



**Time is money...how much is it costing your client?**

Every day you carry an open requisition for a full-time qualified physician is expensive. Based upon national data, the loss of billable days is significant:

Specialty	Cost to Practice/Hospital of using Locum Tenens Providers			Billable Revenue to Practice/Hospital			Net Revenue to Practice/Hospital (Billable Revenue - Locum Tenens Cost)		
	Day 1	Month 1	Year 1	Day 1	Month 1	Year 1	Day 1	Month 1	Year 1
Anesthesiology	1,685	33,700	411,140	2,816	56,329	687,209	1,131	22,629	276,069
Cardiology: Invasive	1,500	30,000	366,000	5,828	116,567	1,422,122	4,328	86,567	1,056,122
Cardiology: Interventional	1,500	30,000	366,000	7,192	143,840	1,754,848	5,692	113,840	1,388,848
Cardiology: Non-Invasive	1,325	26,500	323,300	4,607	92,140	1,124,108	3,282	65,640	800,808
Emergency Medicine (12-Hour Day)	2,160	43,200	527,040	1,960	39,200	478,240	-200	-4,000	-48,800
Family Practice/OB	1,150	23,000	280,600	1,662	33,240	405,528	512	10,240	124,928
Family Practice	800	16,000	195,200	1,564	31,280	381,616	764	15,280	186,416
Hospitalist (12-Hour Day)	1,620	32,400	395,280	2,033	40,664	496,101	413	8,264	100,821
Internal Medicine	800	16,000	195,200	1,632	32,640	398,208	832	16,640	203,008
Pediatrics	840	16,800	204,960	1,724	34,480	420,656	884	17,680	215,696
Gastroenterology	1,425	28,500	347,700	5,031	100,620	1,227,564	3,606	72,120	879,864
Neurology	1,235	24,700	301,340	2,391	47,820	583,404	1,156	23,120	282,064
Pulmonary Medicine (12-Hour Day)	2,100	42,000	512,400	2,601	52,020	634,644	501	10,020	122,244
Critical Care (12-Hour Day)	2,100	42,000	512,400	2,601	52,020	634,644	501	10,020	122,244
Obstetrics/Gynecology	1,350	27,000	329,400	3,149	62,980	768,356	1,799	35,980	438,956
Parinatology (MFM)	2,200	44,000	536,800						
Surgery: General	1,395	27,900	340,380	4,088	81,760	997,472	2,693	53,860	657,092
Surgery: Neuro	2,995	59,900	730,780	6,683	133,666	1,630,725	3,688	73,766	899,945
Surgery: Orthopedic	1,725	34,500	420,900	5,141	102,820	1,254,404	3,416	68,320	833,504
Surgery: Trauma	1,995	39,900	486,780						
Surgery: Ear, Nose & Throat	1,650	33,000	402,600	4,456	89,120	1,087,264	2,806	56,120	684,664
Urology	1,575	31,500	384,300	4,919	98,380	1,200,236	3,344	66,880	815,936

More subtle perhaps are the losses you cannot see, most notably opportunity cost. Your inability to serve your customers pipeline is a precarious business position in a saturated, competitive market. Reputations are long to earn and expensive to re-establish, and sometimes they never come back.

(Source MGMA and Horton Smith & Associates)