

2020 Advanced Practice Provider Compensation and Pay Practices Survey

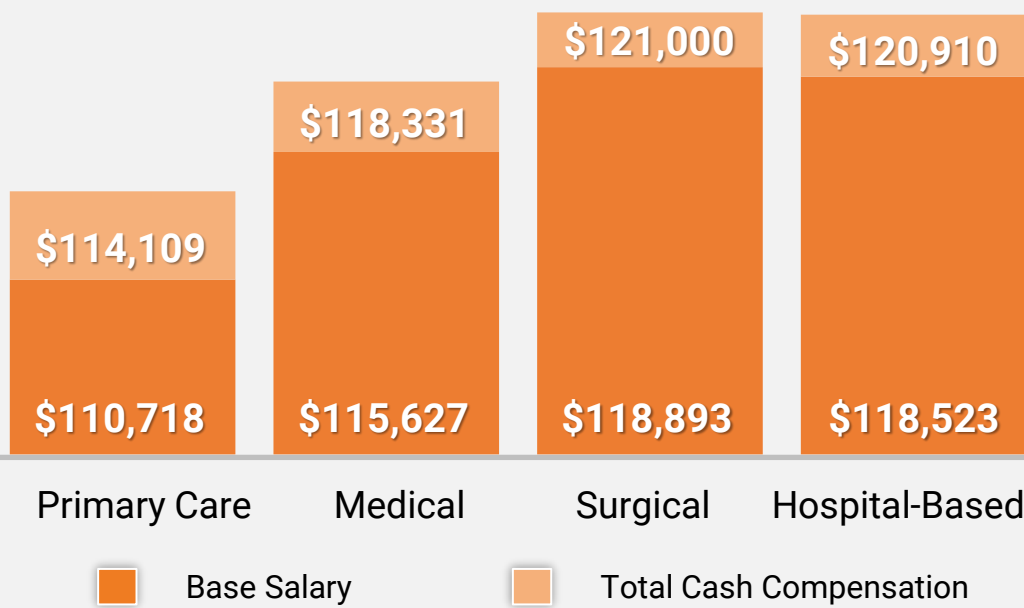


Advanced practice provider (APP) compensation programs are shifting to address changing market dynamics and mitigate the financial implications of COVID-19. Considering the current impact of the pandemic, the 2020 survey represents the best data reference point for use in the near future and can serve as a foundation for understanding specialty market positioning leading into COVID-19, pinpointing areas of focus for targeted compensation adjustments, and assisting with post-pandemic budget and productivity planning.

SullivanCotter's 2020 APP Compensation and Pay Practices Survey contains data from nearly 700 organizations on over 84,500 individual APPs and represents nearly 20% of all practicing APPs nationwide. New in 2020, the survey now also reports expanded work effort data for specialty-based APPs, CRNA-specific pay practices and additional productivity data.

Base Salary and Total Cash Compensation

2020 Median NP/PA Combined Compensation



Incentive Compensation

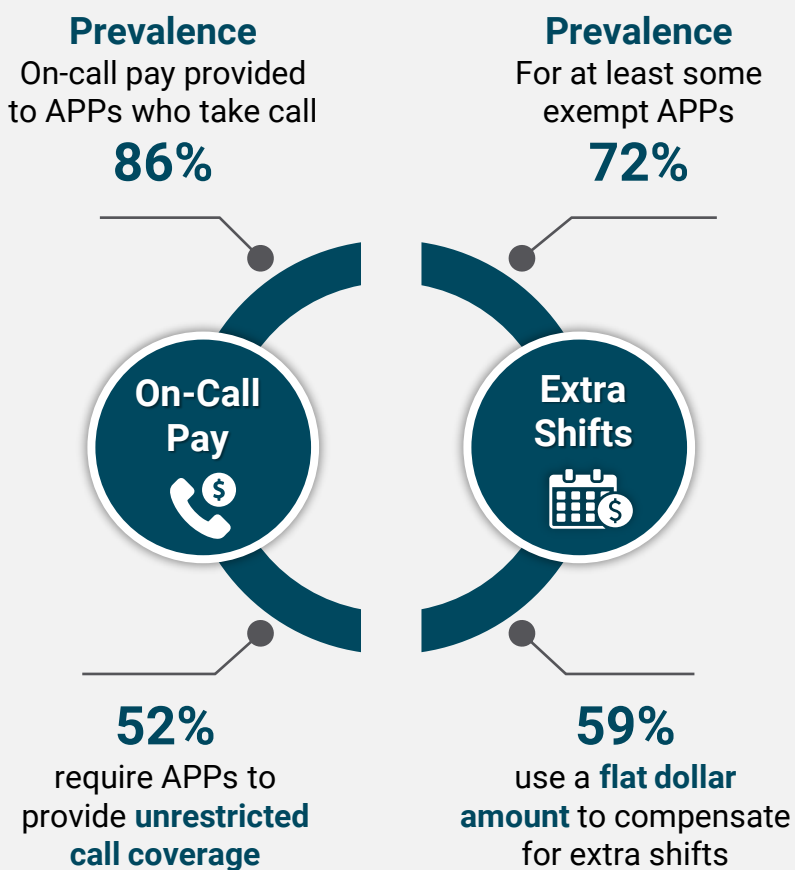
39% of incentive programs contain a **team-based component**

49% of organizations utilize **incentive pay** for at least some of their APPs



74% of organizations structure incentives as **add-on dollars**

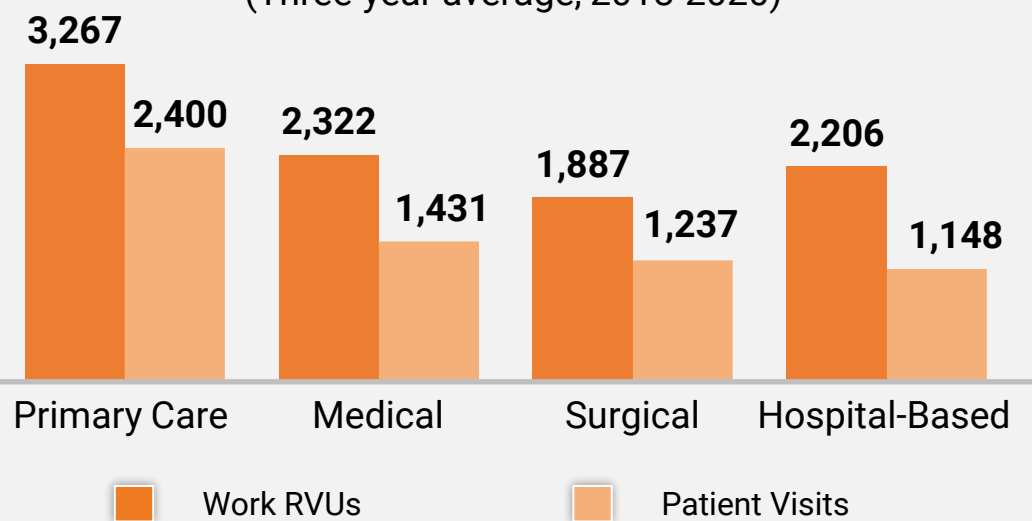
Premium Pay



Productivity

Median Work RVUs and Patient Visits NP/PA Combined

(Three-year average, 2018-2020)



Source: SullivanCotter 2018-2020 Advanced Practice Provider Compensation and Pay Practices Survey

Learn More:
Contact-Us@sullivancotter.com

2021 Survey Now Open for Participation
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