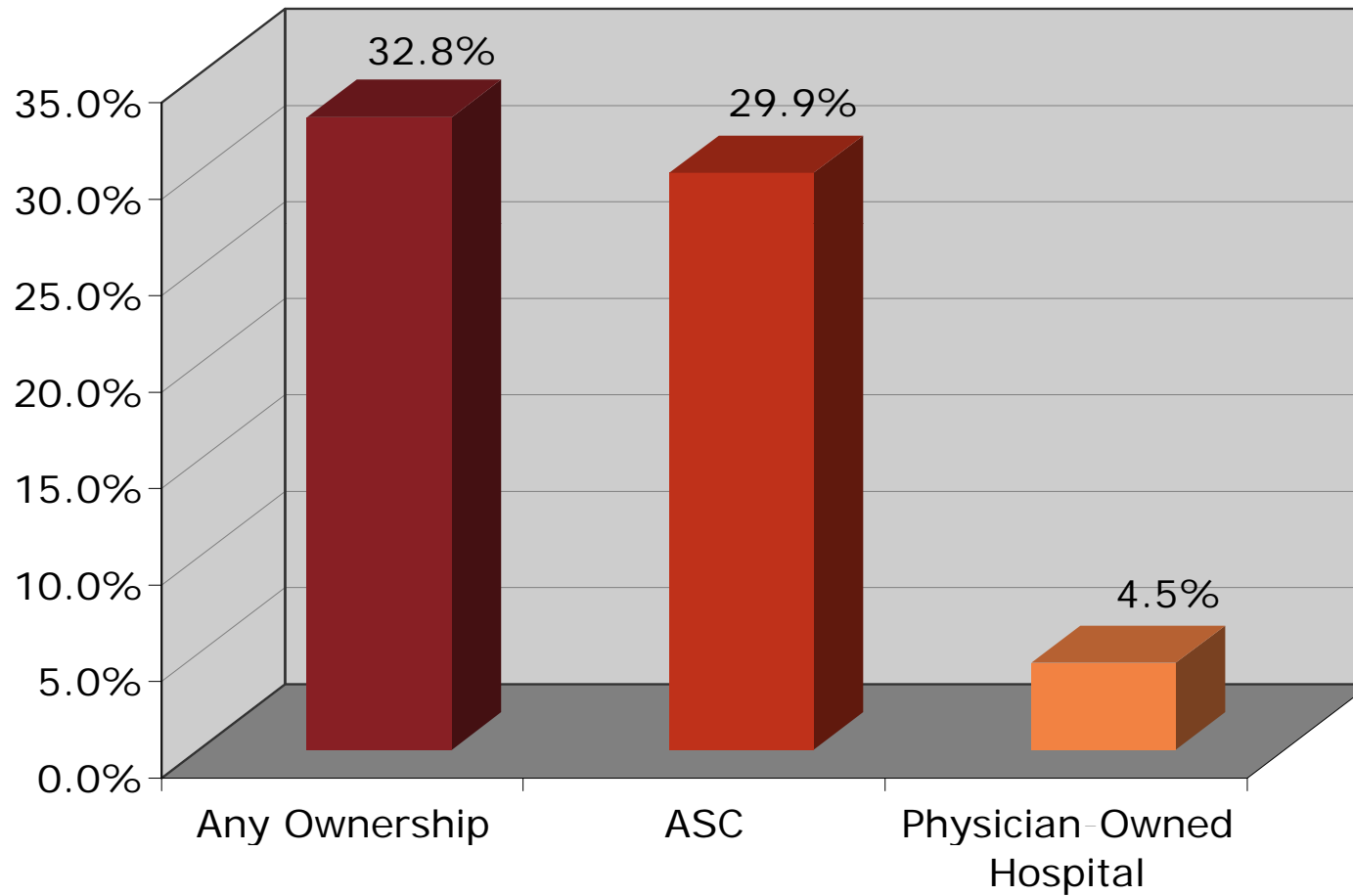


Yes, in HOPD: 66.6%

Yes, in ASC: 64.5%

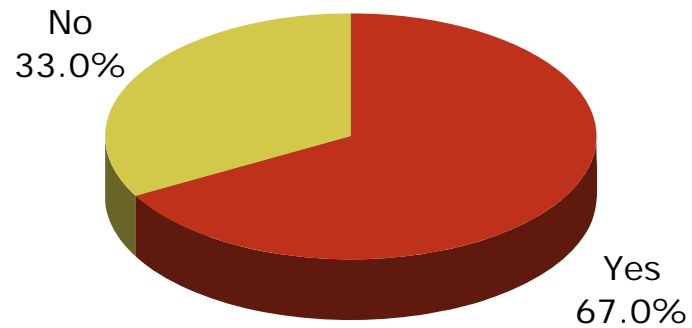


Have Ownership In...

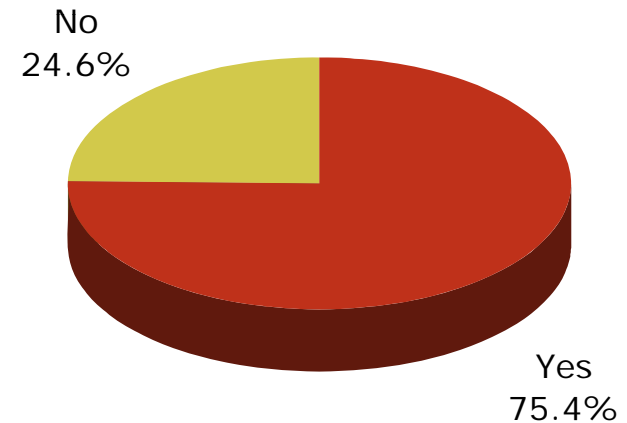


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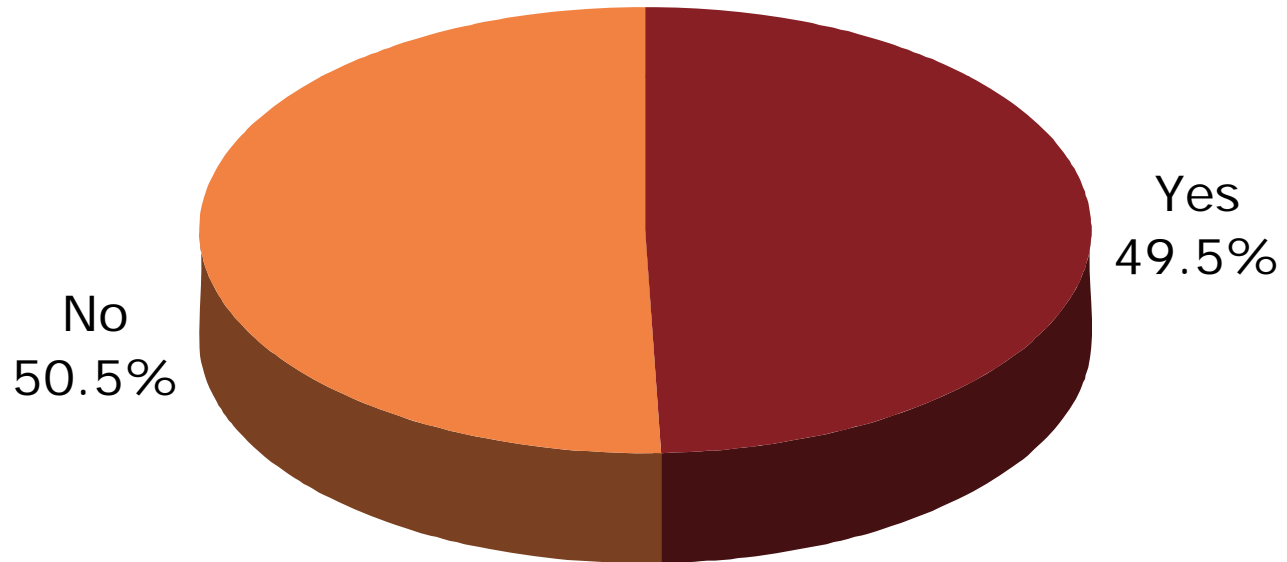
Practice Uses An Electronic Medical Record (EMR) System



Plan to Participate in the Medicare EHR Meaningful Use Incentive Program

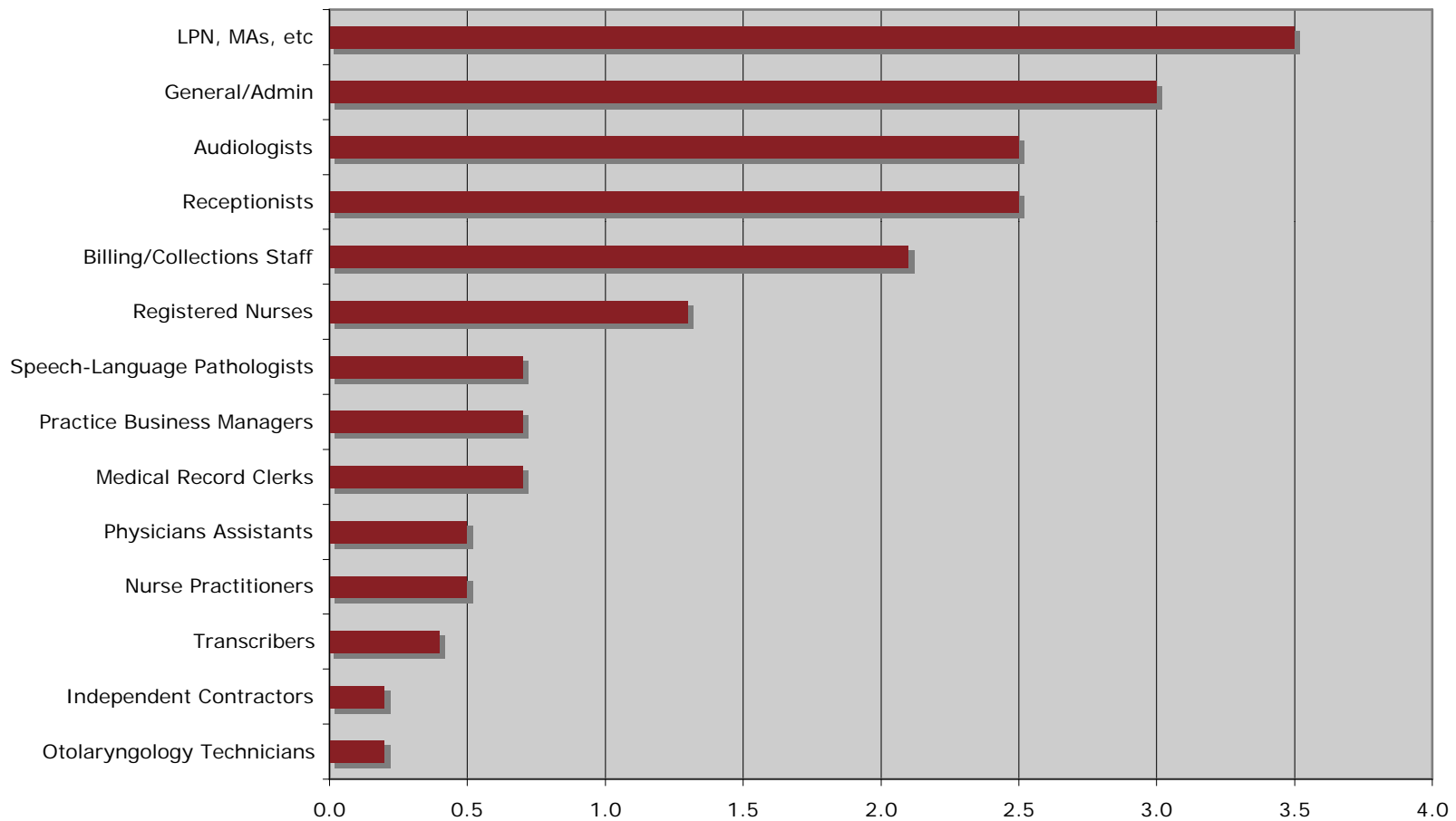


Report Quality Measures



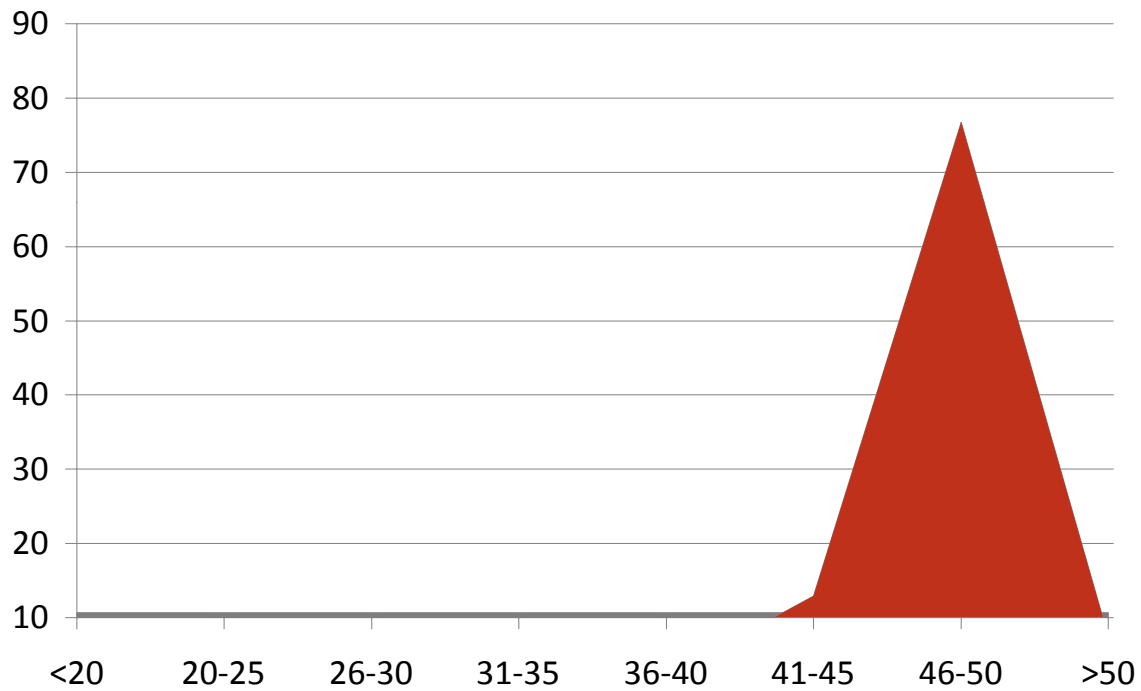
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Current Number of FTE Support Staff Employed by Primary Practice



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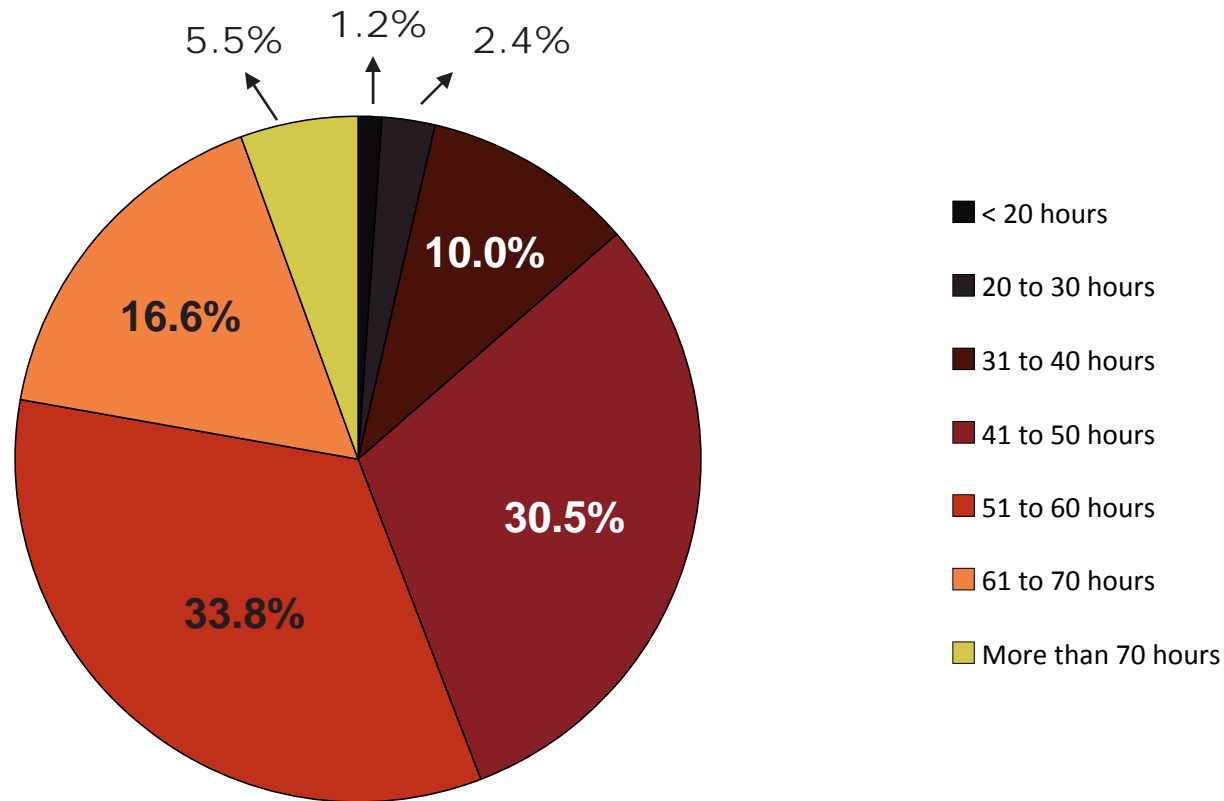
Total Weeks Worked Per Year



Median: 48.0 Weeks Per Year

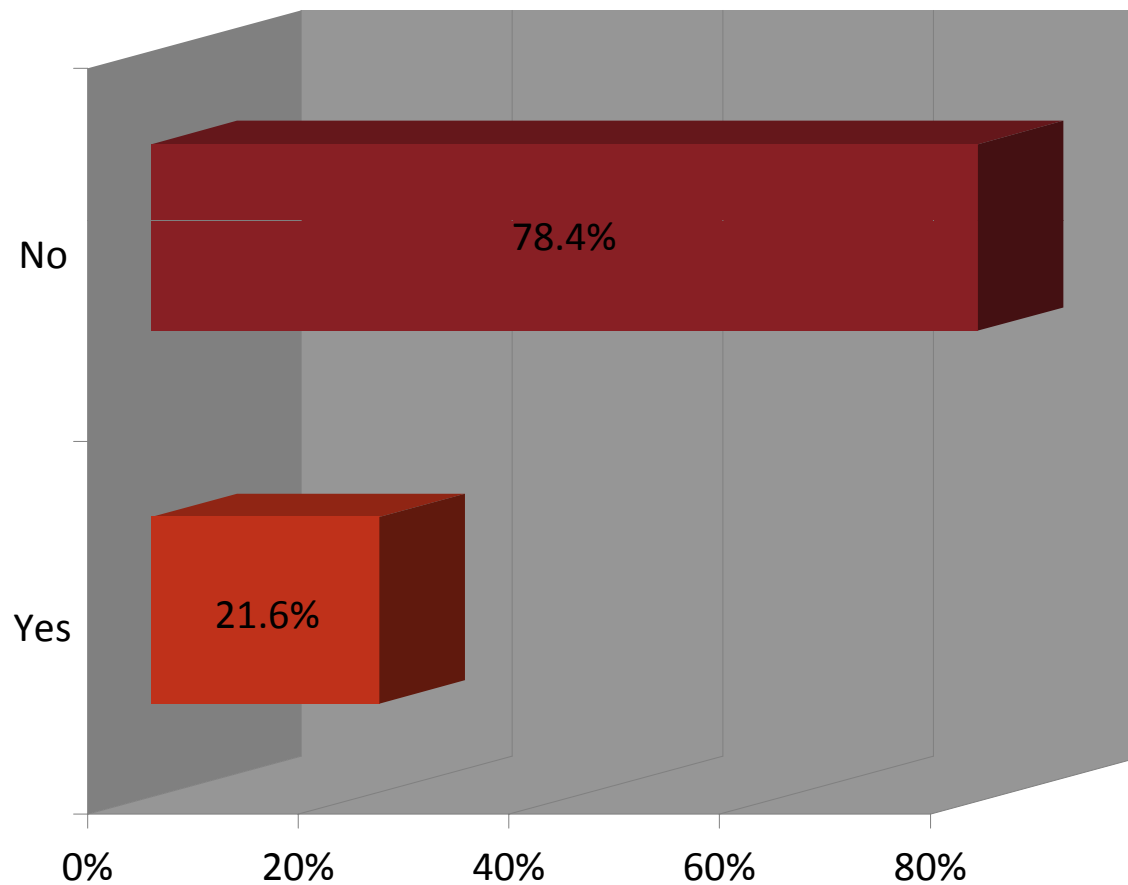
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Total Hours Worked per Week



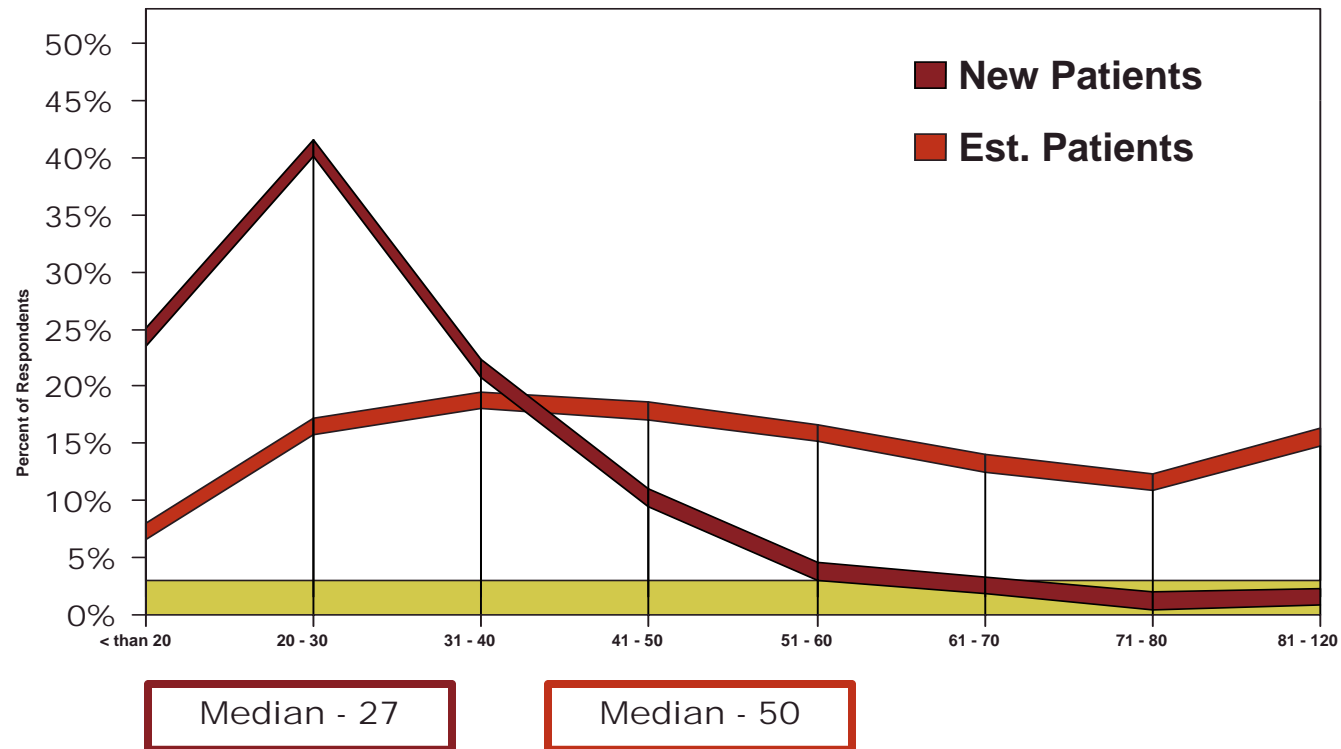
Average = 52.0 hours per week

Are you reimbursed by any local hospital for on-call services?



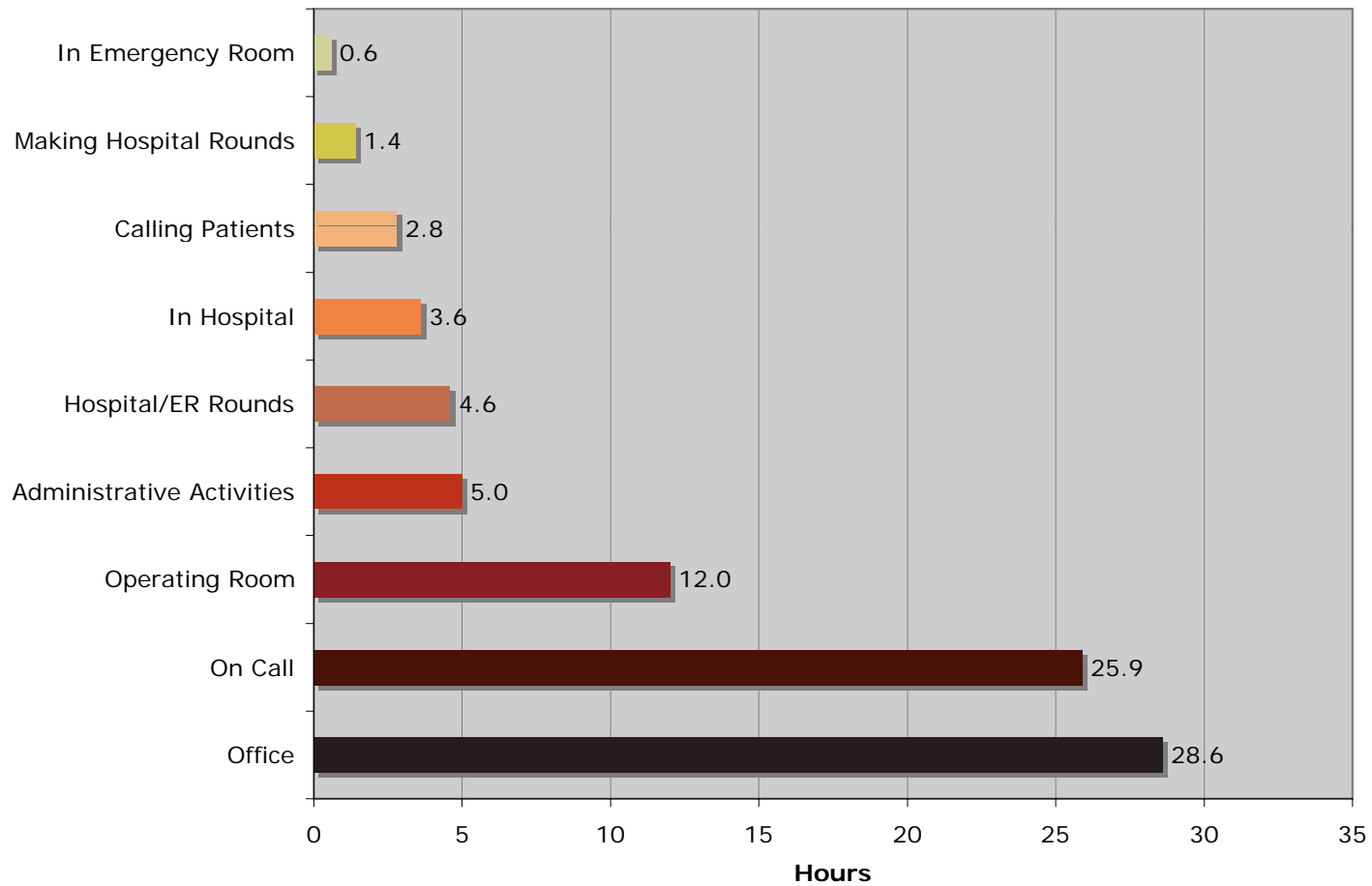
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New vs. Established Patients Per Typical Week



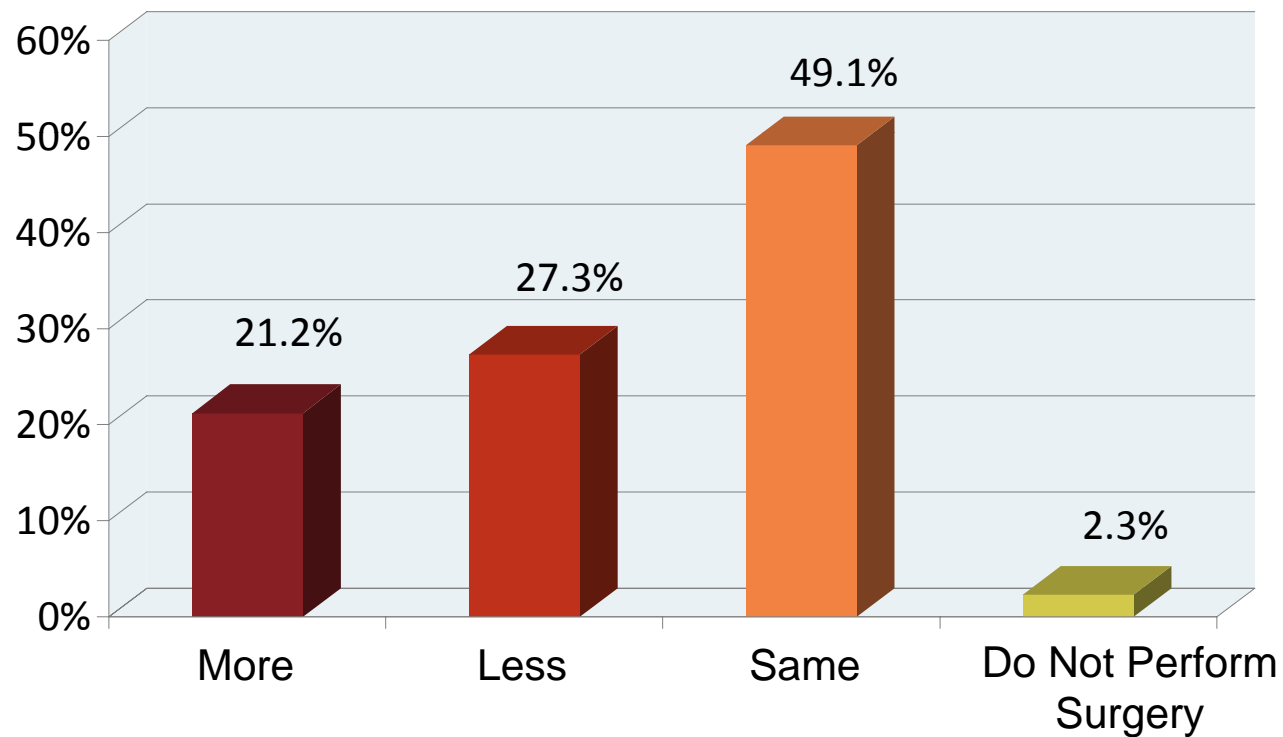
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How Hours Are Spent in Typical Week



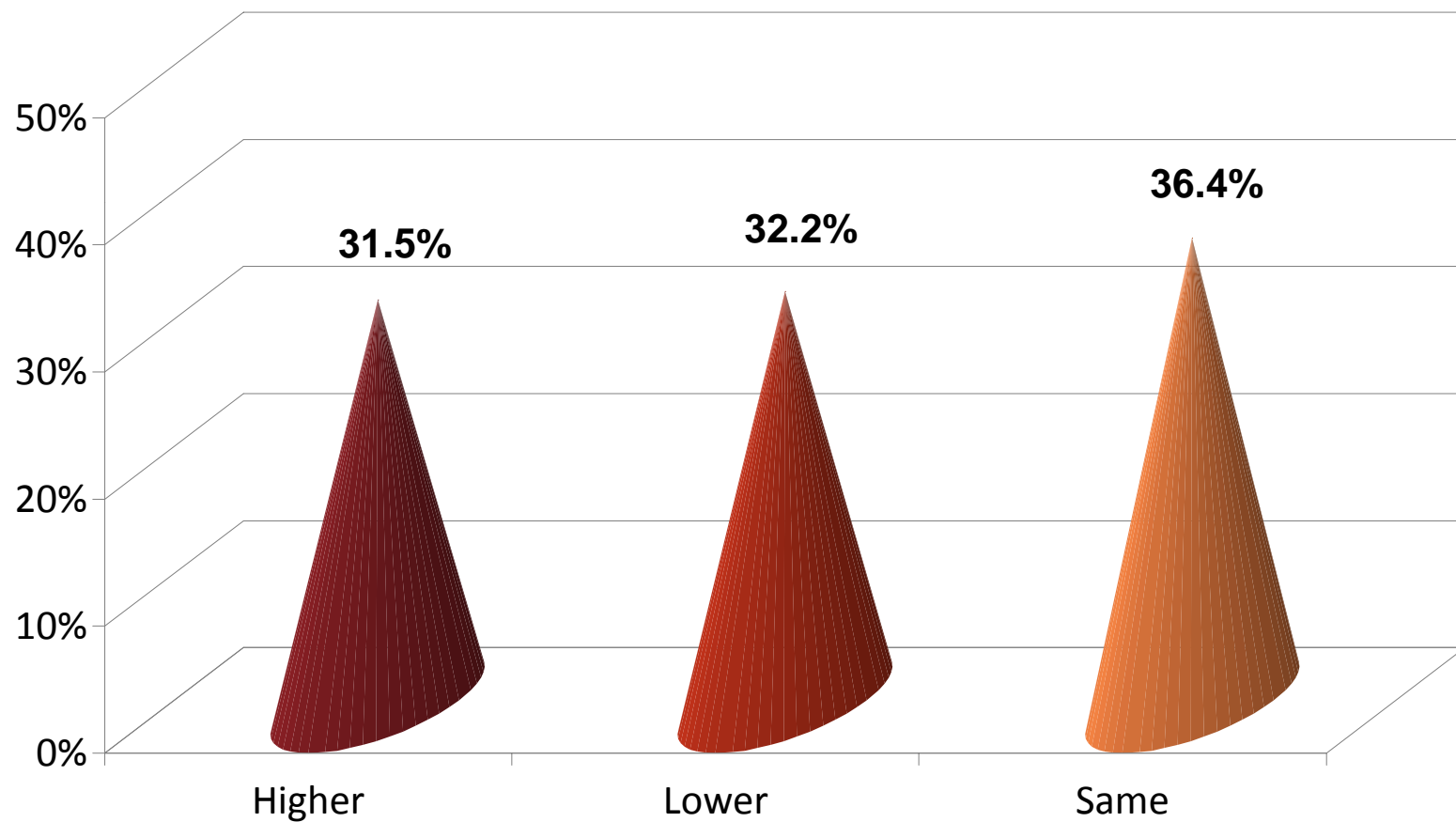
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How Number of Surgeries are Expected to Compare to Last Year

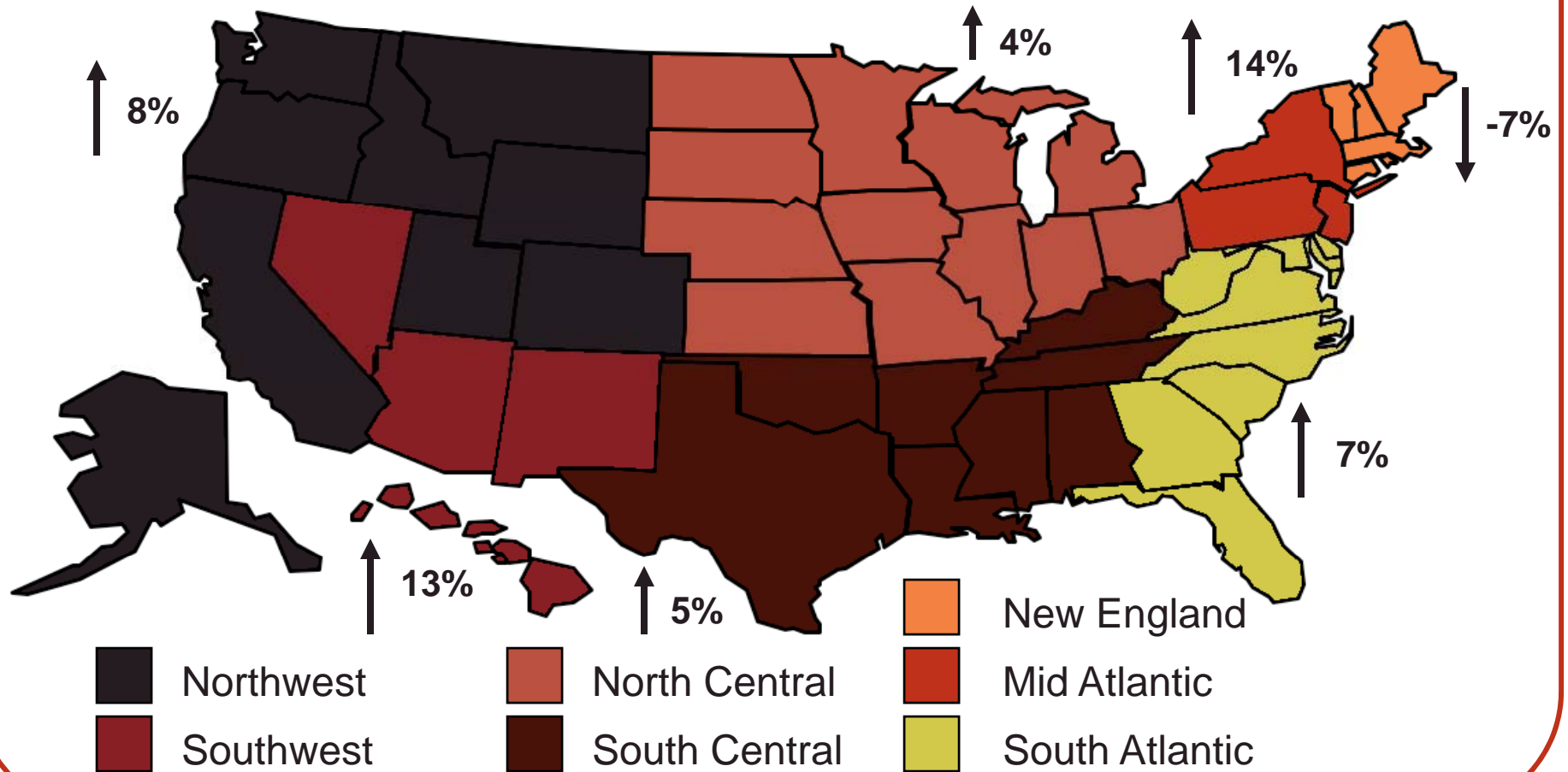


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2010 Personal Net Income Compared to 2009

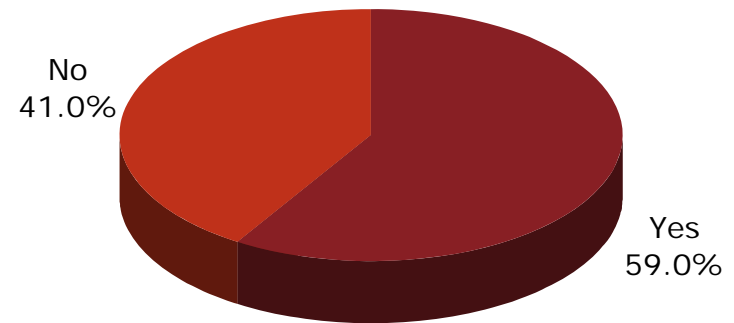
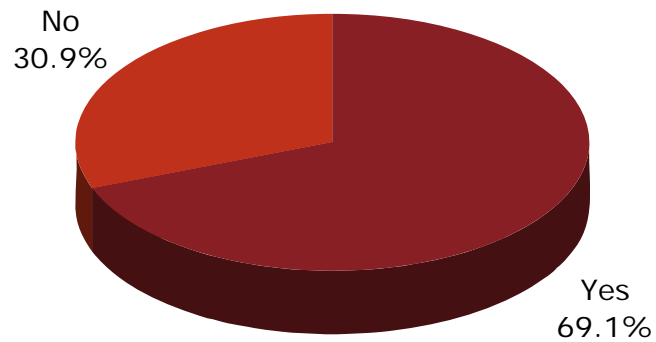


Change in Median Income By Region: 2008 vs. 2011



Use Payment Plans for Patient Balances

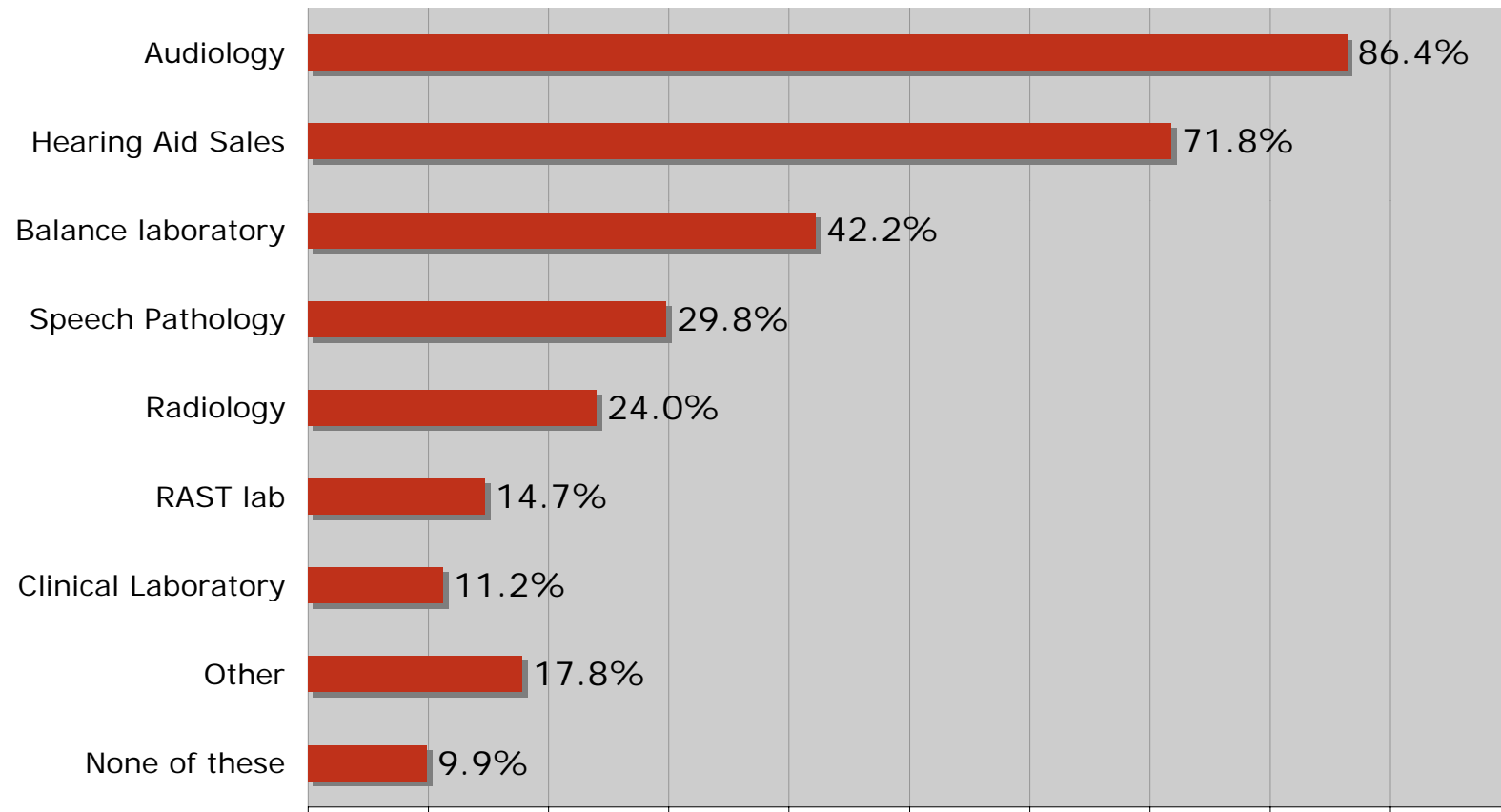
Use Payment or Credit Agency



Charge Interest: 20.6%

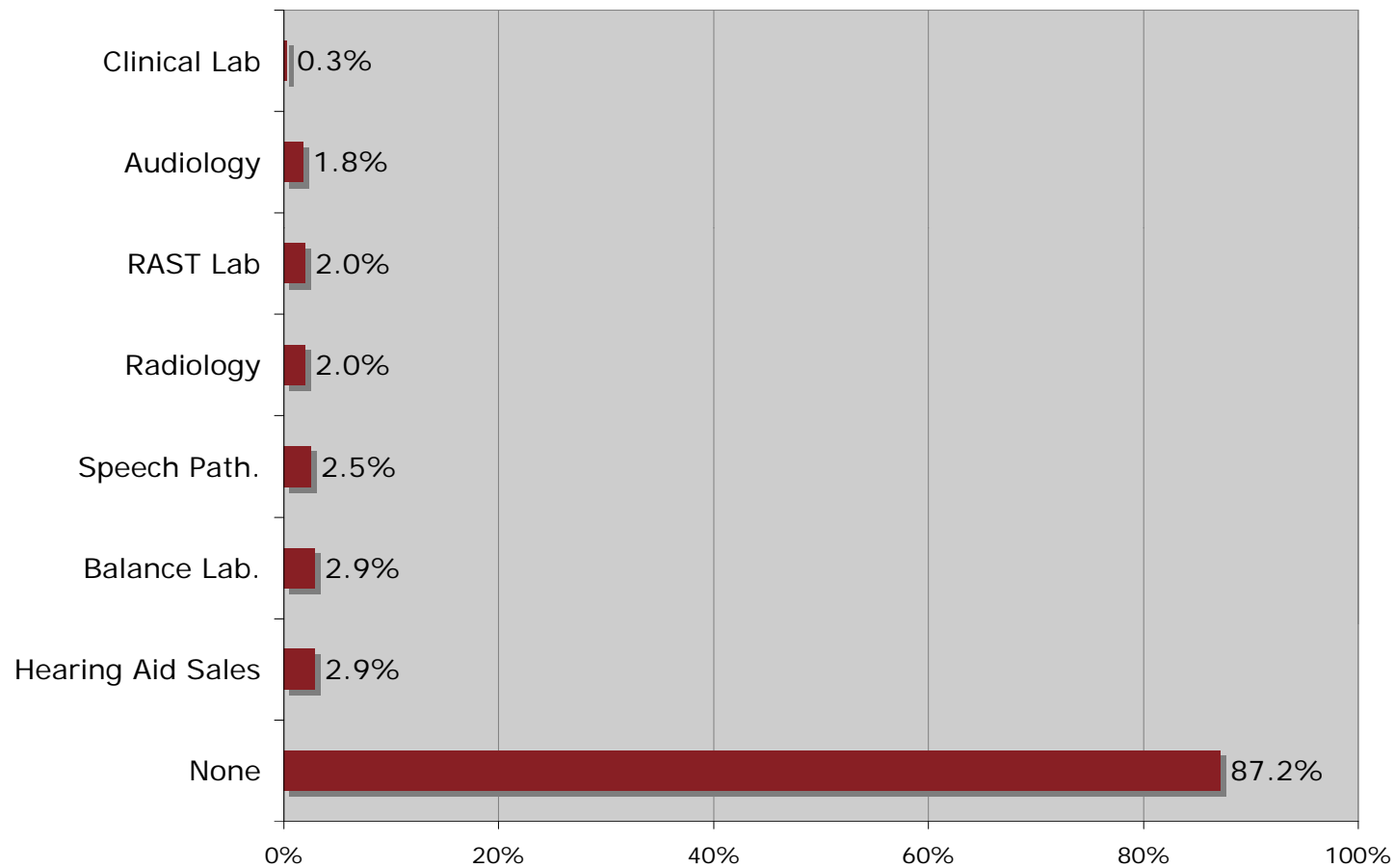
Average Interest Charged: 0.6%

Services Currently Provided in Your Practice



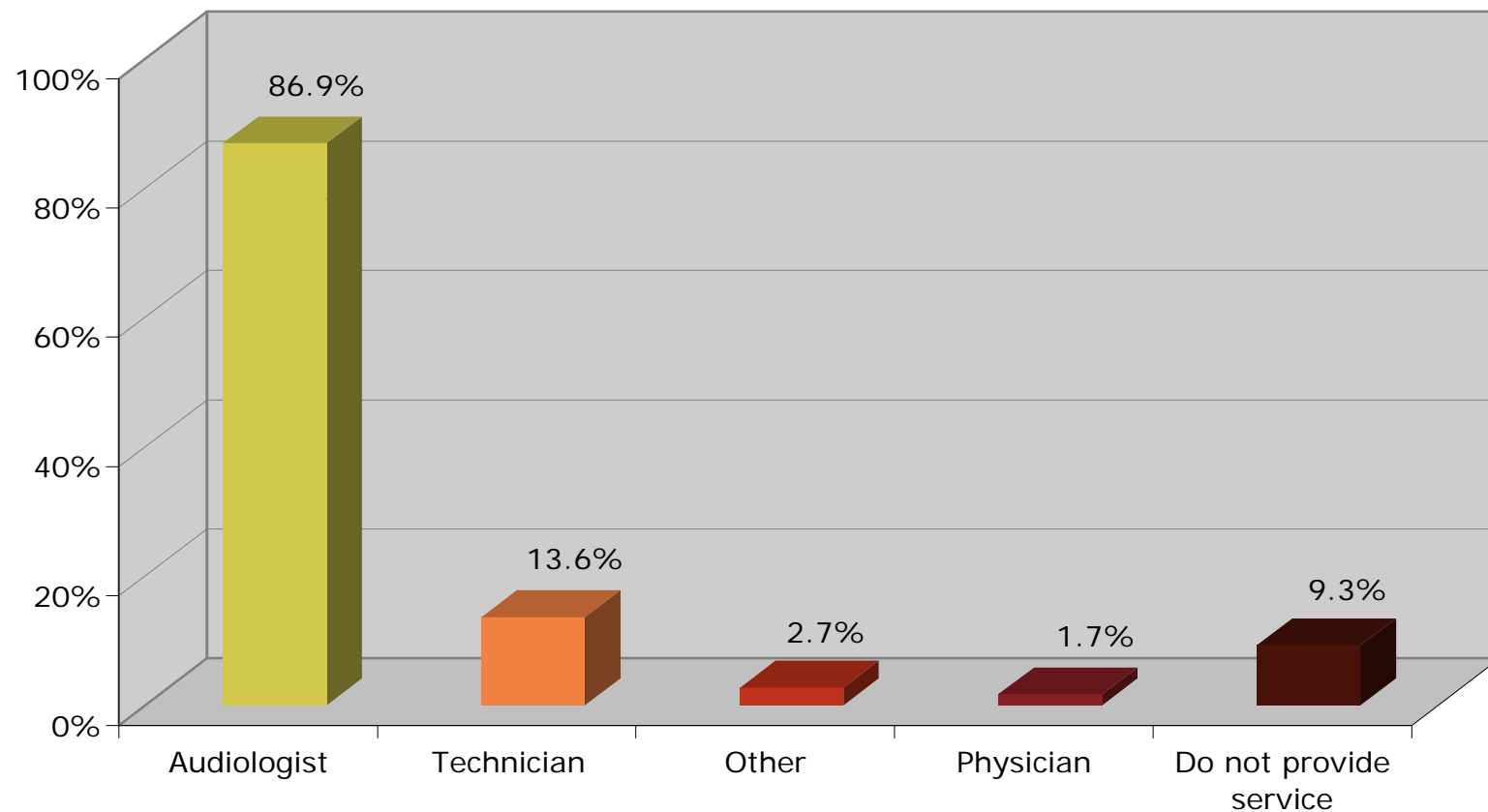
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Plan to Add Services to Practice Within Next 12 Months



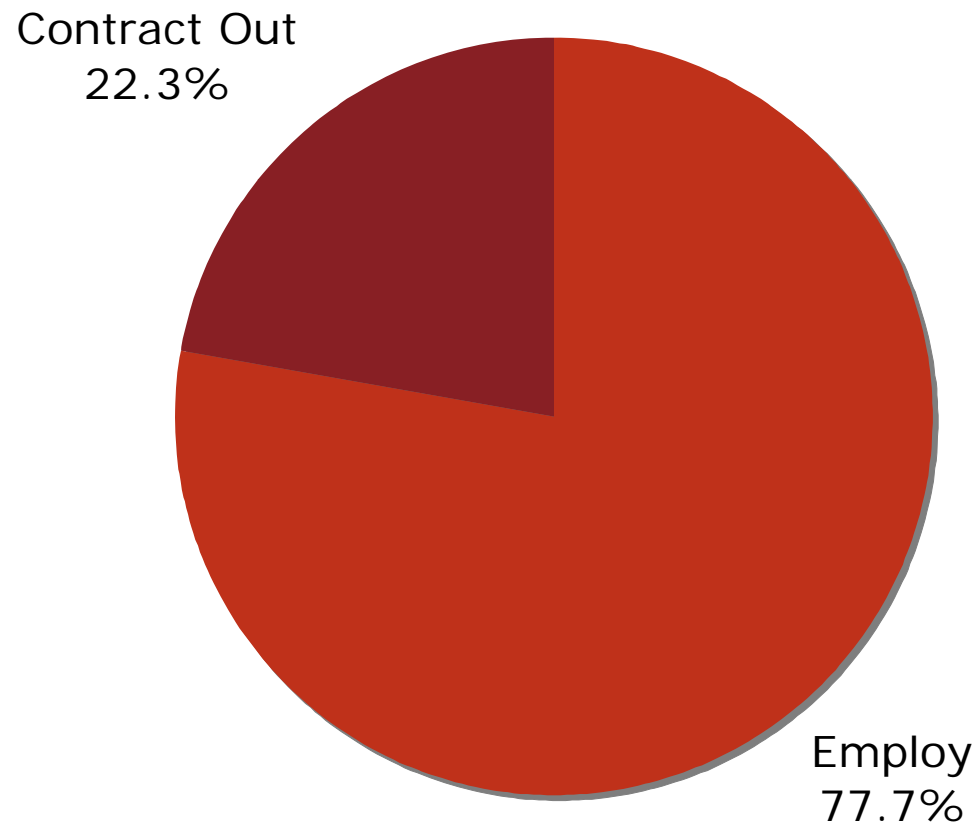
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Audiological Practitioner in Practice



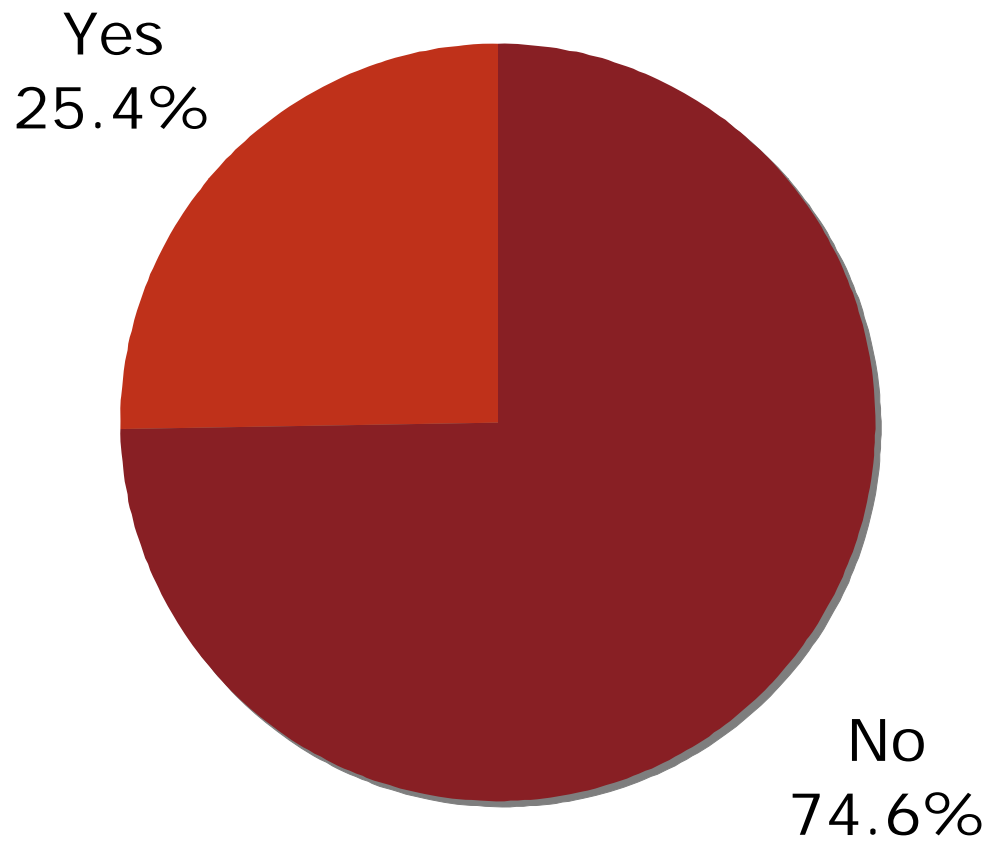
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Do you employ or contract out for audiology tests?



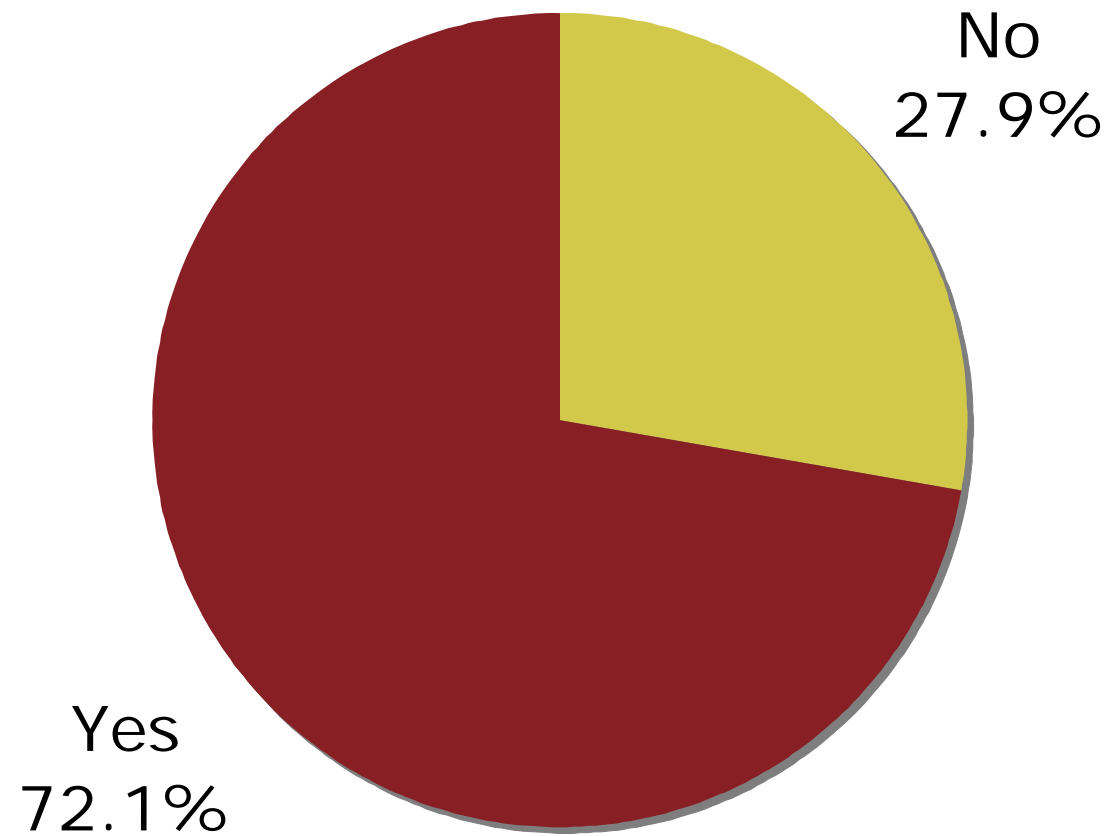
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Provide Imaging Services in Office



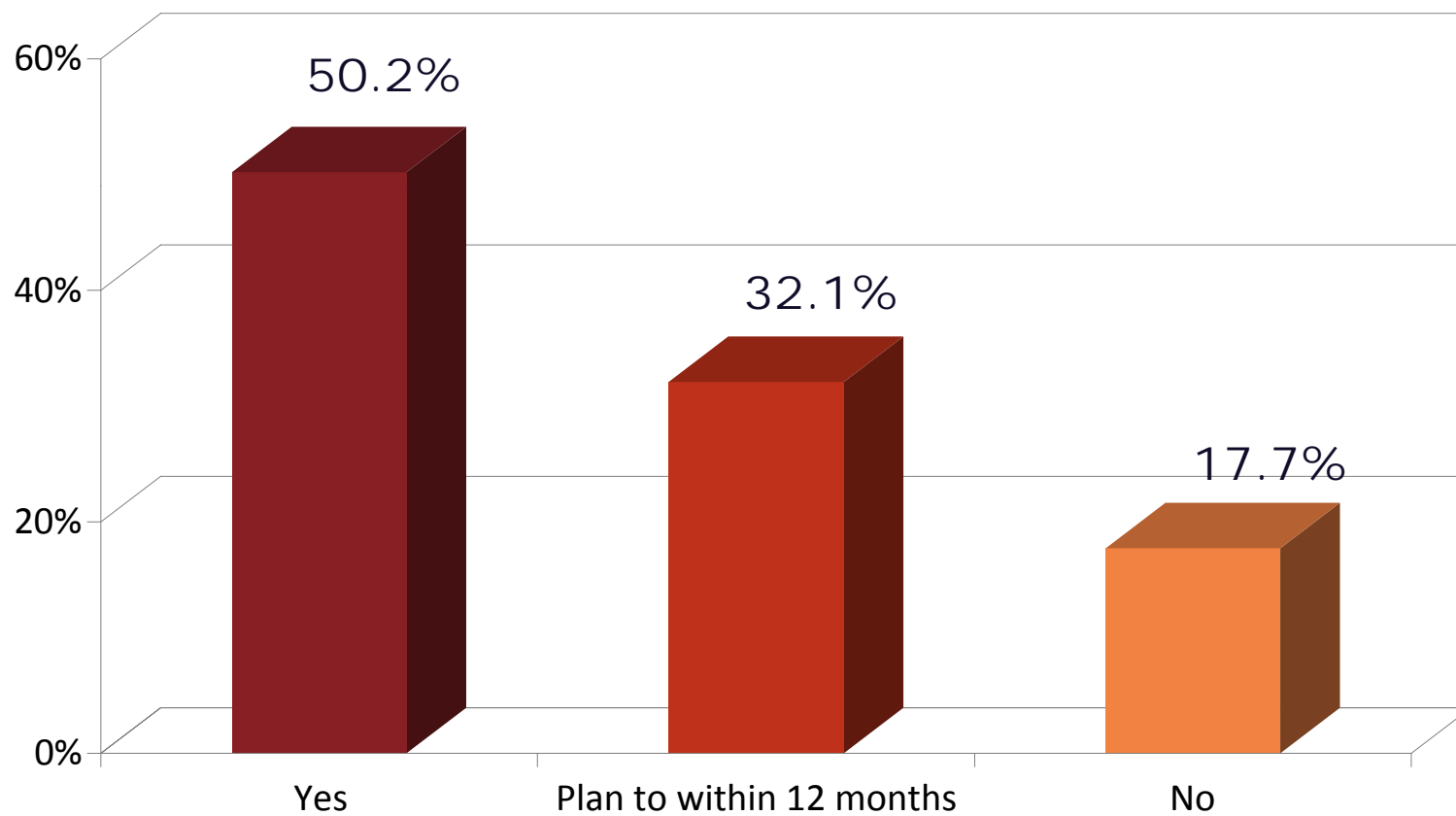
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Own a CT Scanner



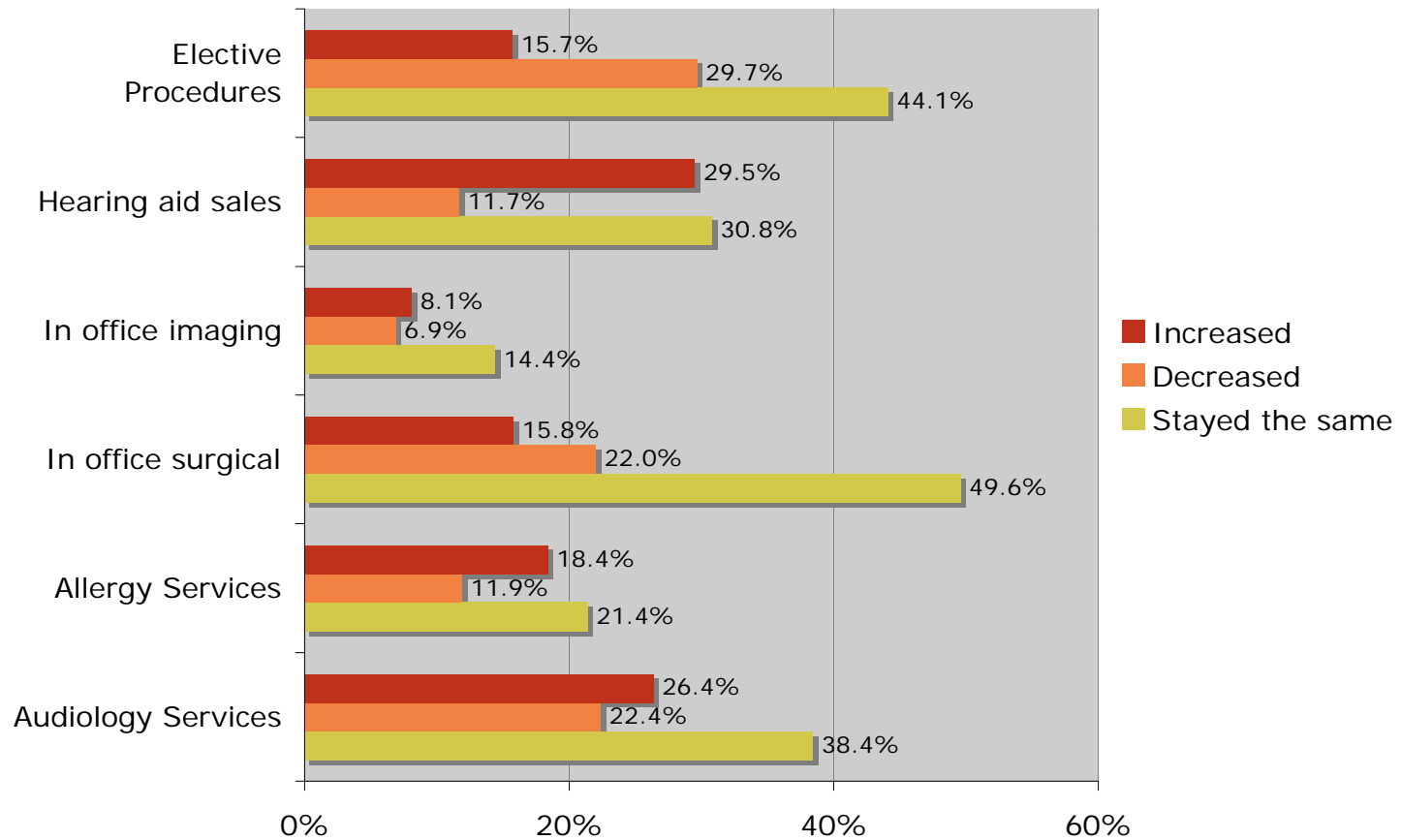
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Accredited in Imaging or Plan Accreditation in Next 12 Months



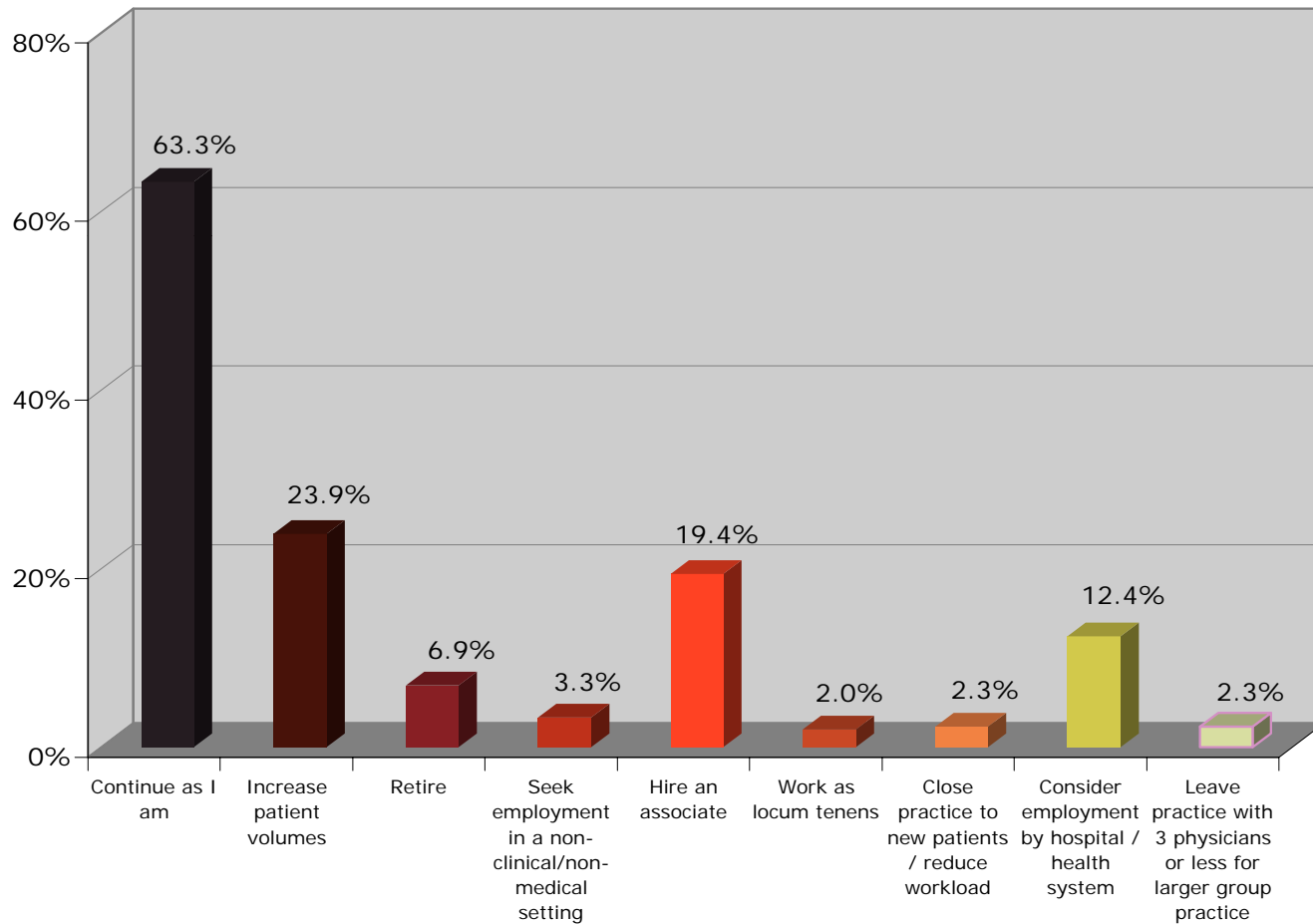
N= 243 (Those who own a CT scanner)

Change in Practice Revenues in Past 3 Years



Percentages do not add up to 100% because "Do Not Provide Services" are not included.

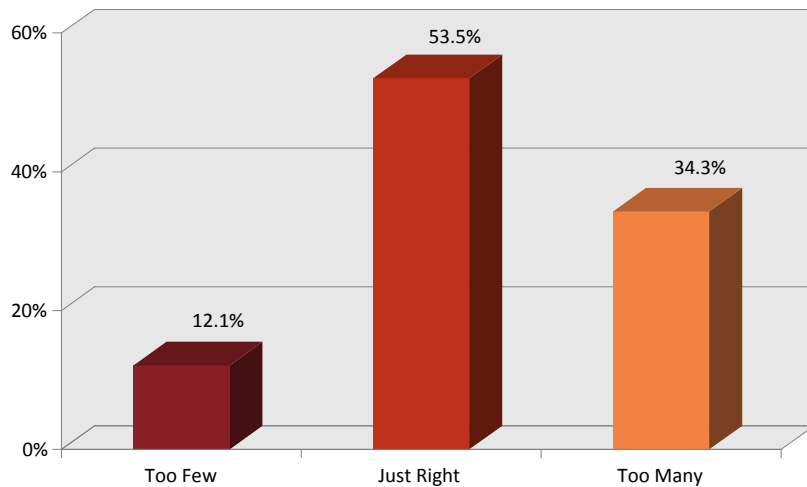
Change in Professional Plans in Next 3 Years



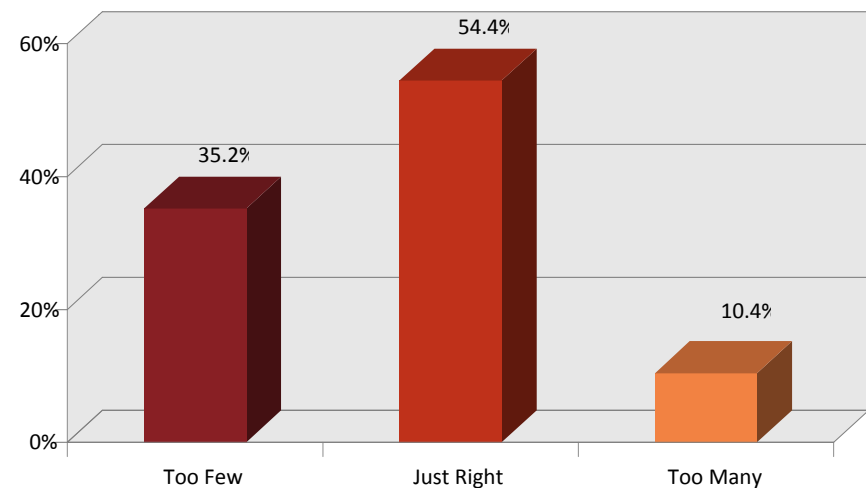
N= 1328

In your opinion, the number of practicing otolaryngologists is...

In the area from which you draw your patients:



In the United States as a whole:



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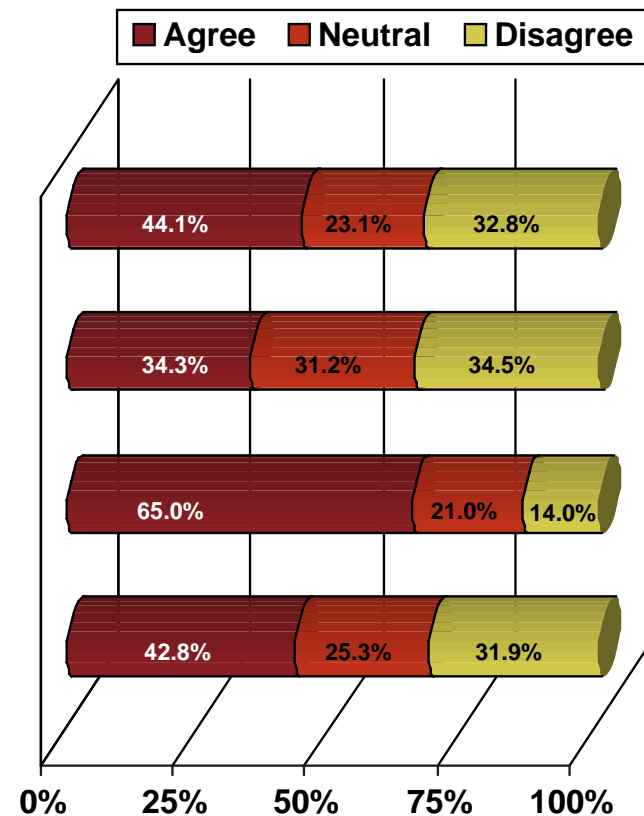
Your Opinions: Socioeconomic

"Reimbursement and/or medicolegal issues are forcing me to limit the scope of my practice."

"Administrative burdens with payers are making me consider dropping my private payer contracts."

"It's a priority for my practice to increase patient volume."

"Potential long term decreases in Medicare reimbursement are making me consider closing or limiting my practice to Medicare patients based on potential long-term decreases in Medicare reimbursement."



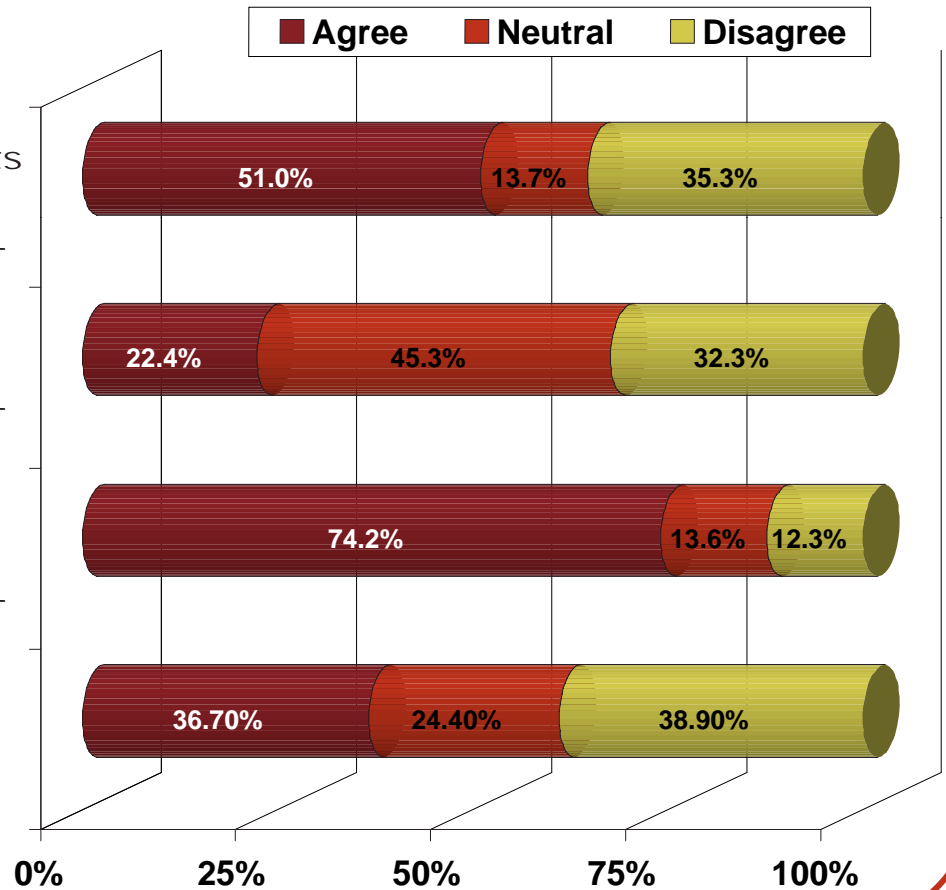
Your Opinions: Patient Care

"I have adequate time to spend with my patients during office hours."

"With more diagnostic & treatment options, I spend more time in direct patient care."

"I am satisfied with the complexity of my patient case mix."

"There is greater demand for service from my practice than we can currently provide."



Multi-Year Opinion Trend: The practice of medicine is...

