



Ericksson Physician Search 2012 Annual Survey

Preliminary Results: "Top Motivators for Physician Relocation"

Welcome to the AMGA Annual Conference

In 2012, Ericksson will provide exclusive research to AMGA member organizations regarding a key question facing administrators today: "What are the primary factors motivating physicians to relocate in 2012?"

Physician respondents are encouraged to indicate all reasons out of 4 primary categories and 34 potential subcategories that are affecting (or will affect) their relocation efforts within the calendar year. To that end, we present some preliminary highlights of physician responses received to date:

Financial Considerations 57%

Far and away the dominant response in direct conversations has dealt with money. In a challenged economy, physicians are seeking to maximize their earning potential. Notable subcategory responses include the repayment of student loans (18%), and the desire for higher immediate compensation or higher potential income.

Dissatisfaction with Current Practice 52%

Quality of Practice issues garnered the second-most responses of the four primary categories. Details below.

Significant Personal Life Changes 42%

This subcategory comprises 40% of the responses of the primary Quality of Like category. Reasons conveyed during consultant/candidate phone conversations include a spousal job loss, divorce, and personal or family financial strife.

Prefer Different Size Community 38%

Physicians currently in relocation mode who are seeking out opportunities in larger towns and cities outnumber those seeking a smaller town by a ratio of 5-to-1.

Desire to Join a Group Practice/ Call Coverage 32%

Subcategories under the Quality of Practice primary category. The oft-phrased descriptive is the word "protection".

Proximity to Family/ Close Friends 28%

A traditional response among physicians making their second "long-term" relocation decision.

Prefer Hospital Employed Model 25%

Closely affiliated with the group practice/call coverage subcategories. Related responses also include their concerns over healthcare reform's effect on their current practice.

Prefer Different Climate/ Geographical Region 21%

Climate preference is the one category over which a hiring entity has no control. Geographical regions appear to be more related to economic conditions than family concerns at this point

Planning Ahead for Retirement 19%

From conversational comments, there is a large percentage of physicians age 55 and above whose sole purpose for remaining in practice appears to be tied to personal financial goals.

Dissatisfaction with Current Community 9%

A category with a stable percentage for two decades, comprising those candidates with a general desire for a change.

A final report will be presented for the member institutions at the end of the calendar year. Ericksson is proud to be an AMGA Corporate Partner.

