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AUPN'S
Leadership Minute
*How Much is a
Neurologist Worth:
Factoring the Downstream*



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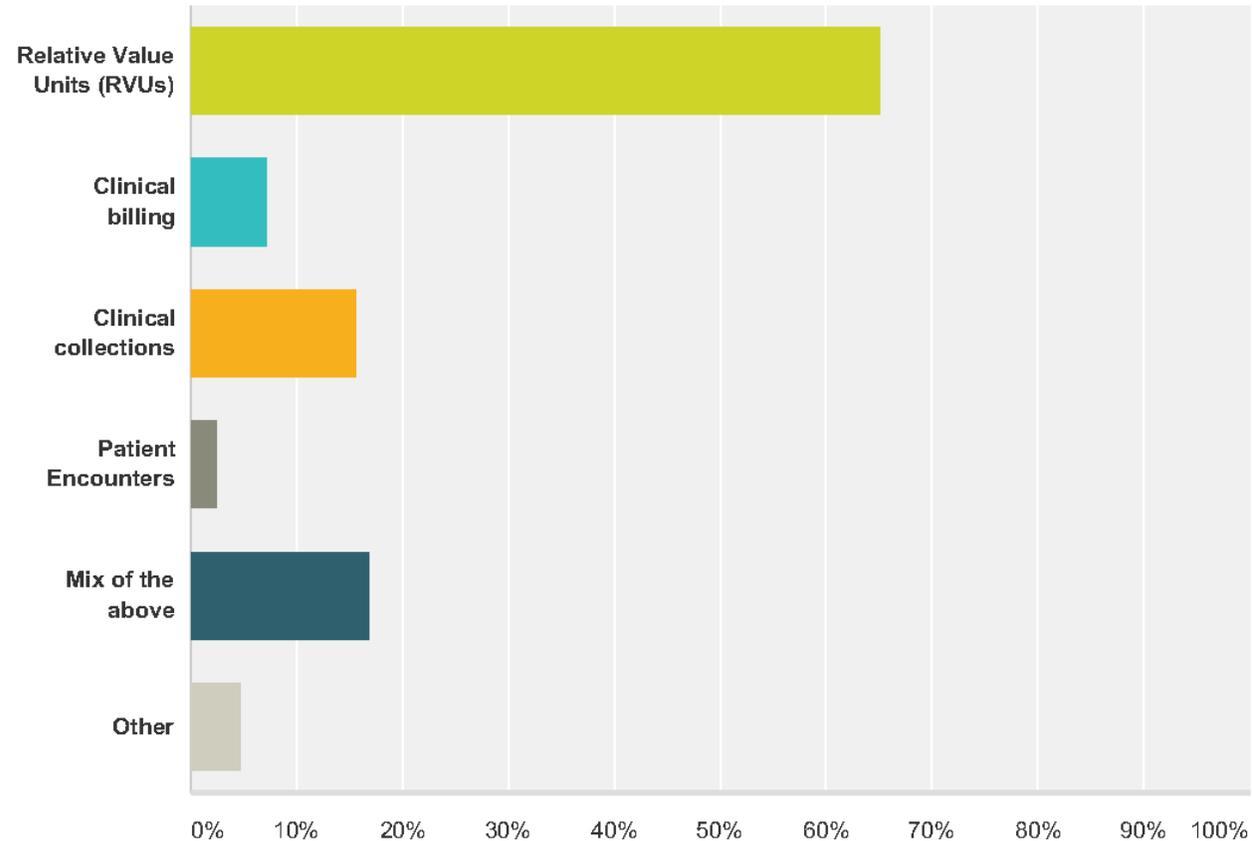
Leadership Minute Podcast Episode Description

- This podcast is designed to discuss how neurologists are undervalued in academic and non-academic settings when their compensation is predicated on RVUs alone. Neurologists, particularly in certain disciplines, generate enormous economic advantages for their institutions that need to be recognized, appraised, and valued.

Academic Departments of Neurology

- 73% of Departments of Neurology operate at or below break even
- 83% of departments are under moderate to severe financial pressure
- 17% of departments are experiencing severe difficulties
- 80% of departments are seeing increasing numbers of patients
- 1/3 are spending more time in care and less in research and teaching
- Only 15% generate a profit from patient care
 - 1/3 lose nearly \$40/patient per visit to general neurology

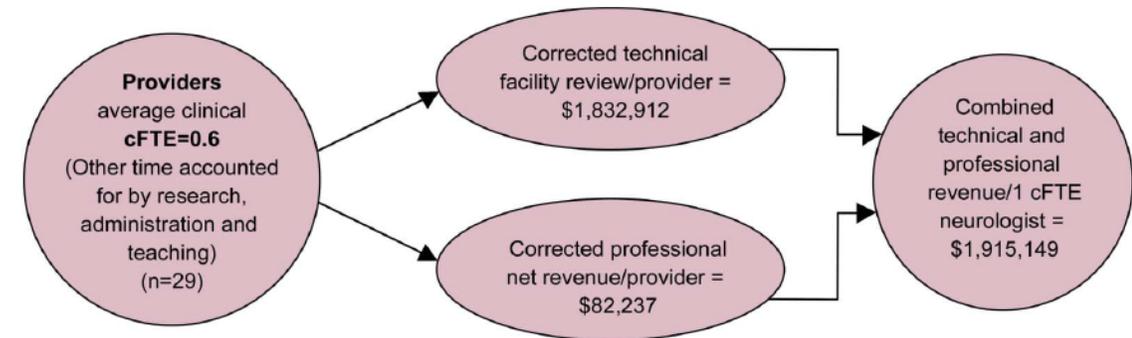
Metric Used by Academic Neurology Departments for Compensation

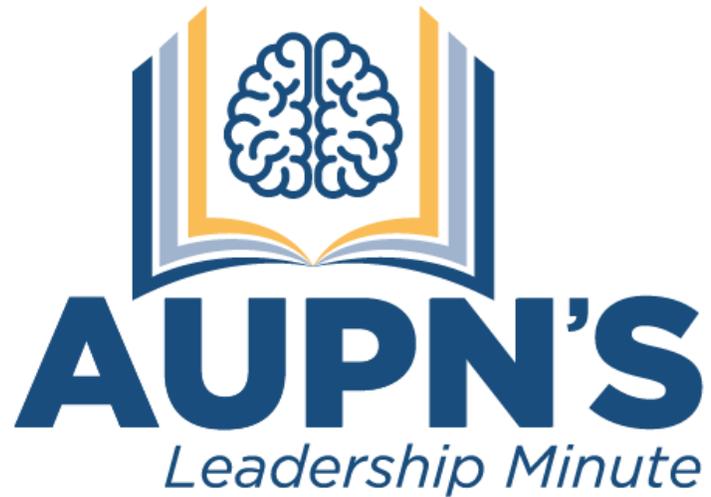


Source: AUPN Survey – 83 institutions responding

The Downstream Revenue of the Neurologist

- Net inpatient & outpatient revenue generated by one full time neurologist was \$1.025 million.
 - Survey of CFOs of 3500 U.S. health care centers performed by Merritt Hawkins in 2016
 - Significantly < orthopedic surgery, neurosurgery, cardiology, and family practice.
- Similar data for an academic neurologist has not been published
- In 2012, using methodology identical to that of the Merritt Hawkins analyses, the combined revenue for technical and professional services per 1 cFTE provider neurologist in the Department of Neurology at the University of Kentucky was \$1,915,149.
- The revenue generated by an academic neurologist is about twice that of a non-academic general neurologist





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