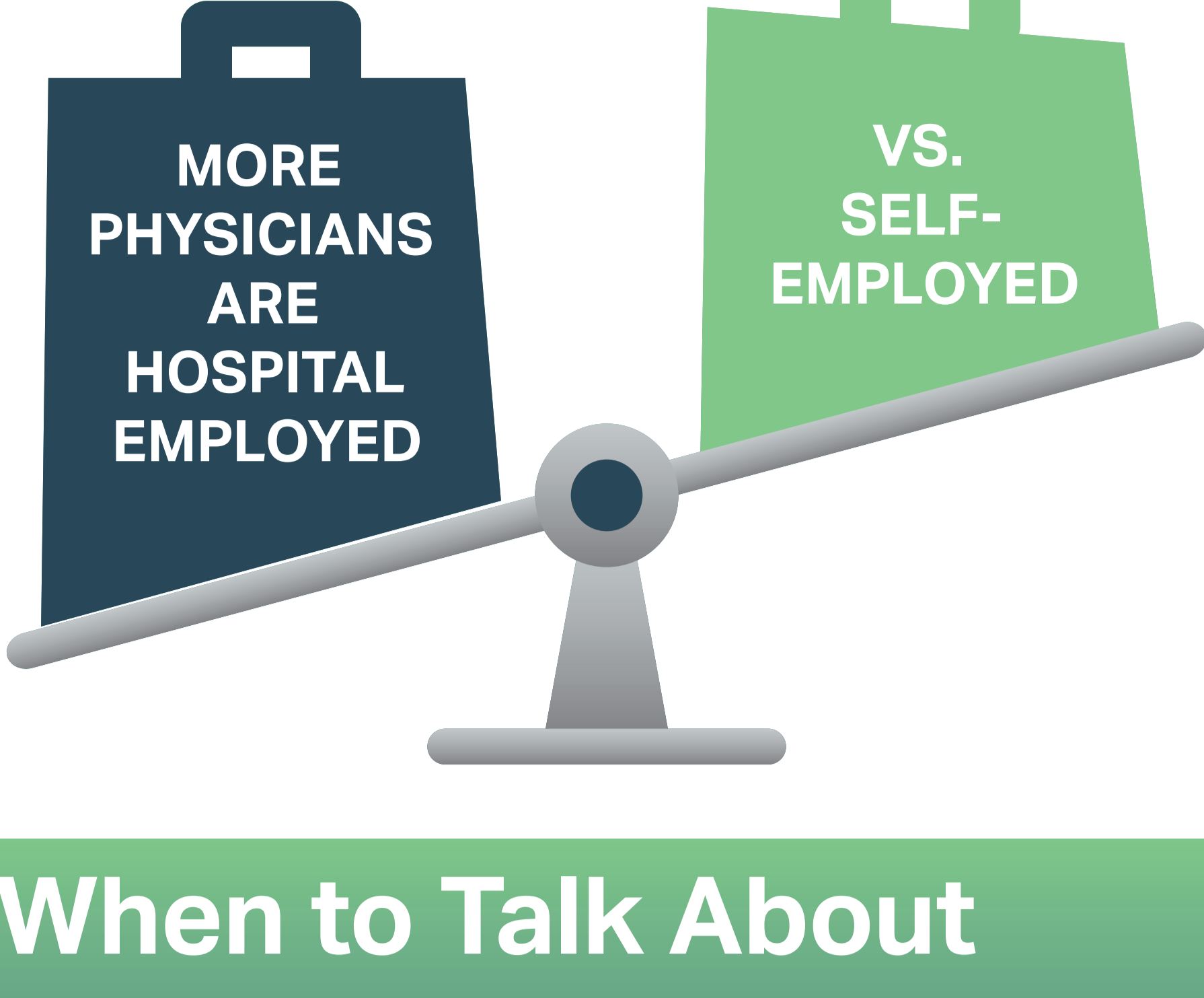


COMPENSATION TRENDS



When to Talk About Compensation

Discussing compensation is a strong indicator that you're interested in a position.

Wait until your interview to discuss compensation.



Compensation Formula

Compensation formula is used to calculate your total compensation.

Includes: Salary, percentage of collections, RVUs, bonuses, benefits, stipends, etc.

Salary

Guaranteed salary
Production-based salary
RVUs | wRVUs



Earning Potential

Ask about earning potential while discussing compensation.

Ask about productivity and how many physicians reach their desired income.

Incentives and benefits



Stipends

A stipend is typically paid as a reimbursement for an expense.

Relocation

Vehicle, Travel, and other stipends

Bonuses

One-time bonuses

Production bonuses

Quality Bonuses

Ask how likely or how often other physicians earn bonuses

Schedule

Make sure your schedule fits the lifestyle you want.

Make sure your schedule allows you to hit your production goals

How Location Affects Compensation

Location plays a big role on your compensation.

Use the Salary Calculator to Compare Salaries in different locations.

Reviewing your Offer

Review your offer and respond in a timely manner.

Make sure you understand your legal and tax obligations.



Negotiating

Remain Realistic when negotiating.

Don't be afraid to ask.

Once negotiations have finished, and you've signed your agreement. Keep a copy.

Getting Help

It's a complicated and important aspect of being a physician.

Ask your recruiter for help.

Never be afraid to ask about something.