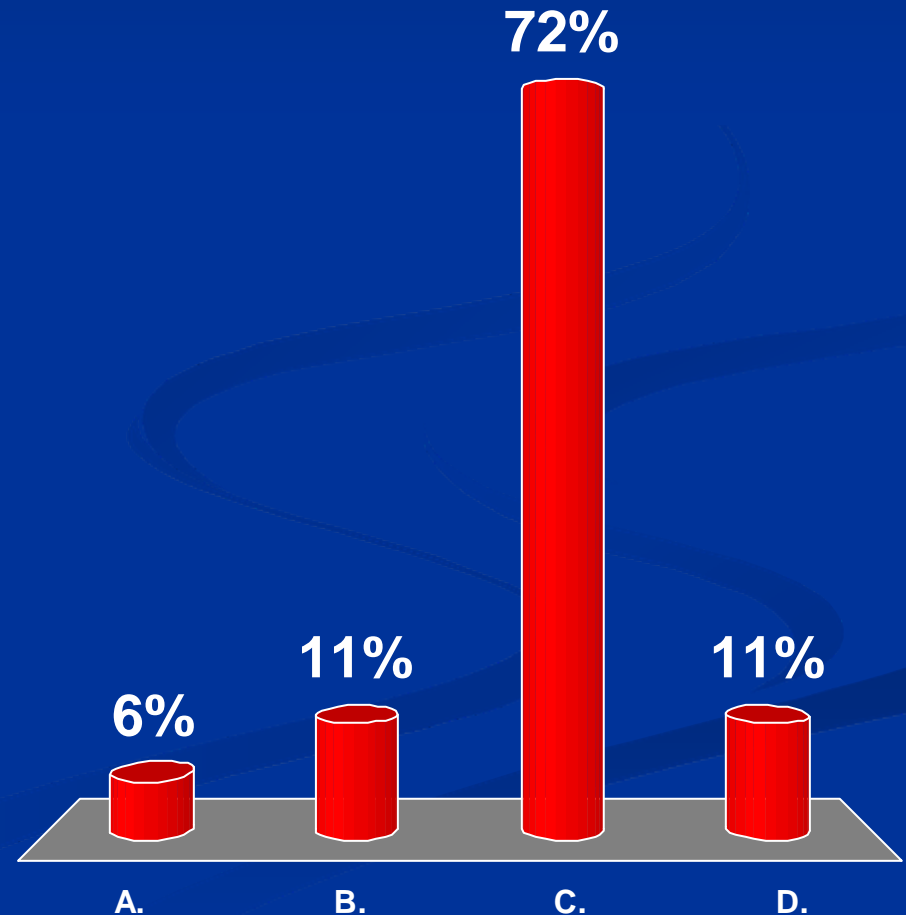


# Practice Trends

Lifestyle

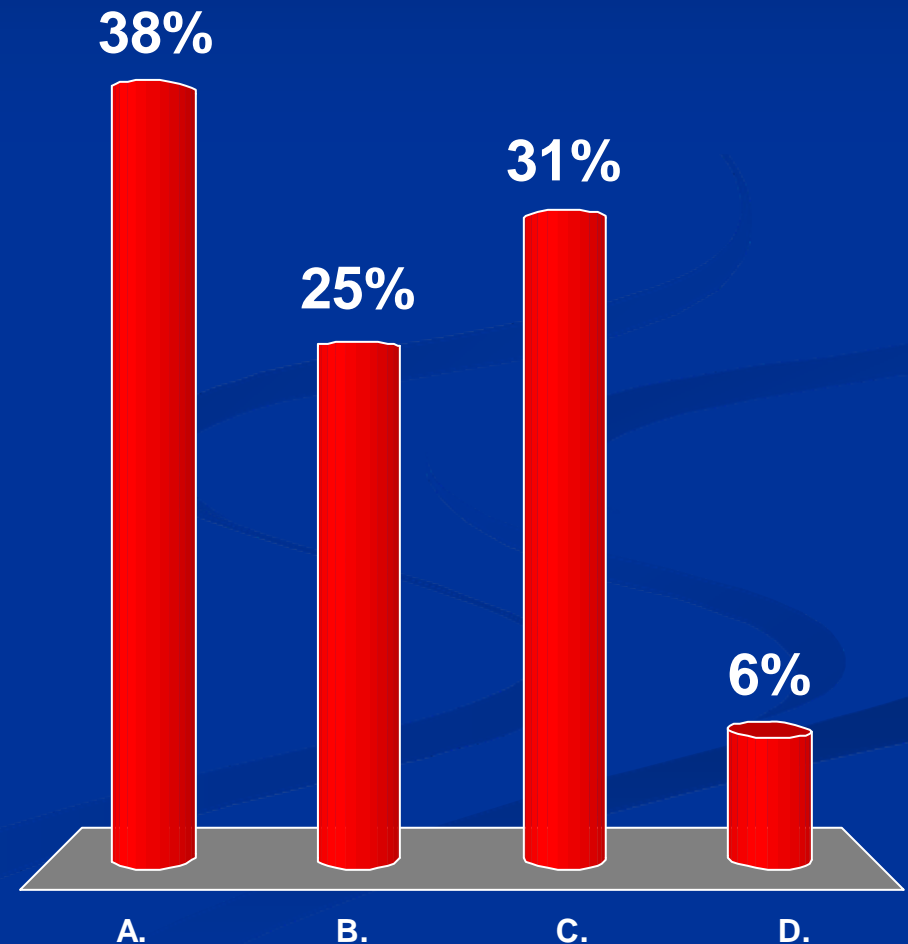
# How many days a week do you work?

- A. 2 - 3**
- B. 4**
- C. 5 or more**
- D. Retired**



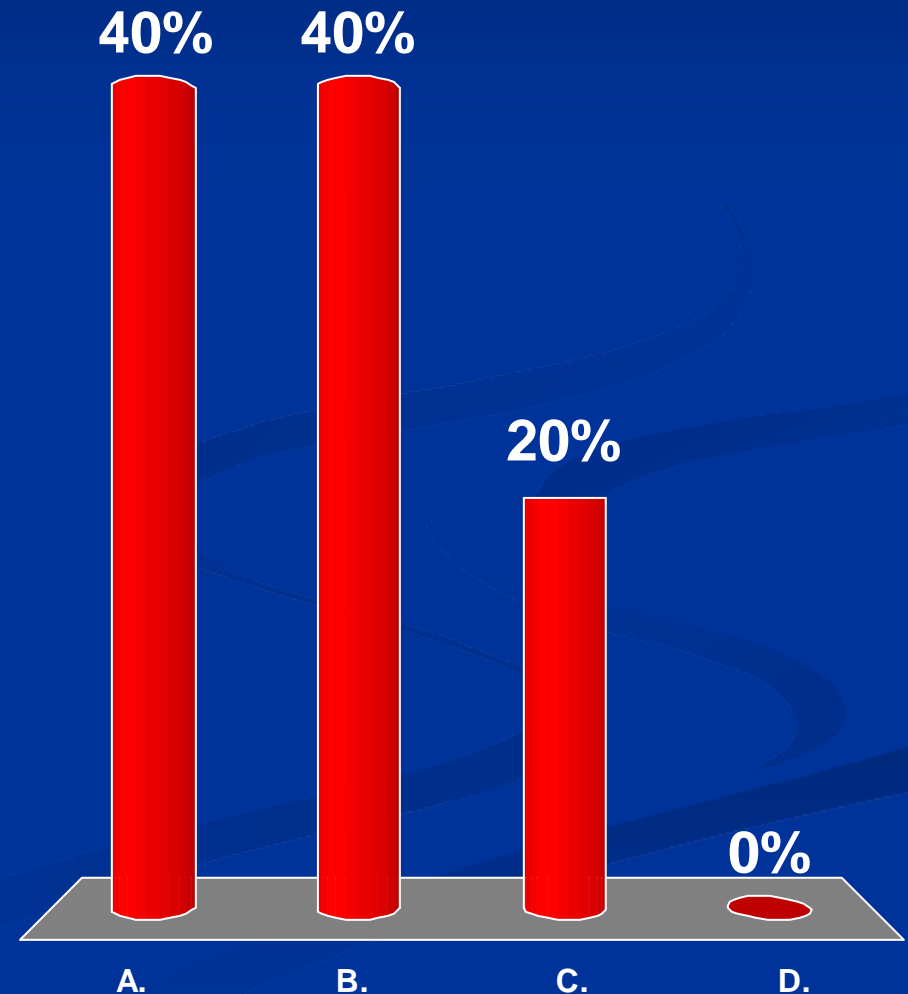
# How many offices do you travel to?

- A. 1**
- B. 2**
- C. 3**
- D. 4 or more**



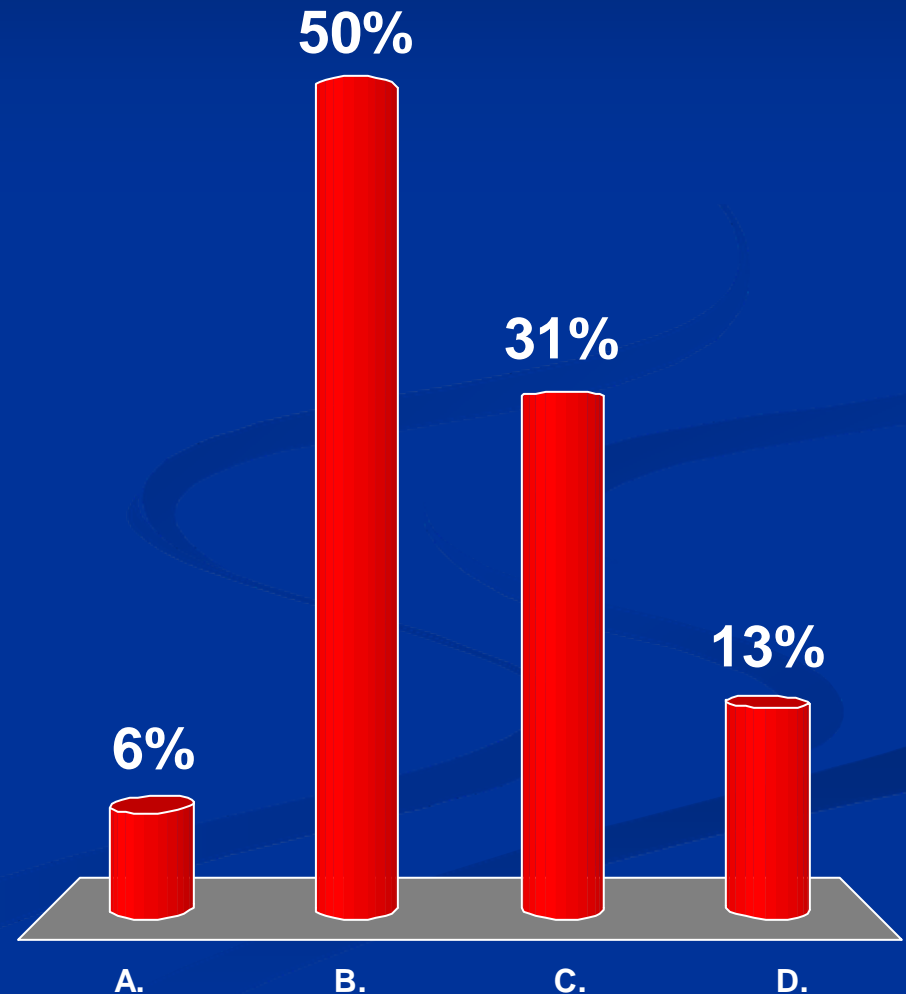
# How many hospitals do you cover on call?

- A. 1**
- B. 2 - 3**
- C. 4 - 5**
- D. more than 5**



# How many days/nights a month are you on call?

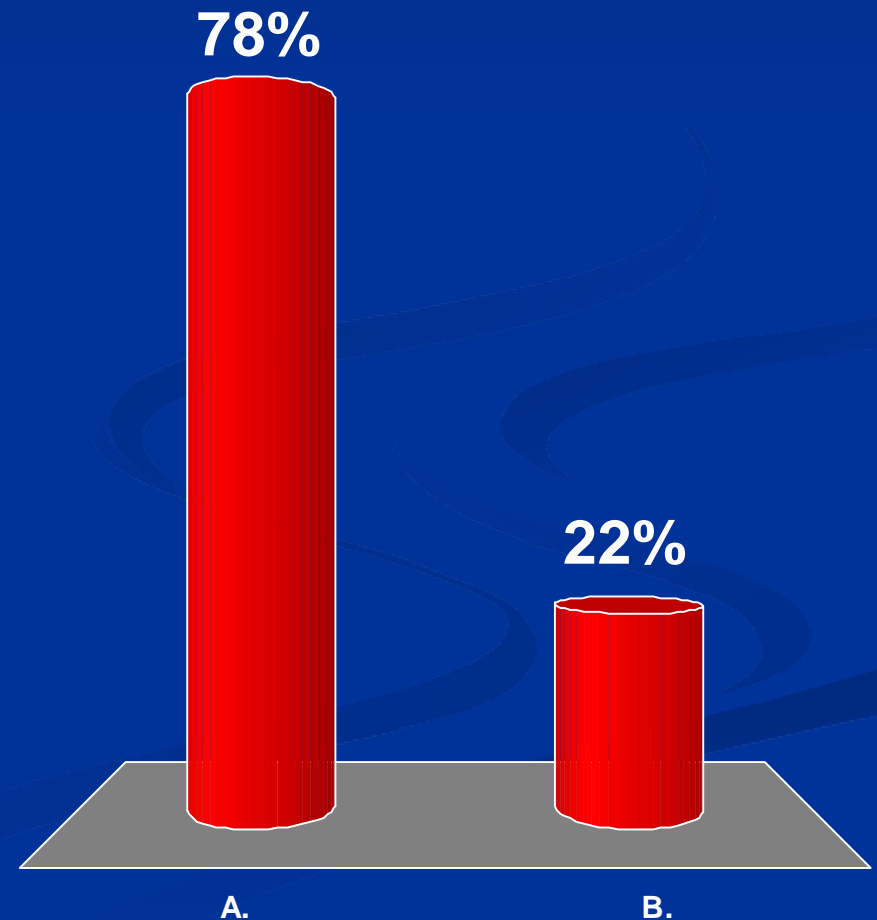
- A. 0**
- B. 1 - 5**
- C. 6 - 15**
- D. 30**



**Do you participate in administrative or committee work outside of your regular practice schedule?**

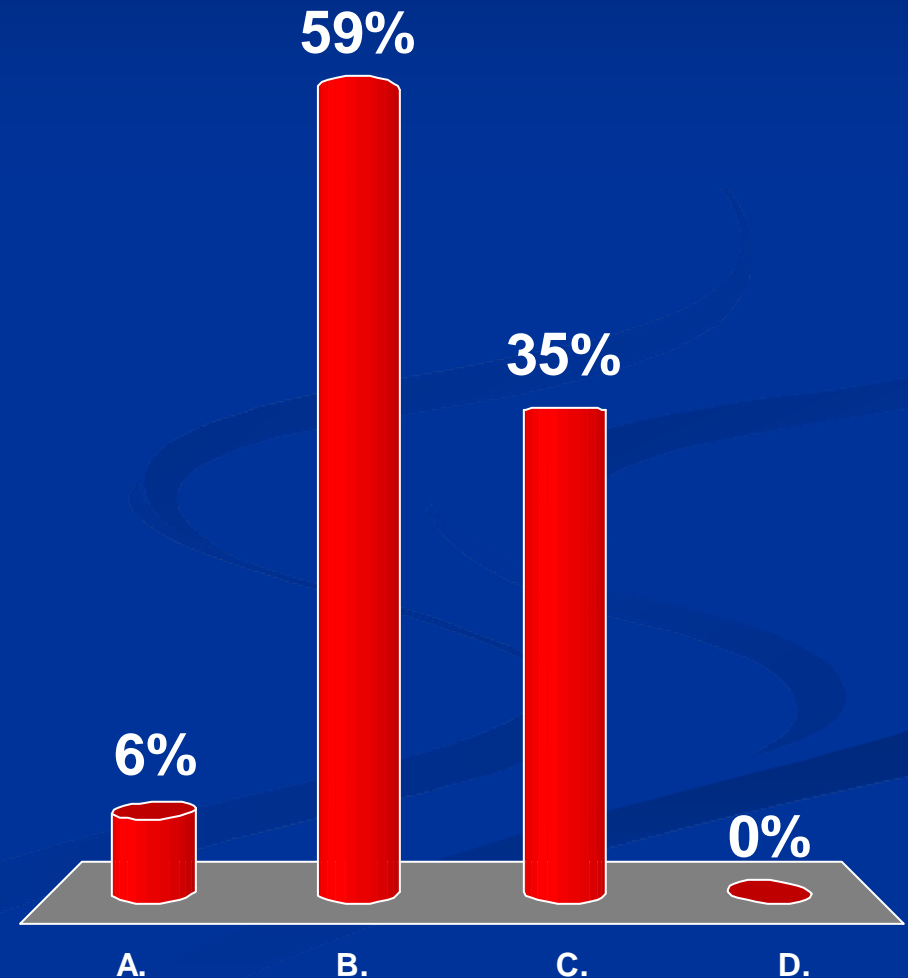
**A. yes**

**B. no**



# How much vacation do you take in a year?

- A. 1 week**
- B. 2 – 4 weeks**
- C. 5 – 8 weeks**
- D. more**

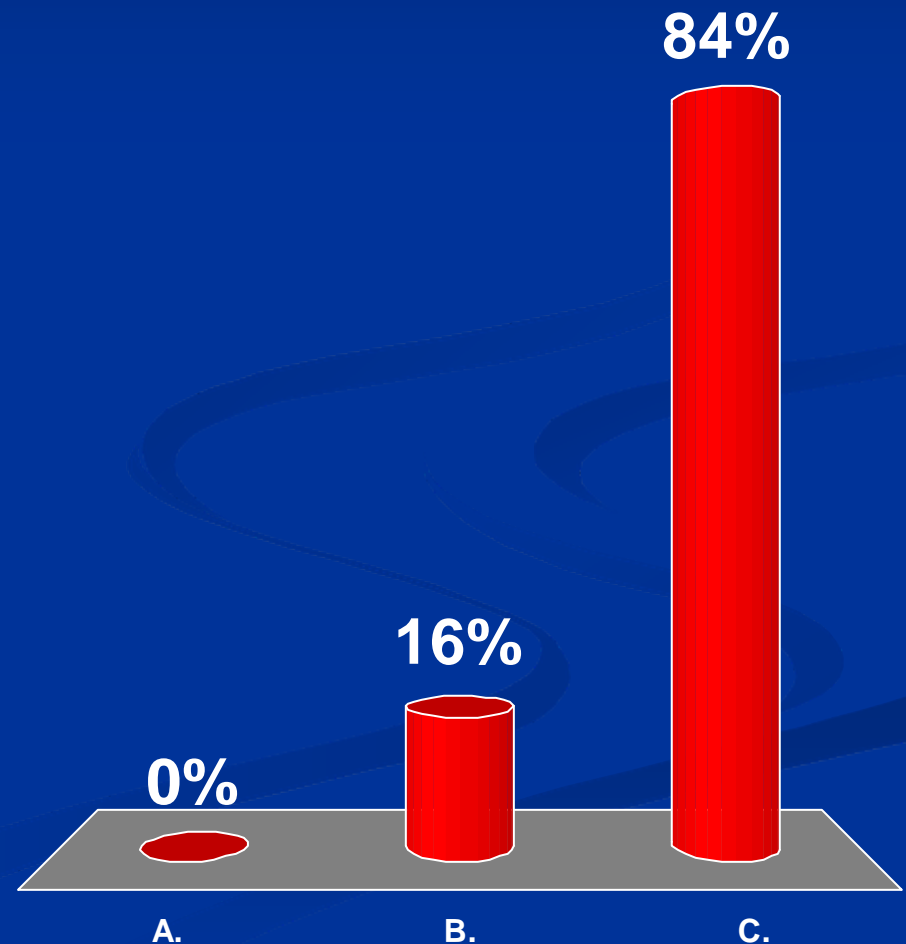


# Practice Trends

Practice Structure

# How do patients find you?

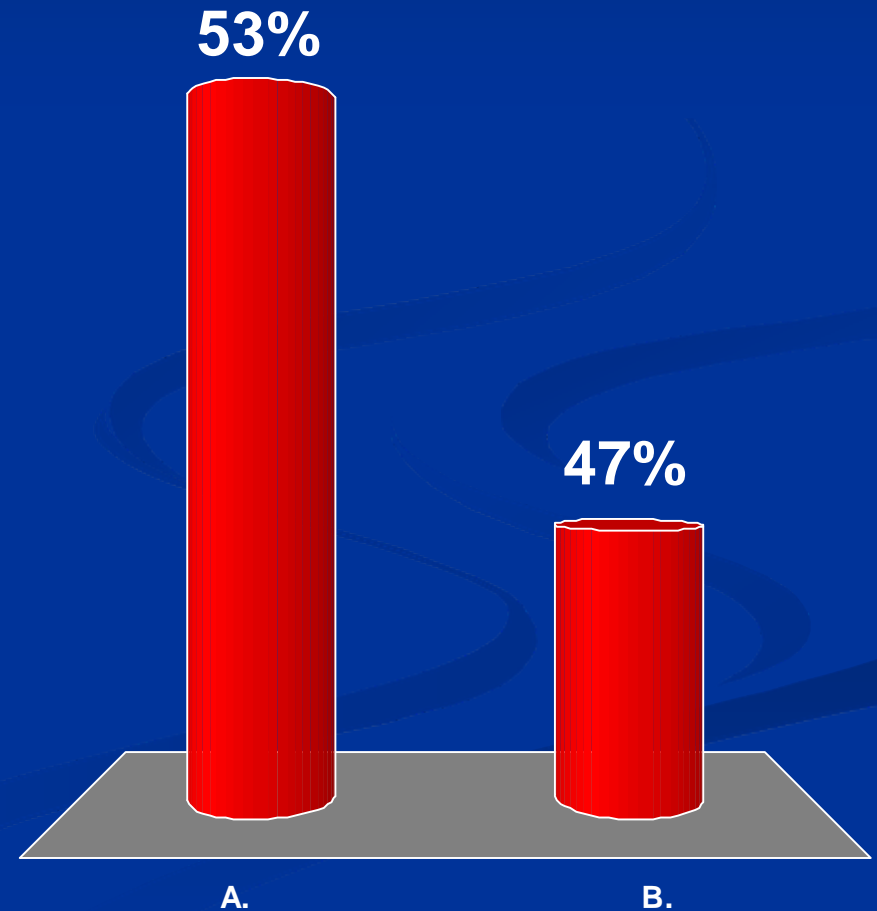
- A. Self-referred**
- B. referred from other MD**
- C. mixed**



Do you see patients in referral from mid-level providers that specialize in Oto-HNS?

**A. yes**

**B. no**

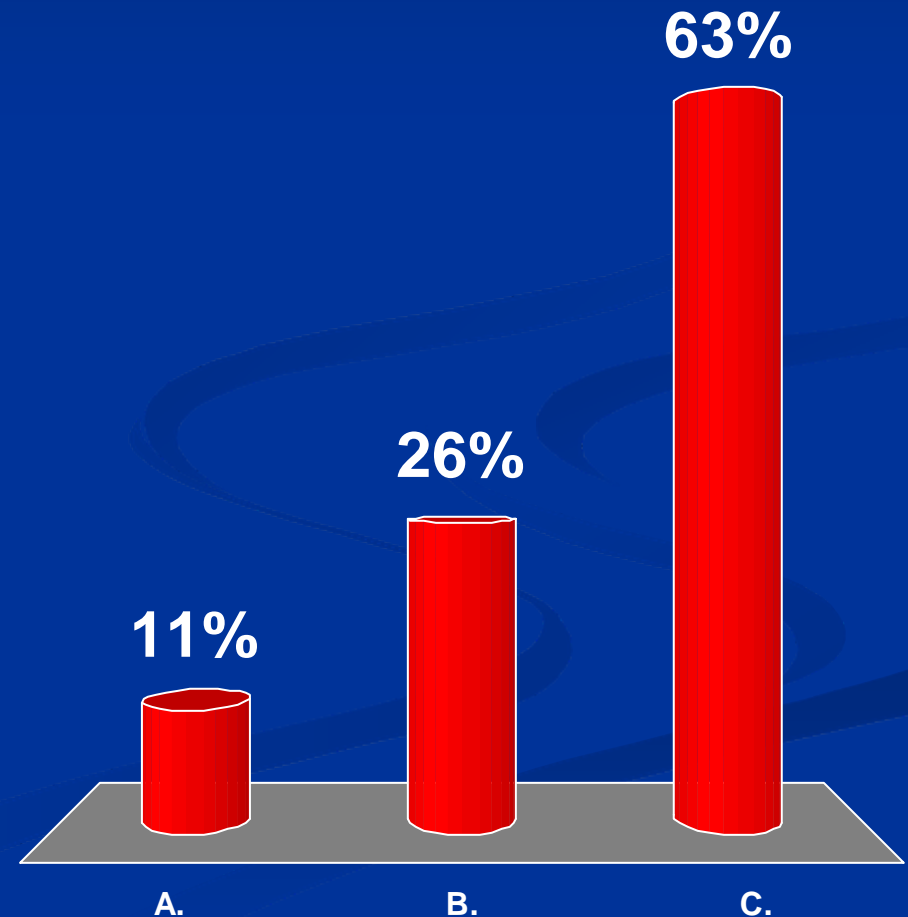


# If you work with midlevel providers, do they...

**A. See post-ops only**

**B. have an independent schedule**

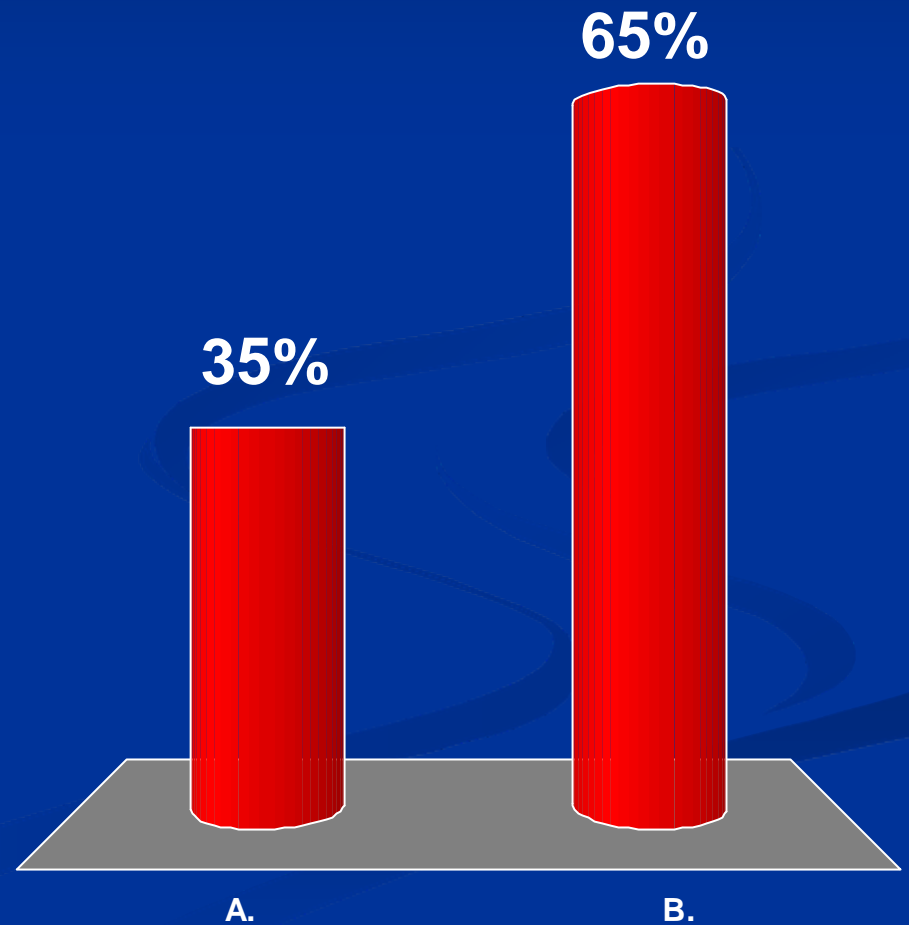
**C. NA**



# Did you have to “buy in” to your practice?

**A. yes**

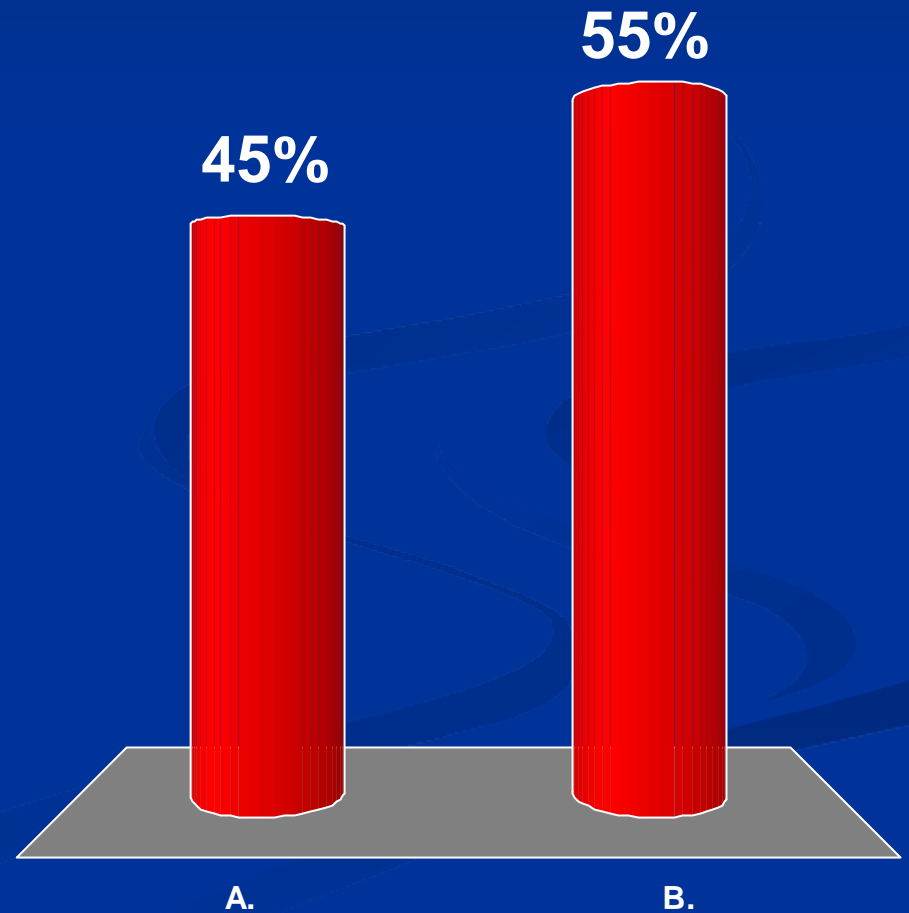
**B. no**



# Do you get paid time off?

**A. yes**

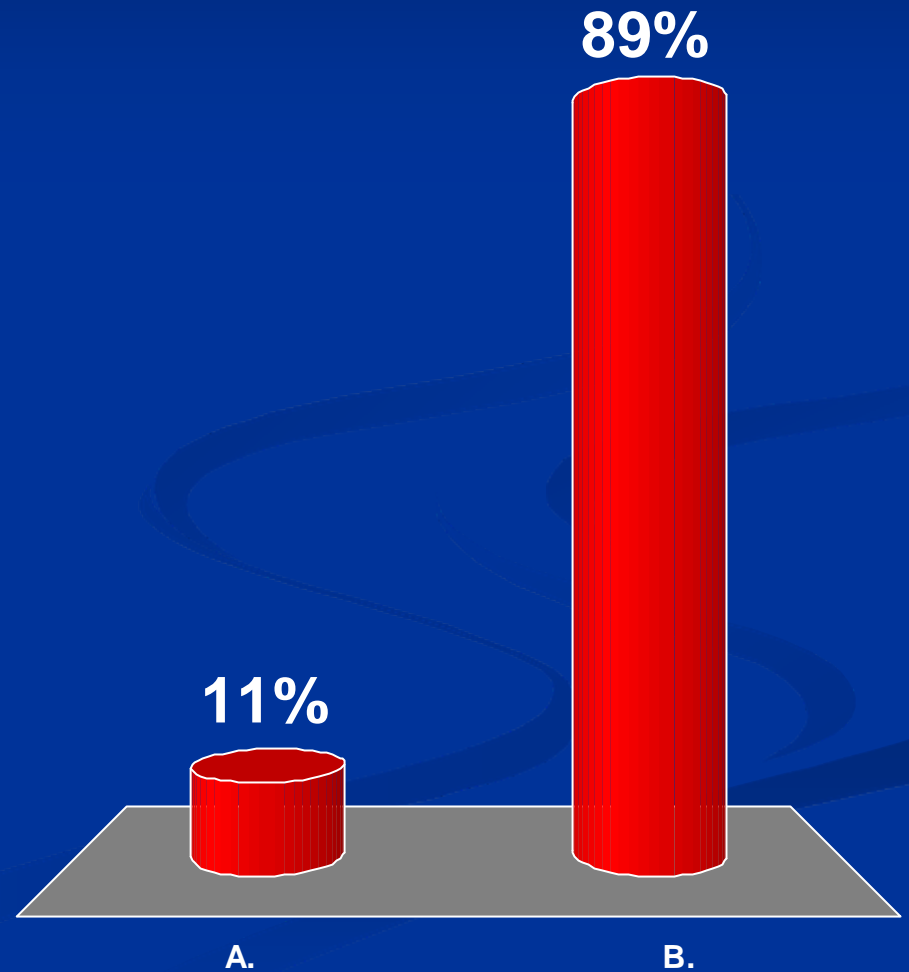
**B. no**



# Do you get paid to take call?

**A. yes**

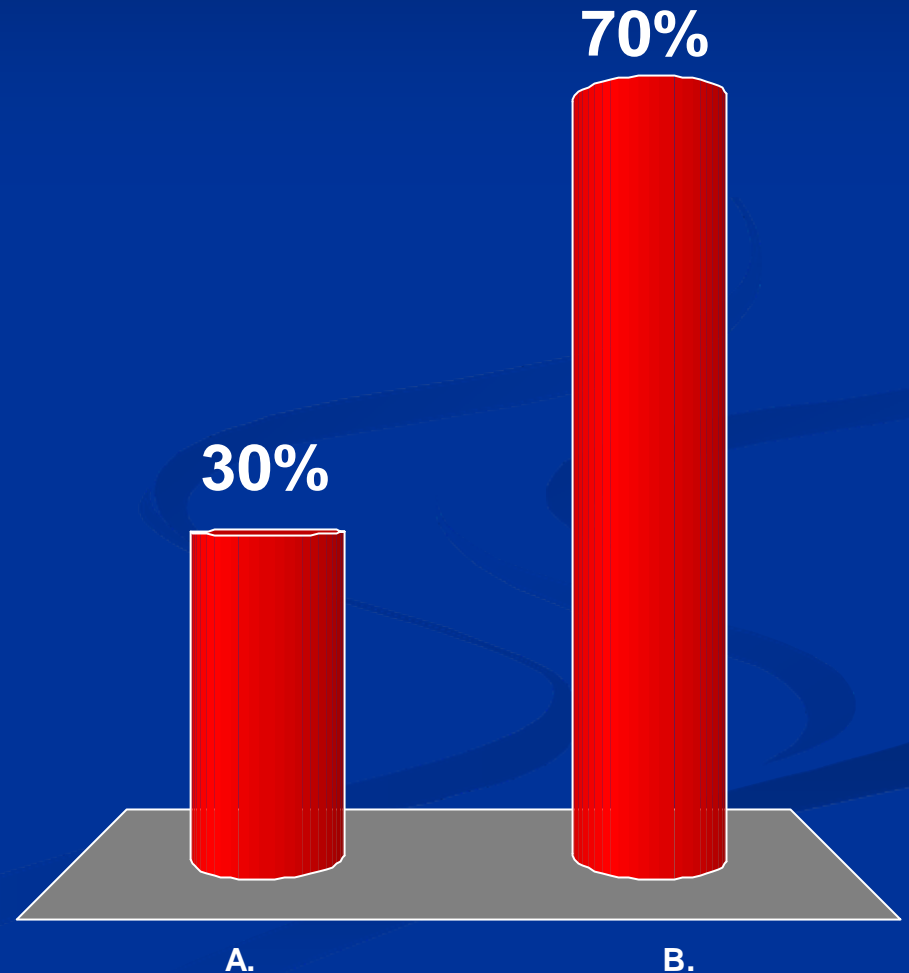
**B. no**



Do you get a share of retail sales  
(hearing aids, ear plugs...)?

**A. yes**

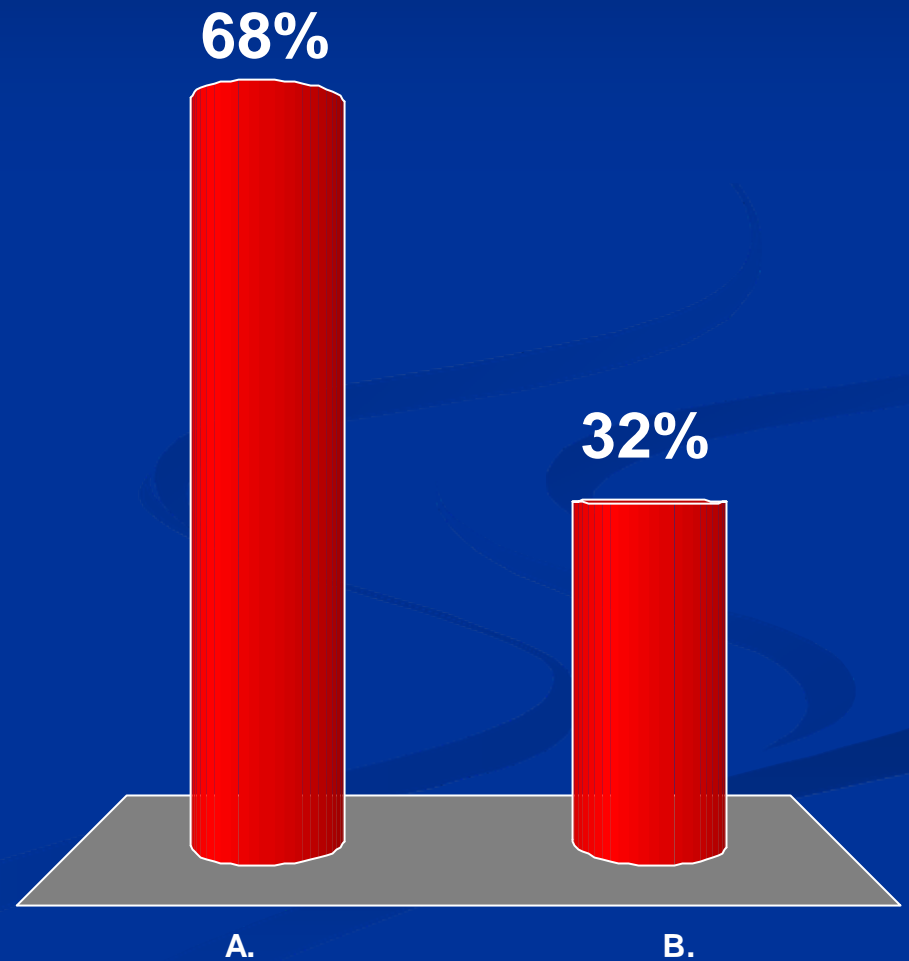
**B. no**



# Do you get CME support?

**A. yes**

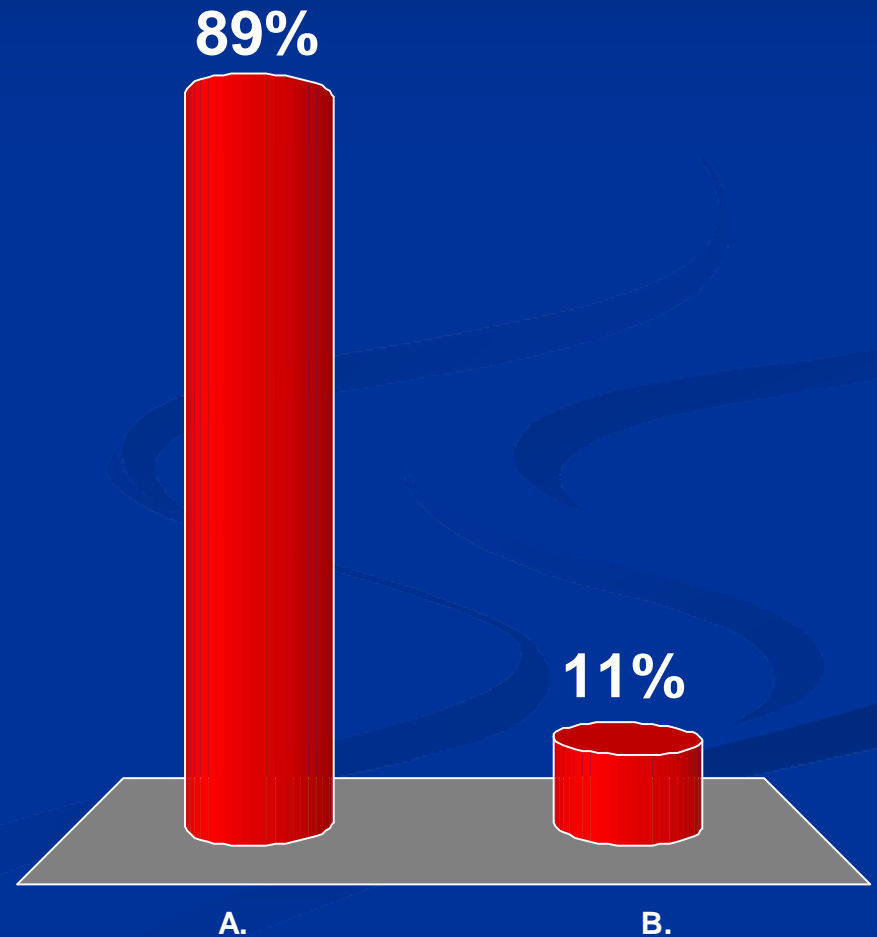
**B. no**



# Do you have profit-sharing or pension available through your practice?

**A. yes**

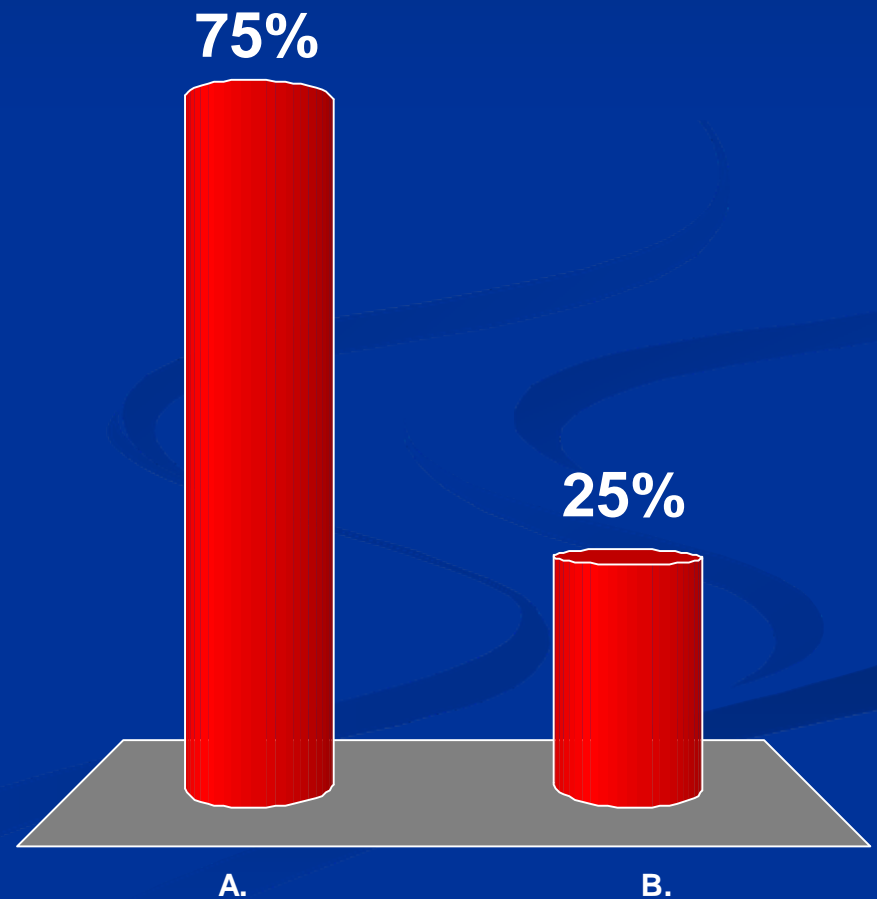
**B. no**



# Do you have formal maternity/ paternity leave policies?

**A. yes**

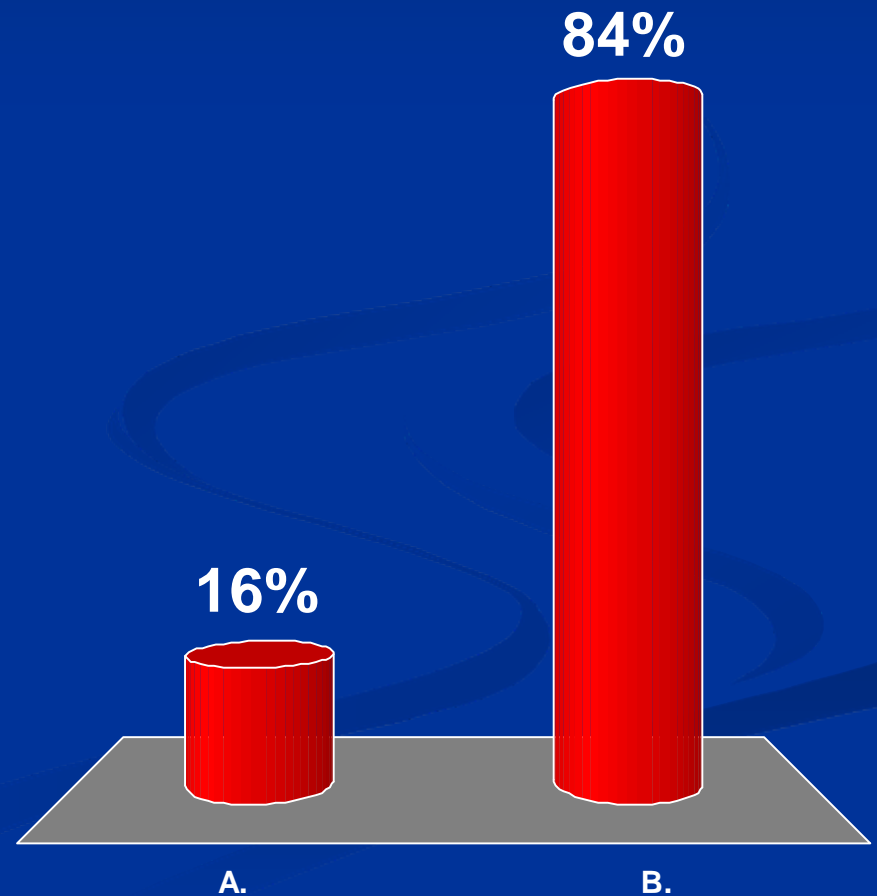
**B. no**



# Do you get income from a surgery center?

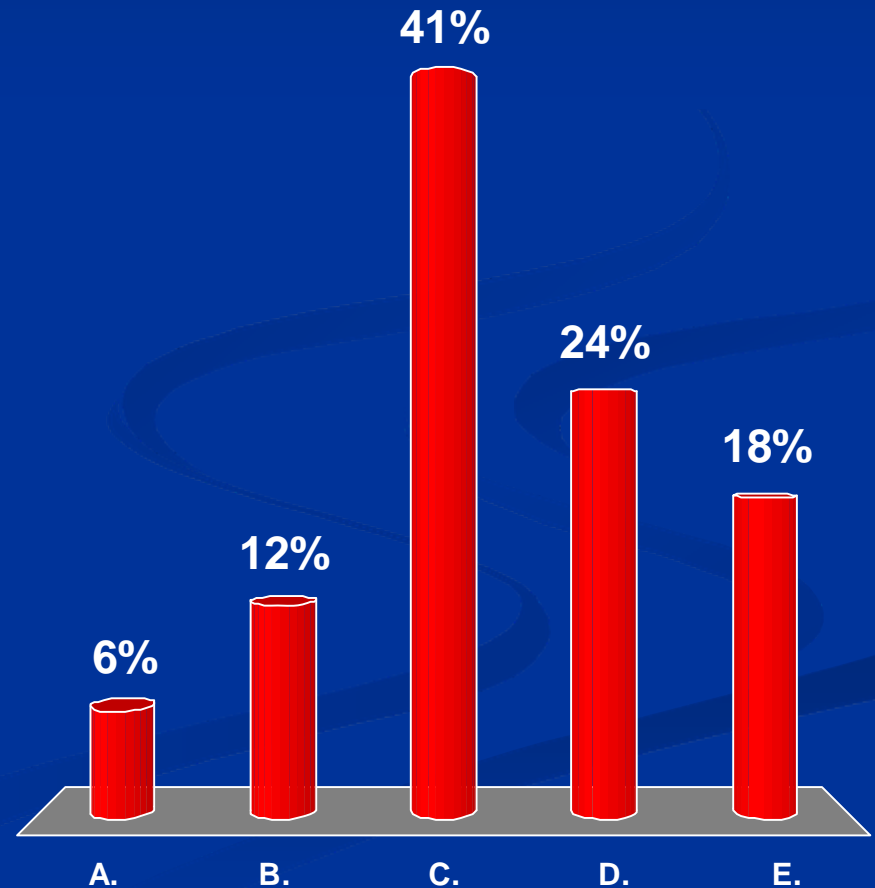
**A. yes**

**B. no**



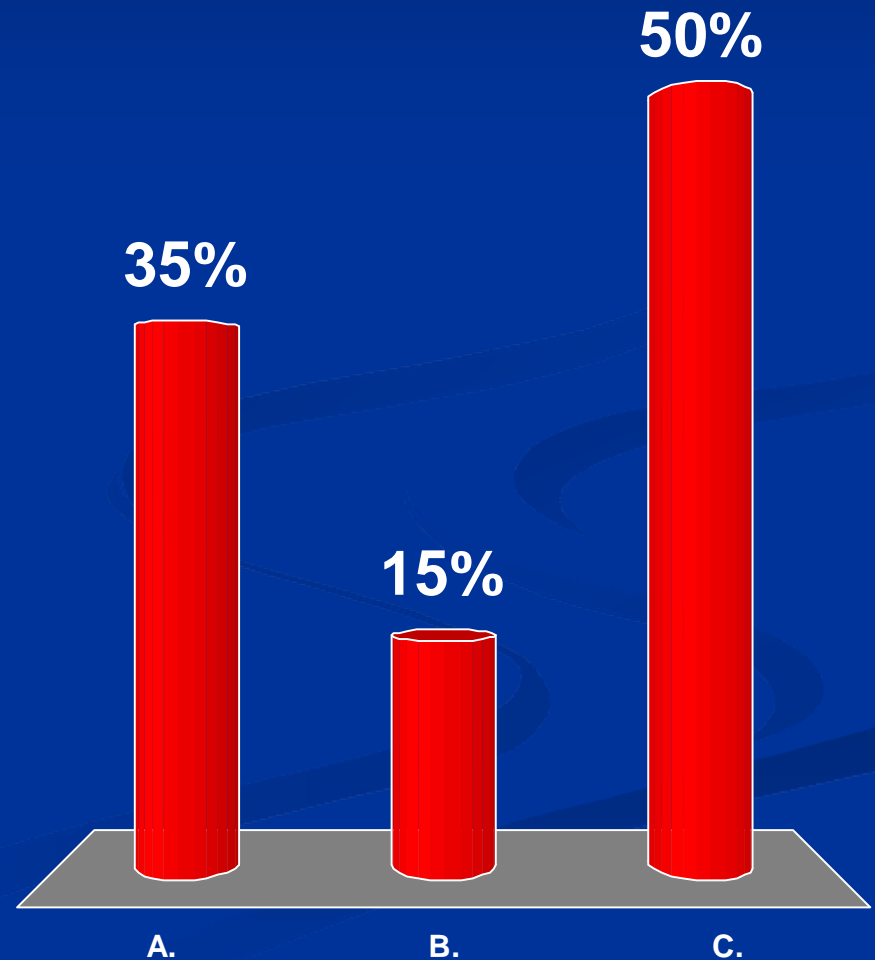
# How many RVU's do you produce in a year?

- A. < 2000**
- B. 2000-4000**
- C. 4000-7000**
- D. 7000 +**
- E. NA**



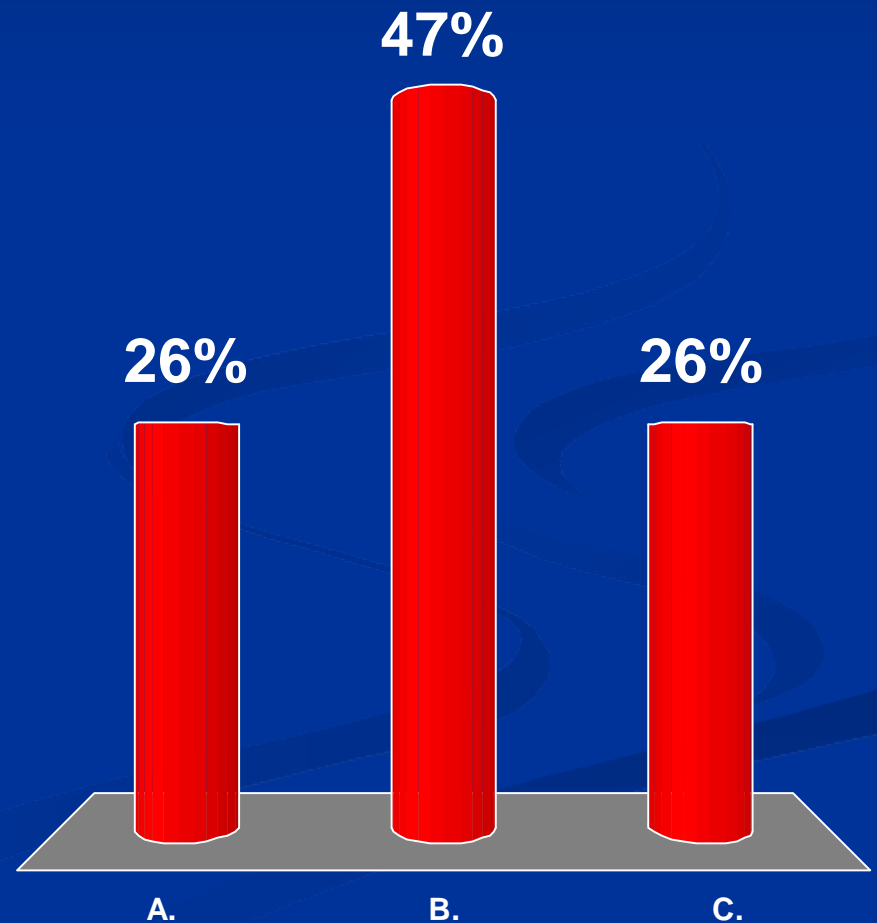
# How are business decisions made in your practice?

- A.** All participate equally
- B.** Seniority
- C.** Outside department



# How are you paid?

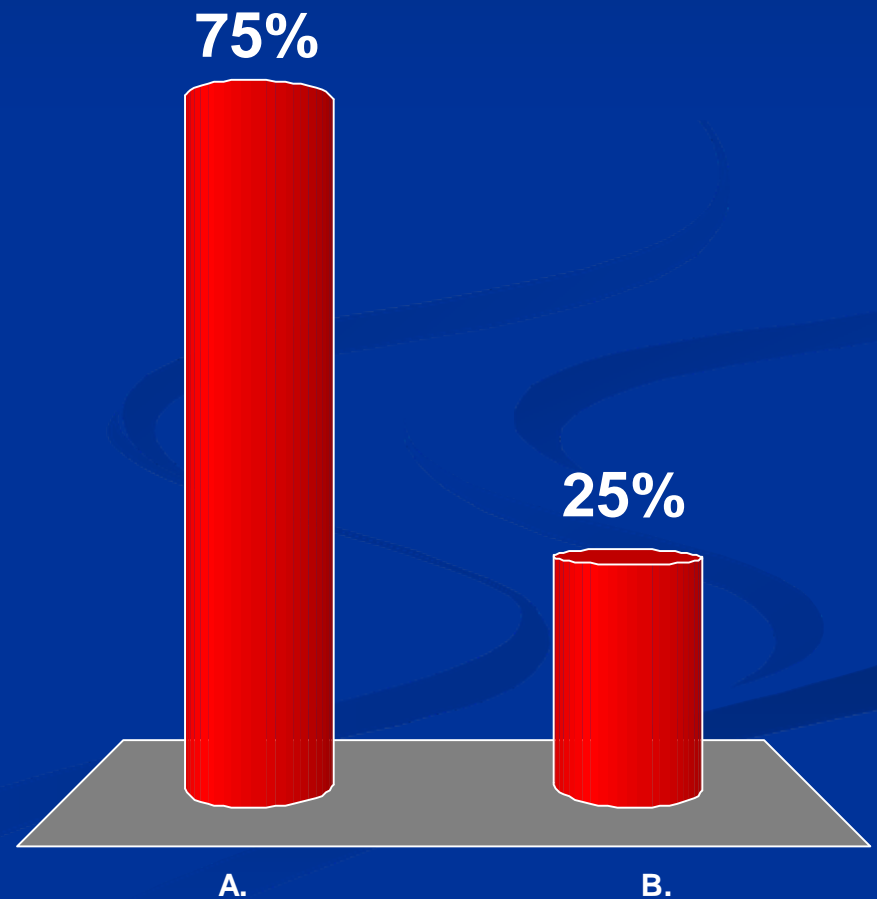
- A.** Everything shared equally
- B.** base + production
- C.** production only



# Do you have an EMR?

**A. yes**

**B. no**



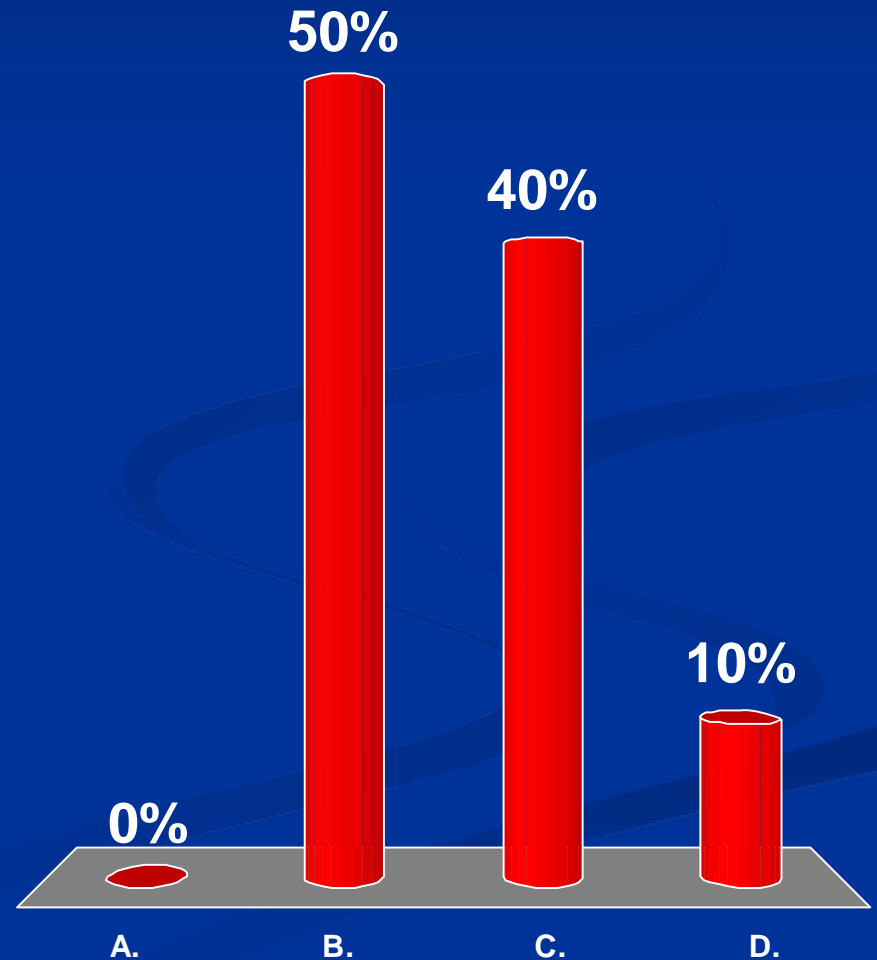
# How many patients do you see in a day?

**A.** <10

**B.** 10-20

**C.** 21-30

**D.** More



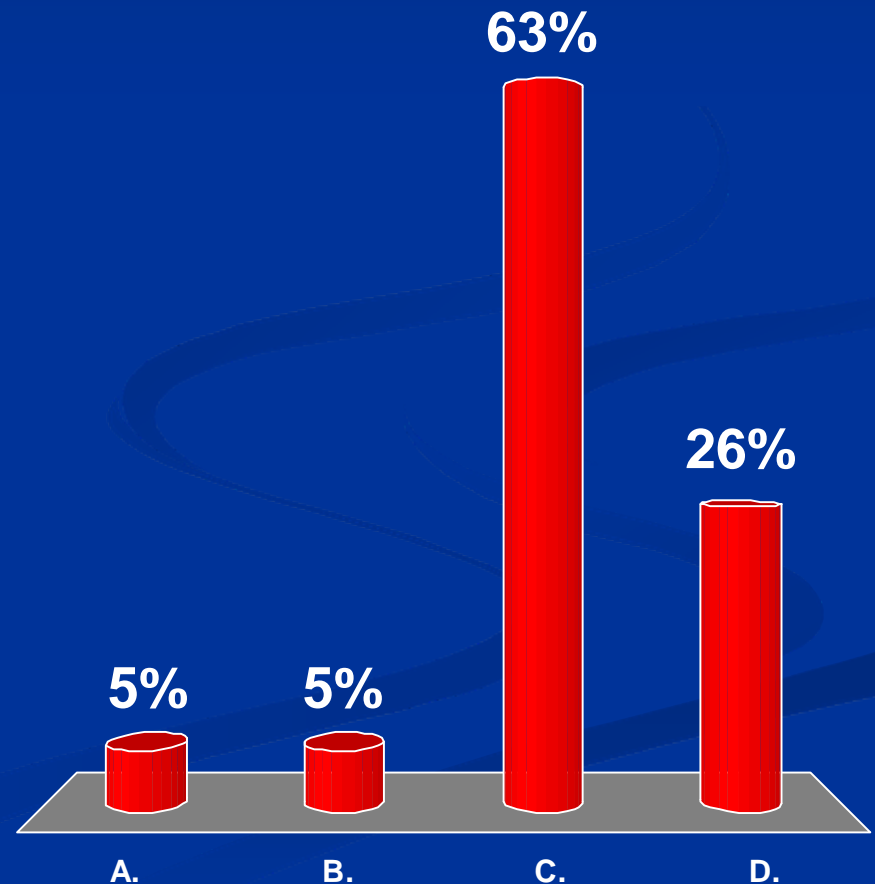
# What was your gross income last year?

**A.** <\$100,000

**B.** \$100,000-  
\$200,000

**C.** \$200,000-  
\$350,000

**D.** \$350,000+



# Practice Trends

Head and Neck Oncology

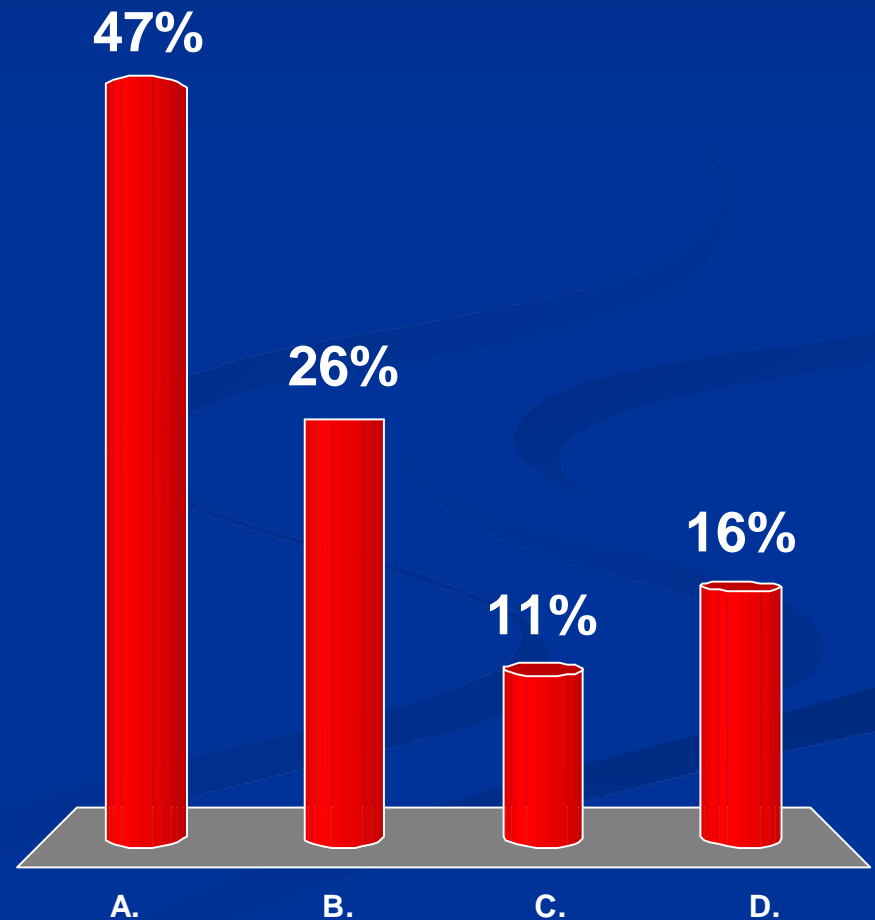
How many new head and neck cancer patients do you diagnose and manage (+/- surgery) in one year?

**A. Fewer than 5**

**B. 5-20**

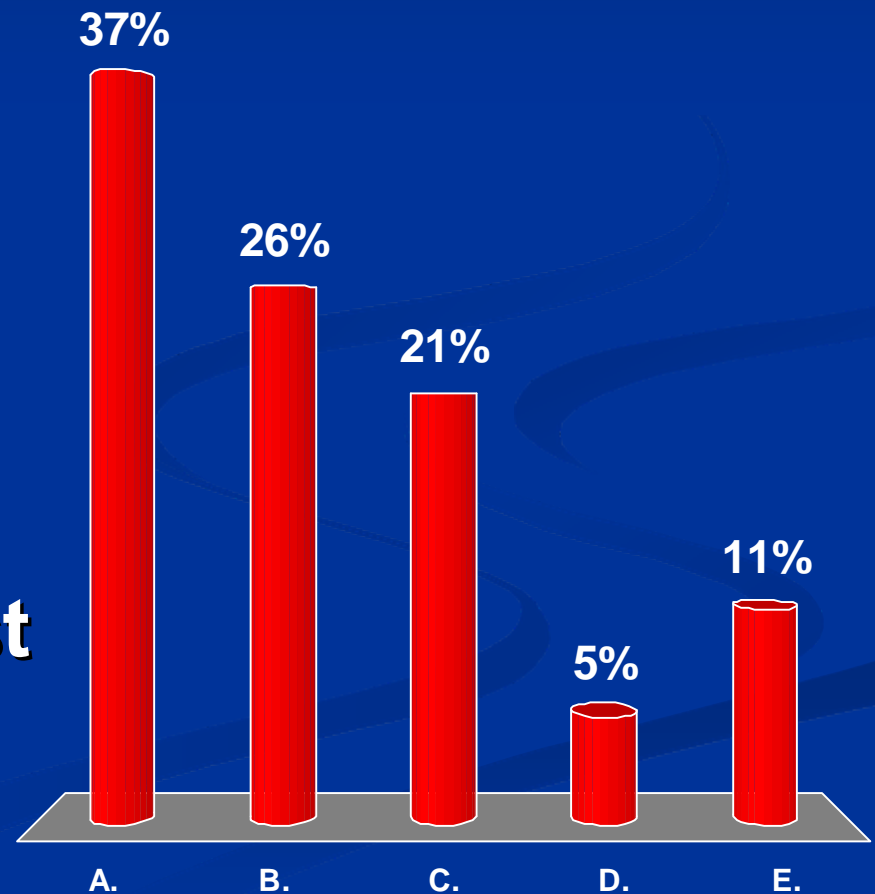
**C. 20-30**

**D. 30+**



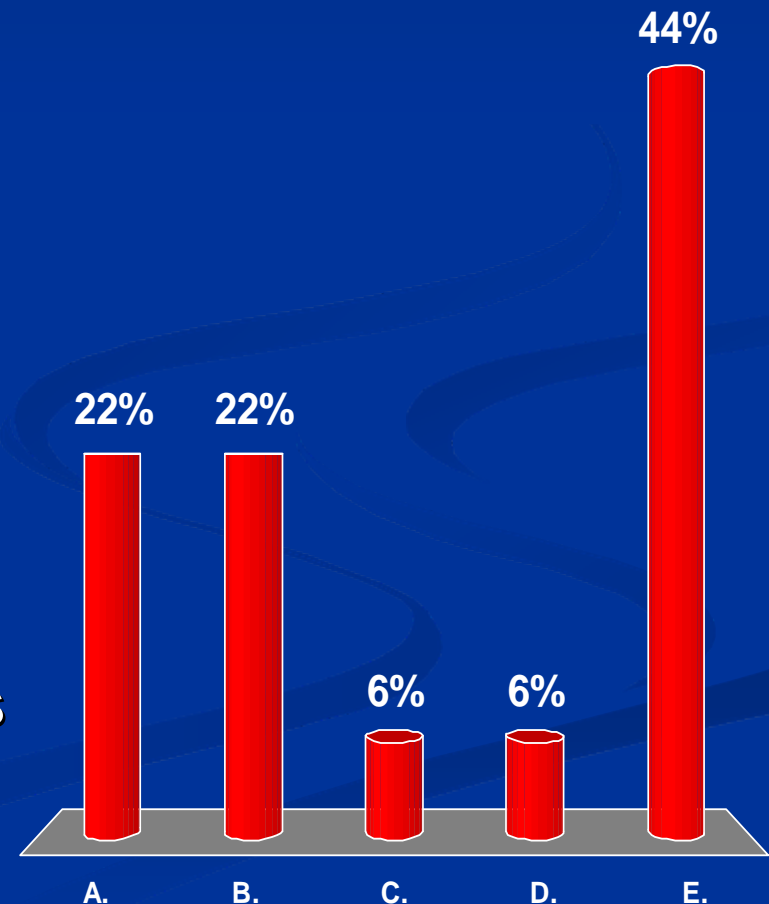
# How many neck dissections have you done in the past year?

- A.** 0
- B.** 1-5
- C.** 6-20
- D.** >20
- E.** I am a head and neck subspecialist (assume 20+)



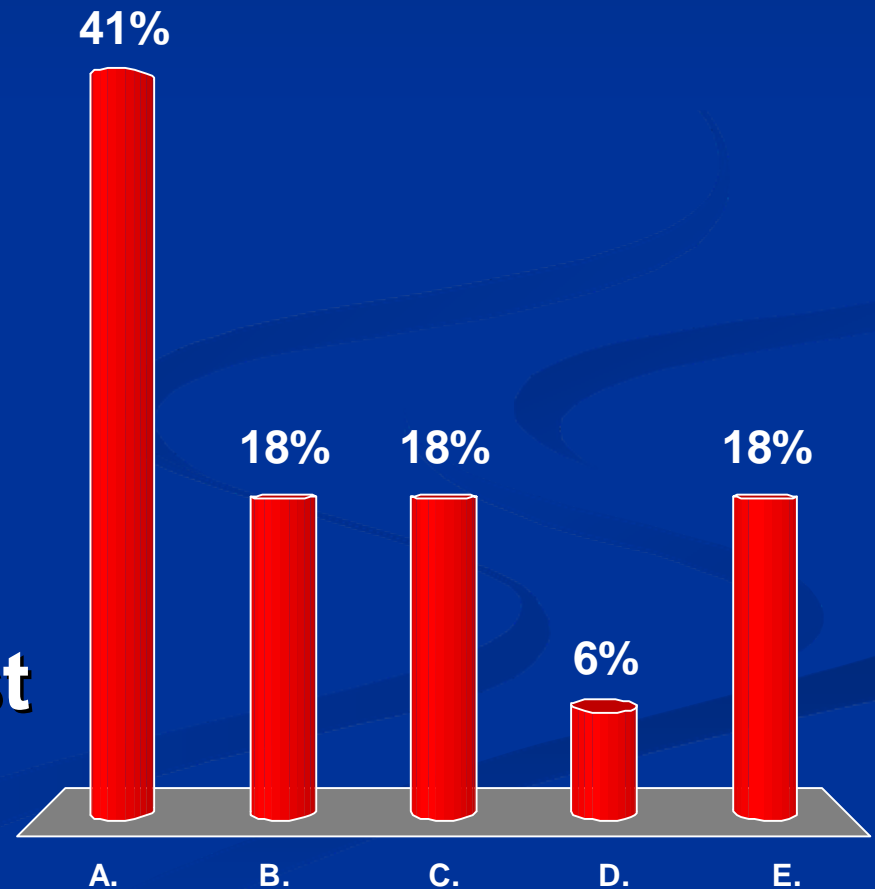
# For complex defects...

- A.** I do no or minimal reconstruction
- B.** I do some complex reconstructions (local or pedicled flaps)
- C.** I do all reconstructions, incl. free flaps
- D.** I have access to another specialist (general plastics), who does my reconstructions
- E.** I work with a team of surgeons for resection/reconstruction in a tertiary care setting



# What percentage of your patients are referred to a head and neck subspecialist at any point in time?

- A.** <5%
- B.** 6-20%
- C.** 21-50%
- D.** 100%
- E.** I am a head and neck subspecialist

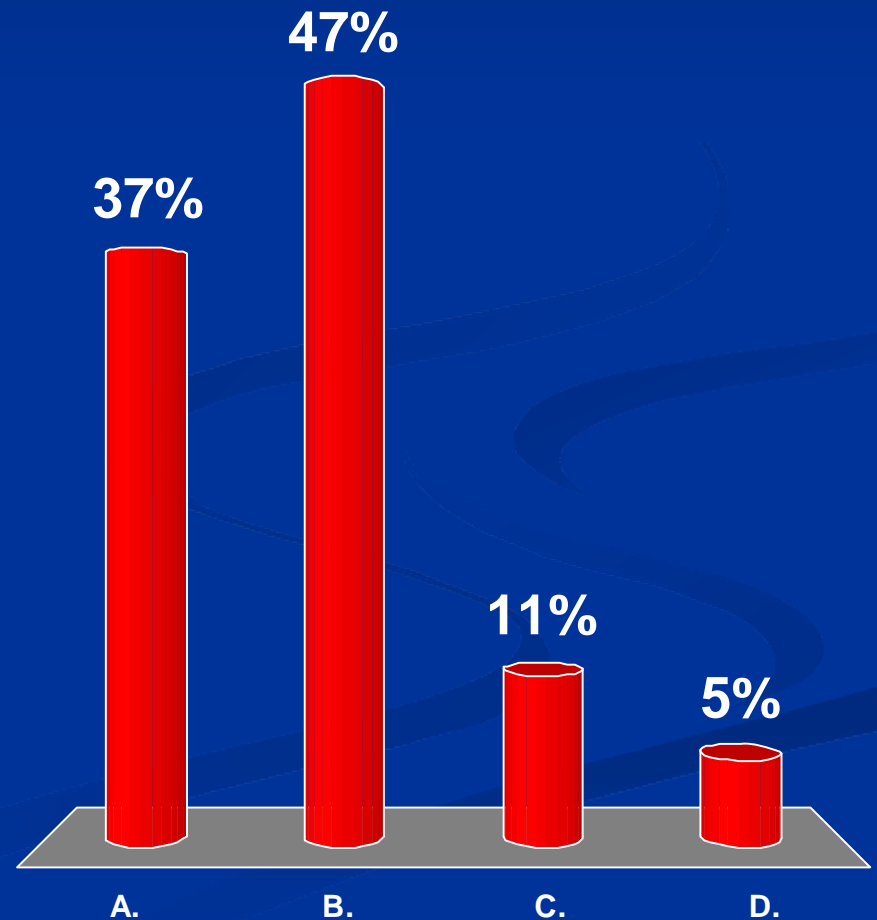


# Practice Trends

Pediatrics

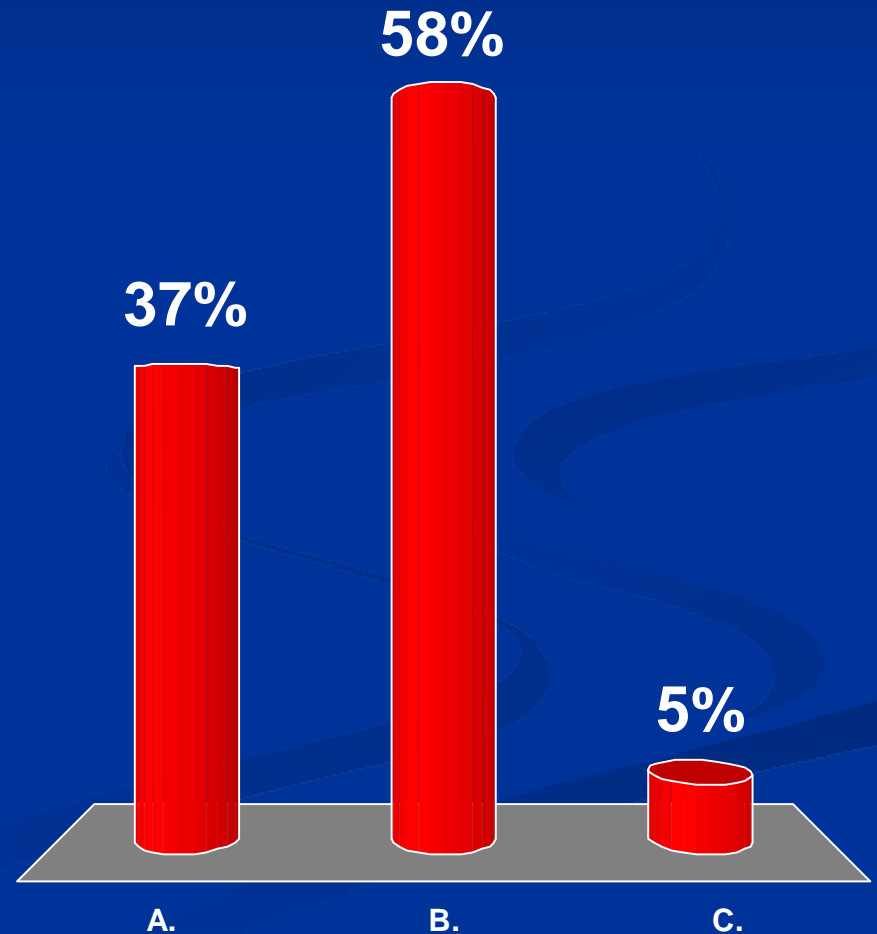
# How much of your general practice is made up of Pediatric patients?

- A. <5%**
- B. 20%**
- C. 50%**
- D. 100%**



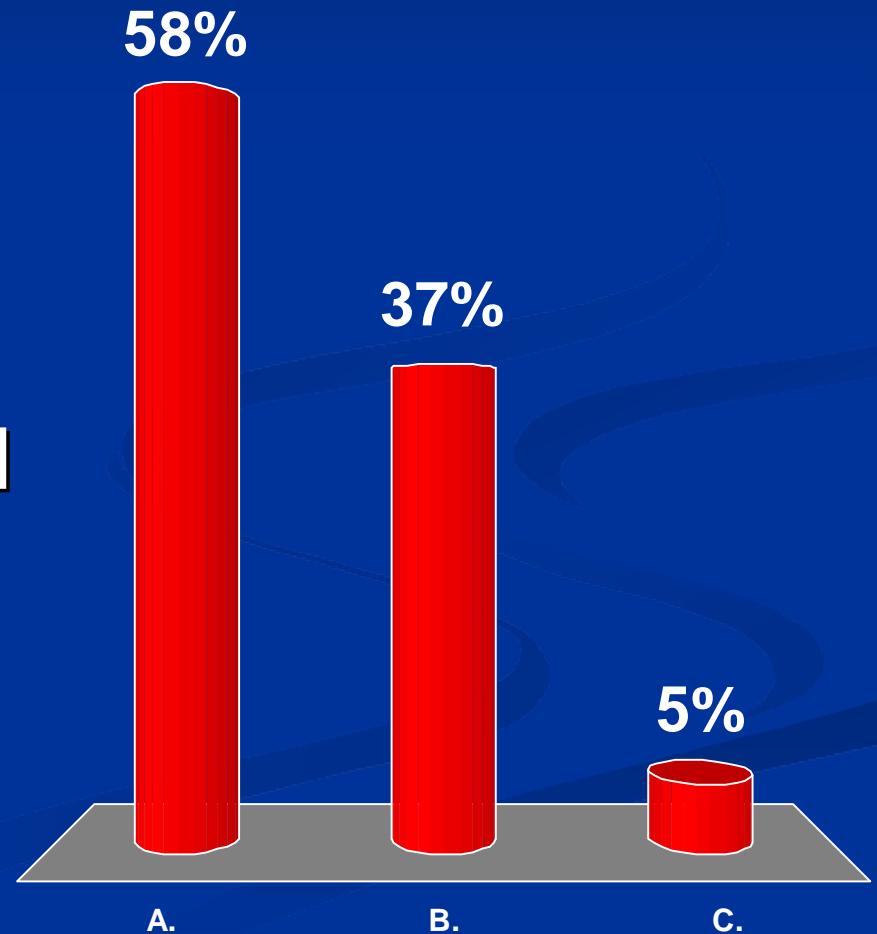
If you have a pediatric patient in no distress, with a FB in the airway, what do you do?

- A.** Take it out
- B.** Refer to Pediatric Otolaryngologist
- C.** I am a Pediatric Otolaryngologist (fellowship)



# For a child with a neck mass that may need surgery, what do you do?

- A.** Work it up and decide
- B.** Refer to Pediatric Oto for workup and surgery
- C.** I am a Ped Oto....

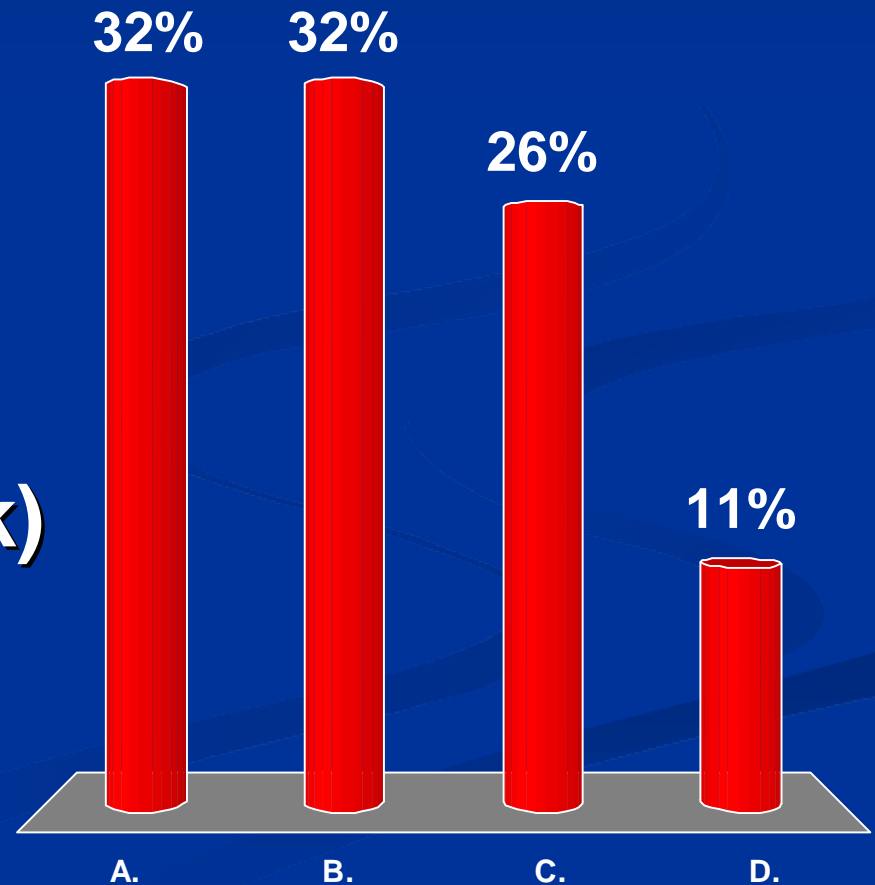


# Practice Trends

Plastics/Trauma

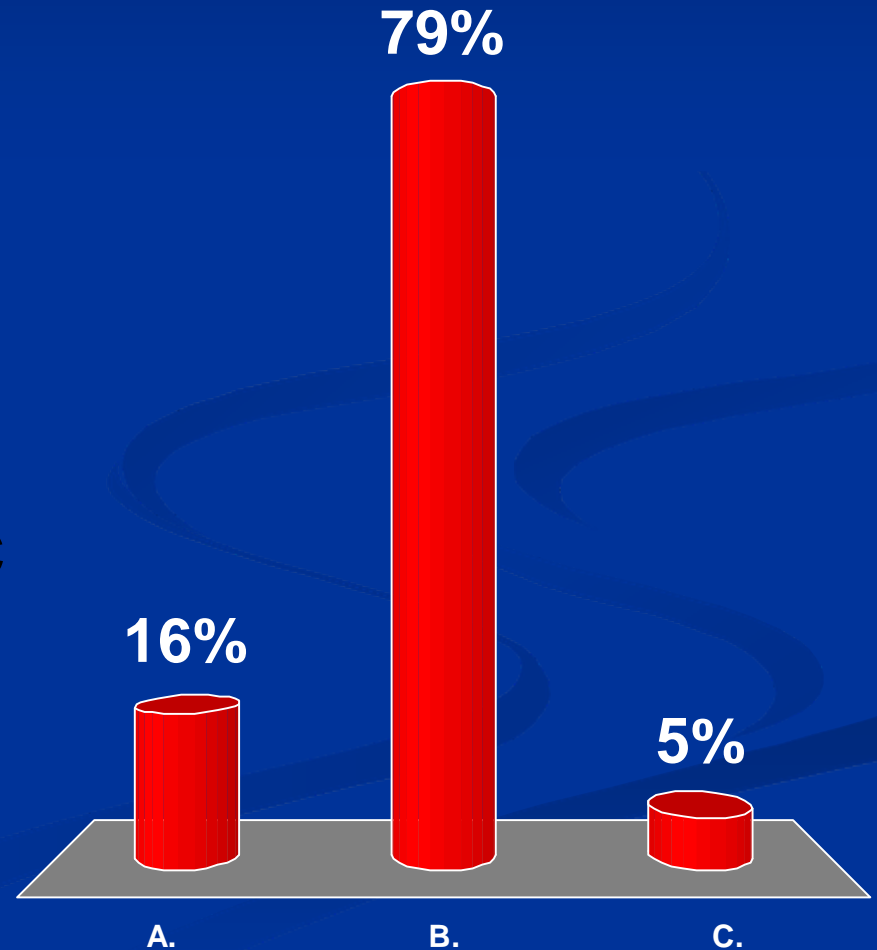
You have a patient with a complex mandible fracture involving dentition. What do you do?

- A.** Take care of it
- B.** Refer to trauma hospital
- C.** Find an oral surgeon (good luck)
- D.** I work in a trauma hospital



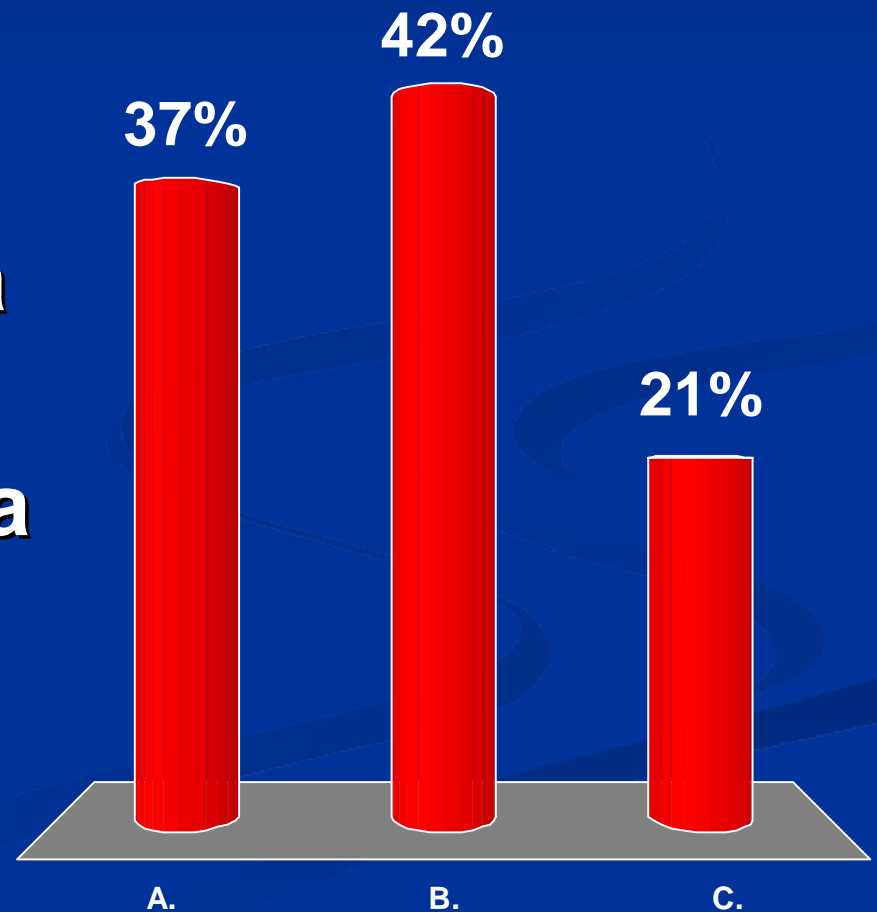
You have a 30 year old patient who wants a rhinoplasty.  
What do you do?

- A.** Do it
- B.** Refer to facial plastic surgeon
- C.** I am a facial plastic surgeon



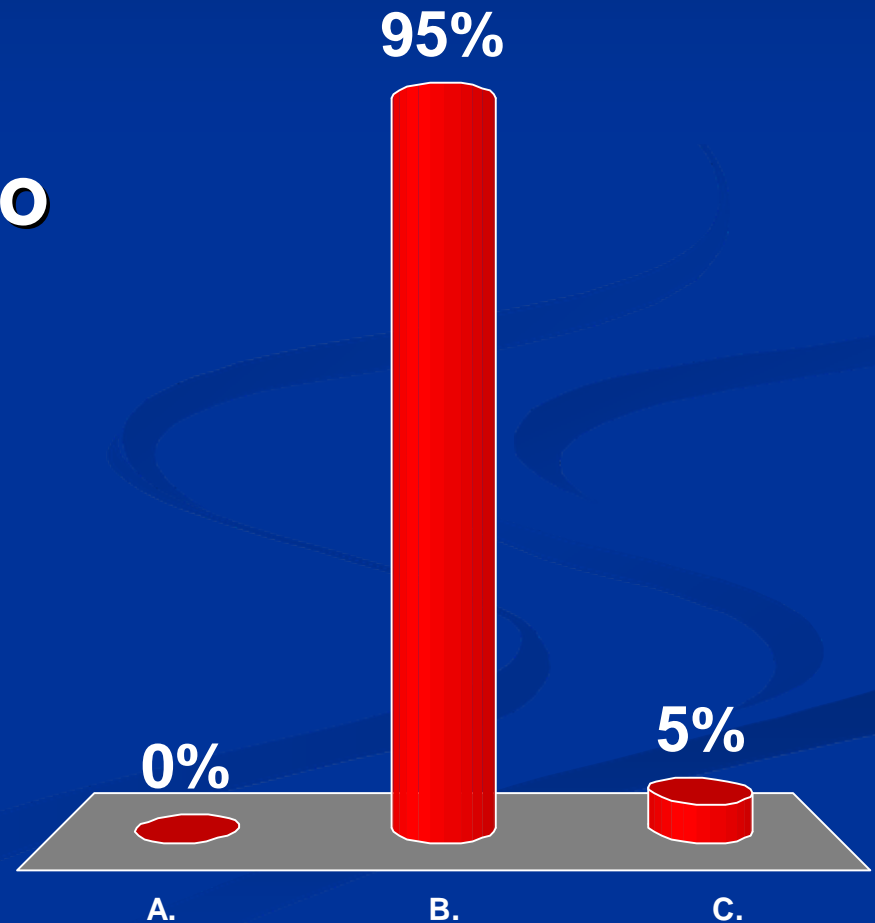
A patient has a midface and orbital fracture.  
What do you do?

- A.** Fix it
- B.** Refer to the trauma hospital
- C.** I work at the trauma hospital



A child with a cleft lip/palate is referred for surgery.  
What do you do?

- A.** Do the surgery yourself and refer to a cleft clinic
- B.** Refer to subspecialist in cleft surgery
- C.** I am a cleft specialist

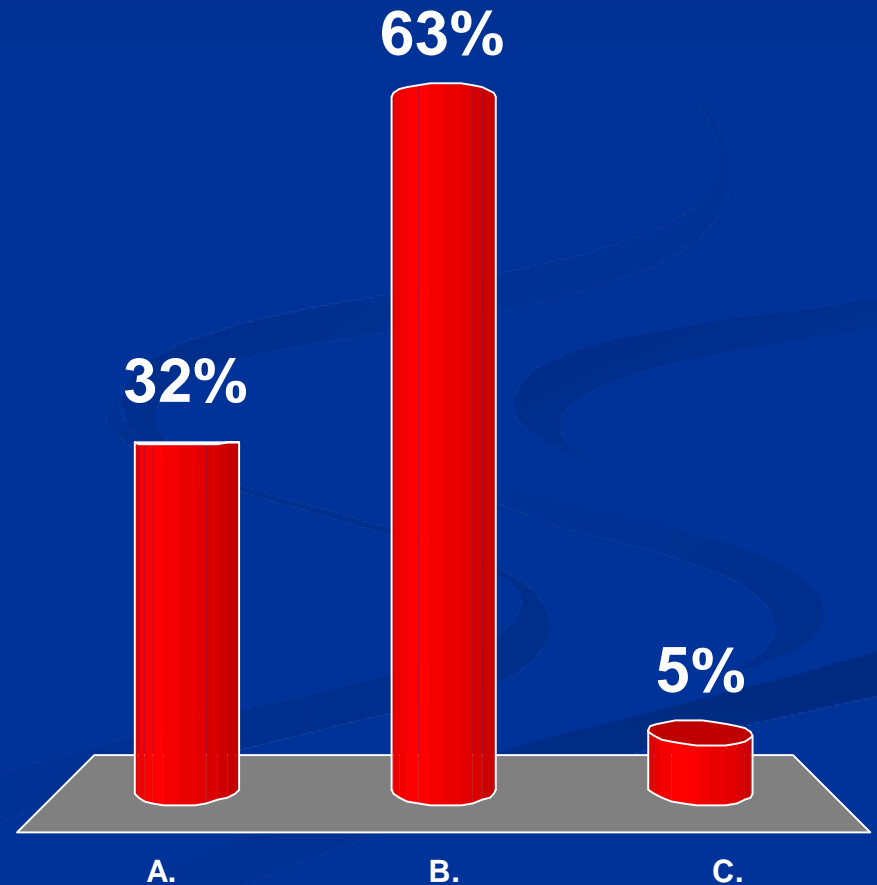


# Practice Trends

Otology

You have a 10 year old with a  
cholesteatoma.  
What do you do?

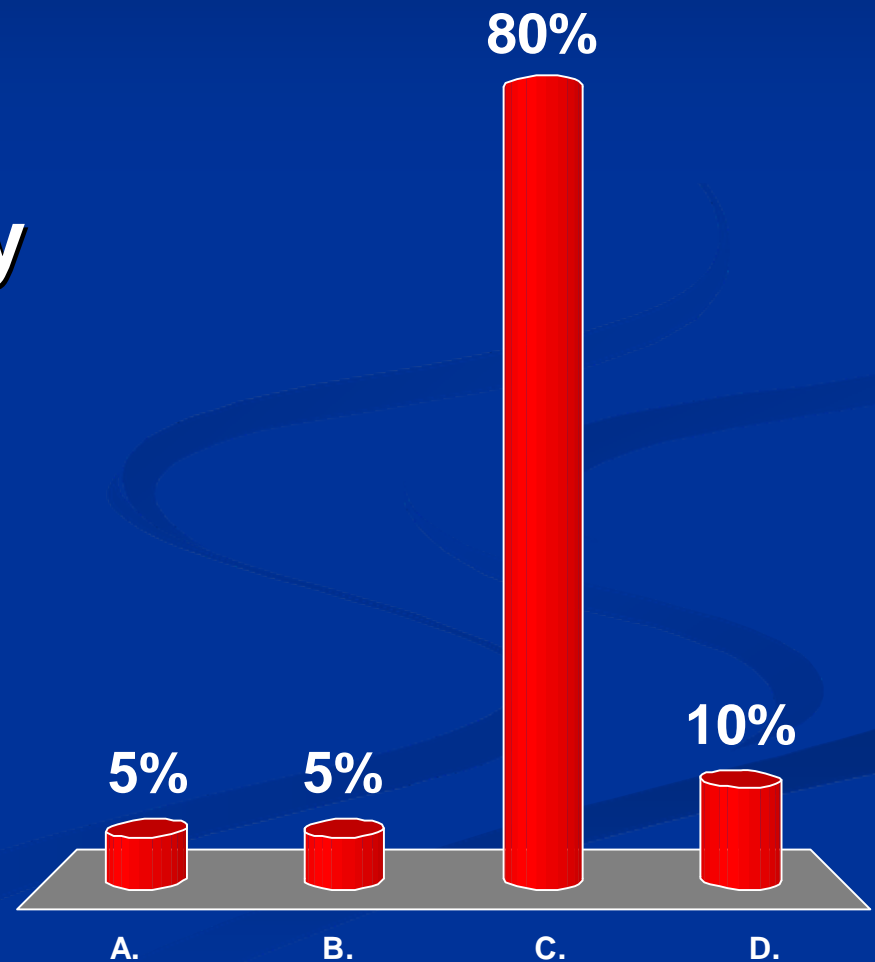
- A. Operate**
- B. Refer to  
subspecialist**
- C. I am a  
subspecialist**



Your patient has probable otosclerosis and ME exploration/possible stapes surgery is recommended.

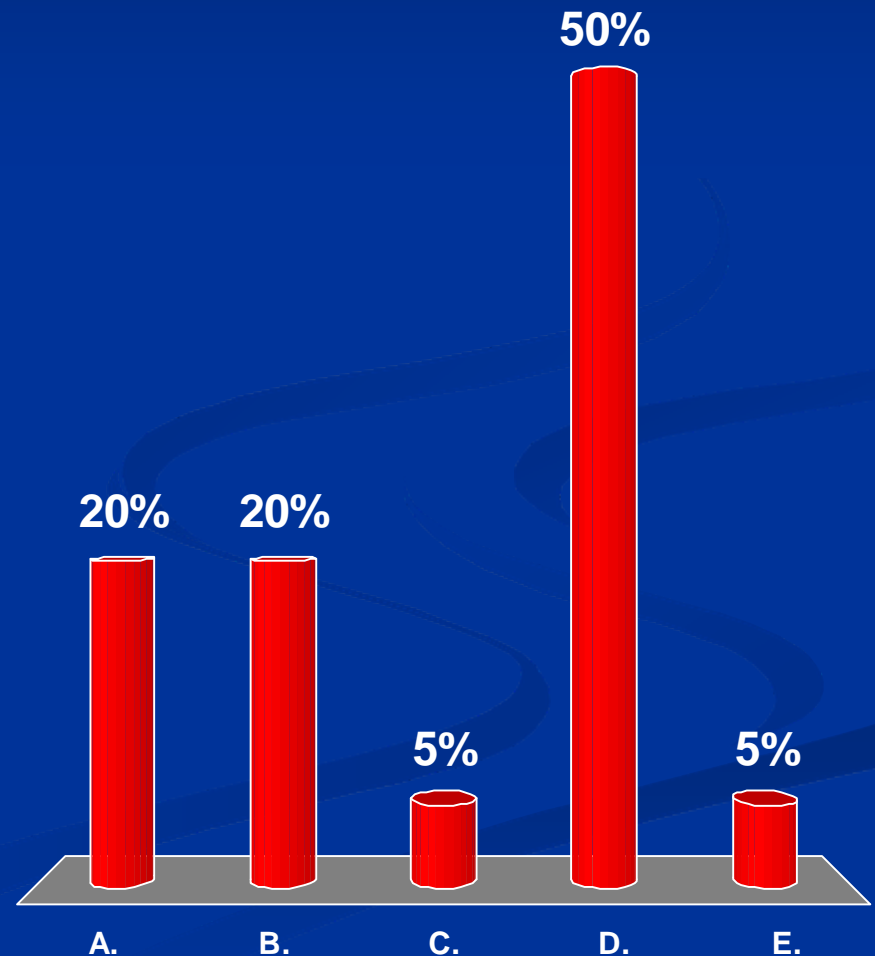
What do you do?

- A.** laser stapedotomy
- B.** stapedectomy
- C.** Refer to an Otologist
- D.** I am an Otologist



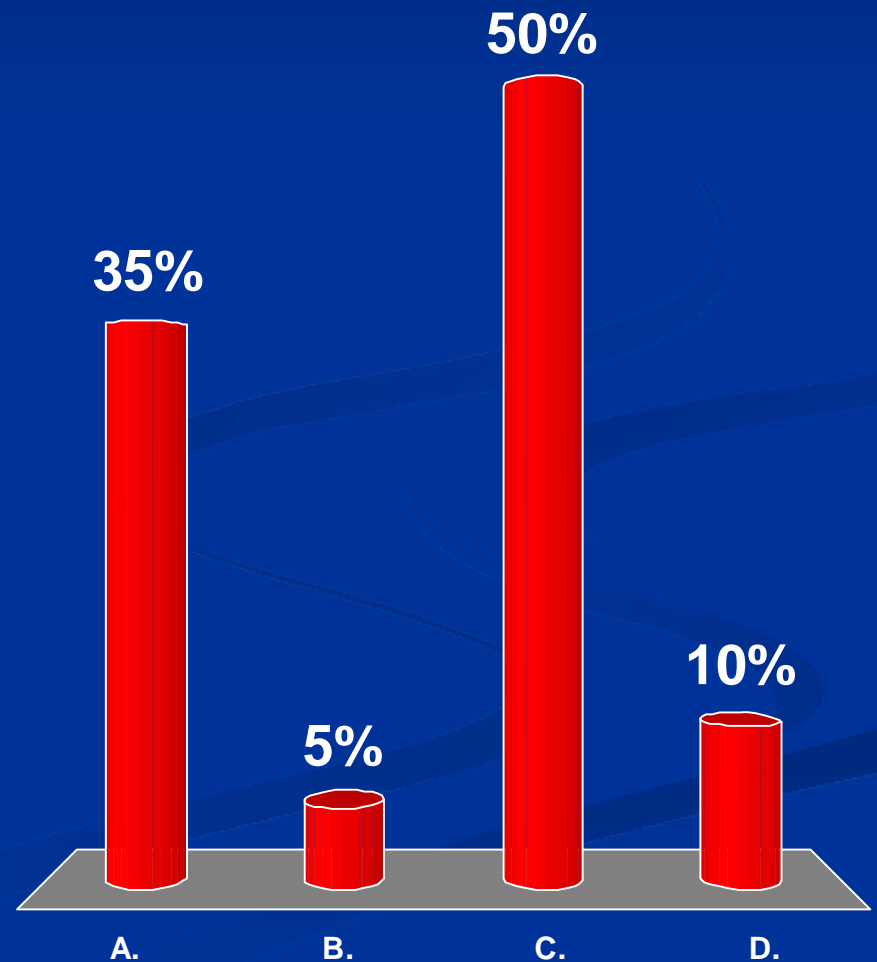
# What percentage of your surgical otologic patients get referred to a subspecialist?

- A.** <5%
- B.** 6-20%
- C.** 21-50%
- D.** All of them
- E.** I am an Otologist



You have a patient with vertigo who is calling 3 times a day to update you on symptoms.  
What do you do?

- A.** Prescribe something for the patient and provide reassurance
- B.** Prescribe something for yourself and provide reassurance
- C.** Refer to an Otologist
- D.** I am an Otologist

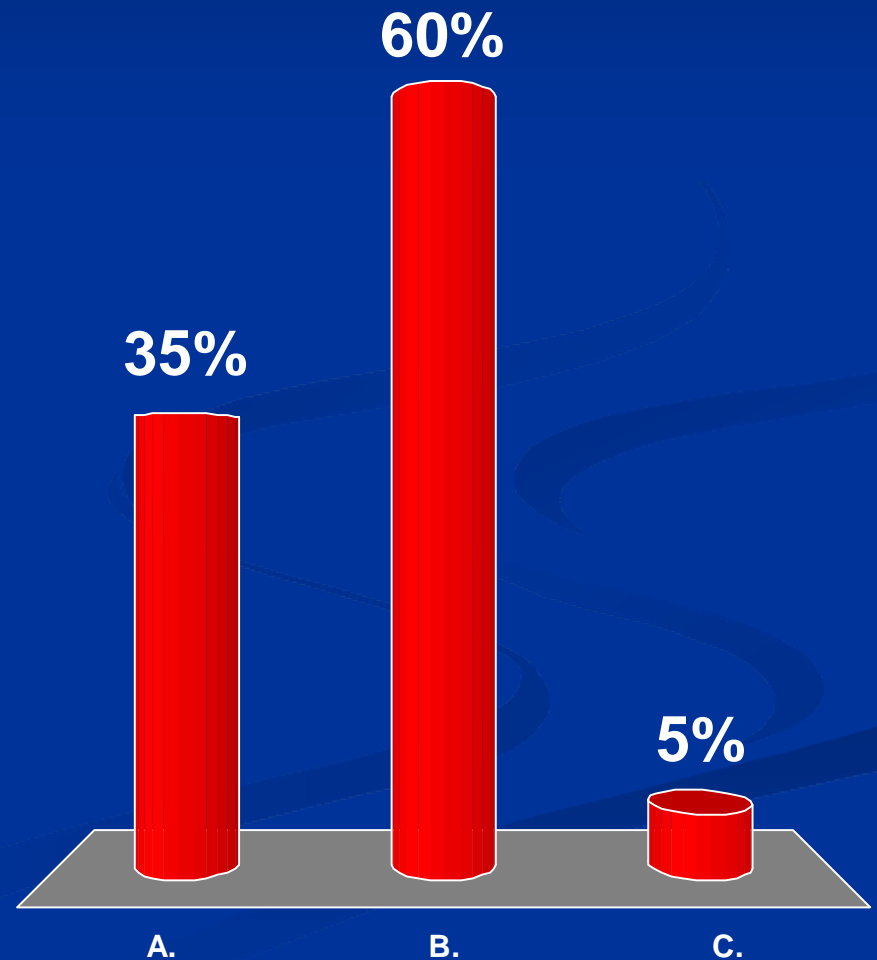


# Practice Trends

Sinuses

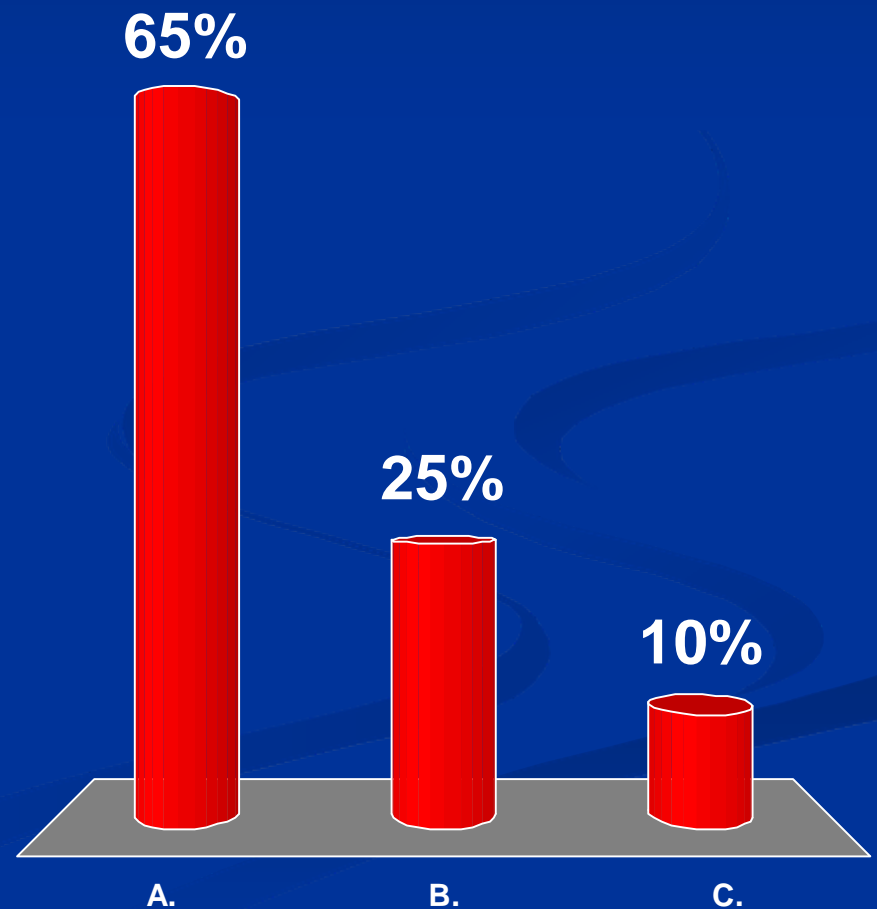
Your patient has a mucocele pushing out the posterior wall of the frontal sinus.  
What do you do?

- A. Take care of it**
- B. Refer**
- C. I am a sinus specialist**



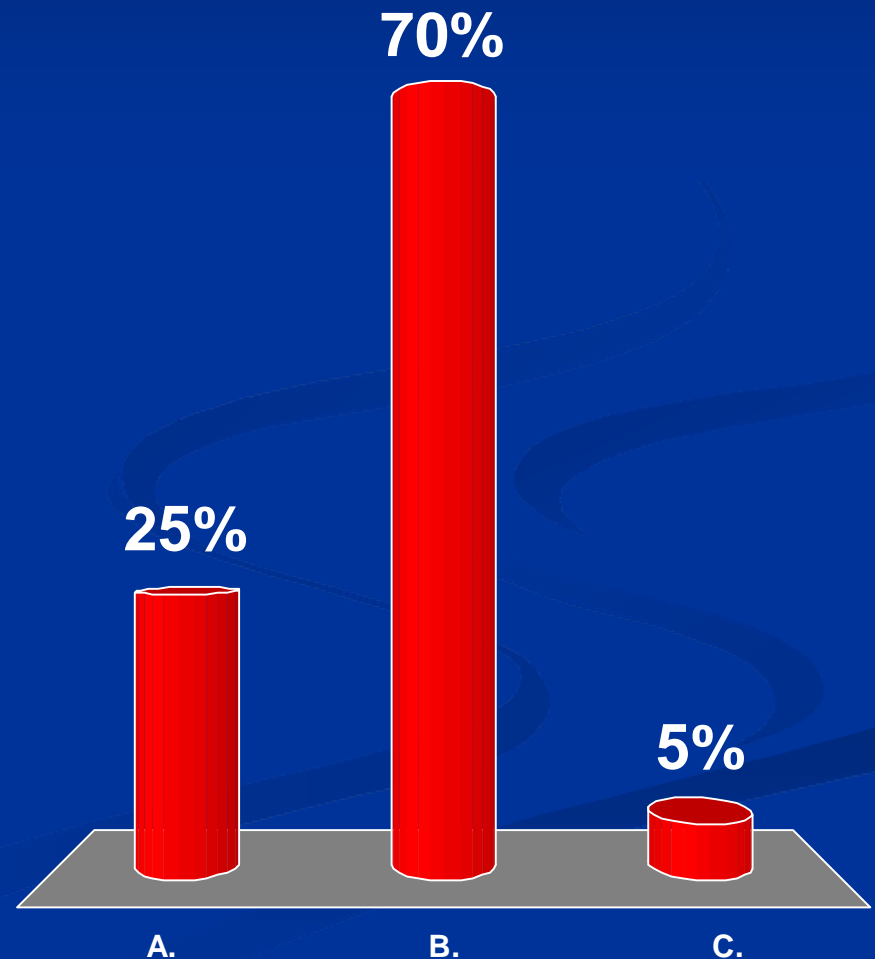
**Your patient has chronic sinusitis and nasal polyps that are recurrent.  
What do you do?**

- A. Take care of it**
- B. Refer**
- C. I am a sinus specialist**



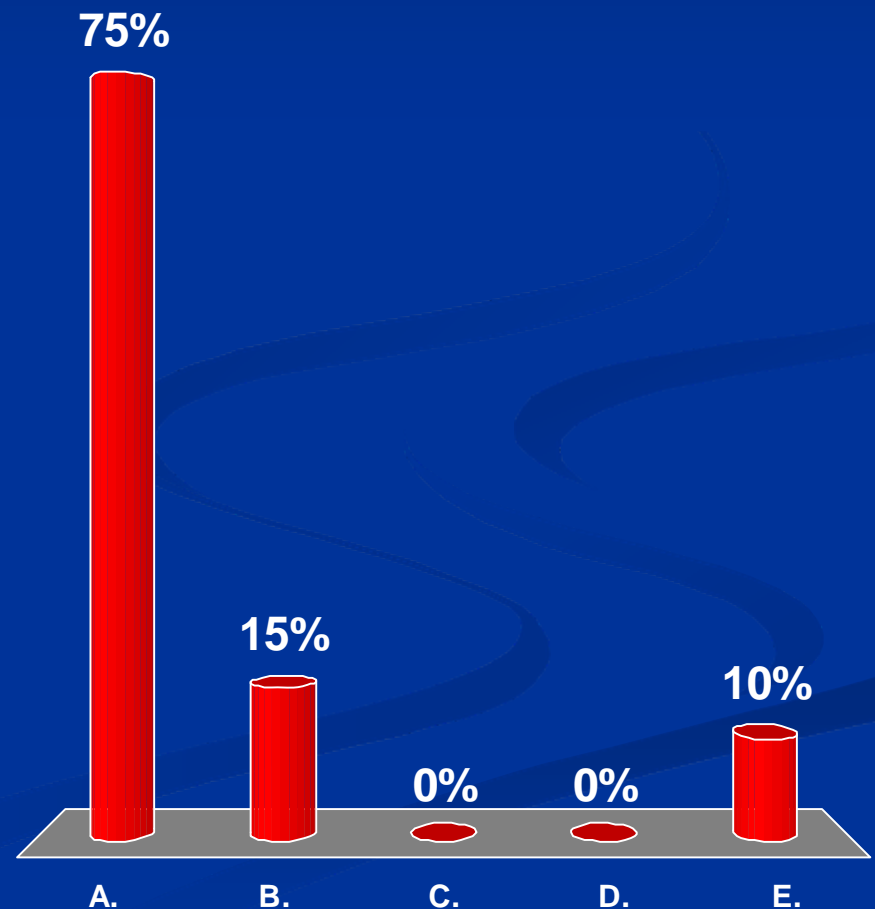
**Your patient has had multiple surgeries (by you) and continues to have infections. What do you do?**

- A. Keep trying**
- B. Refer**
- C. I am the specialist (and can fix every sinus patient)**



# What percentage of patients in your practice get referred to a sinus specialist?

- A.** <5%
- B.** 5-20%
- C.** 20-50%
- D.** 100%
- E.** I am a sinus subspecialist



# Practice Trends

Laryngology/Airway

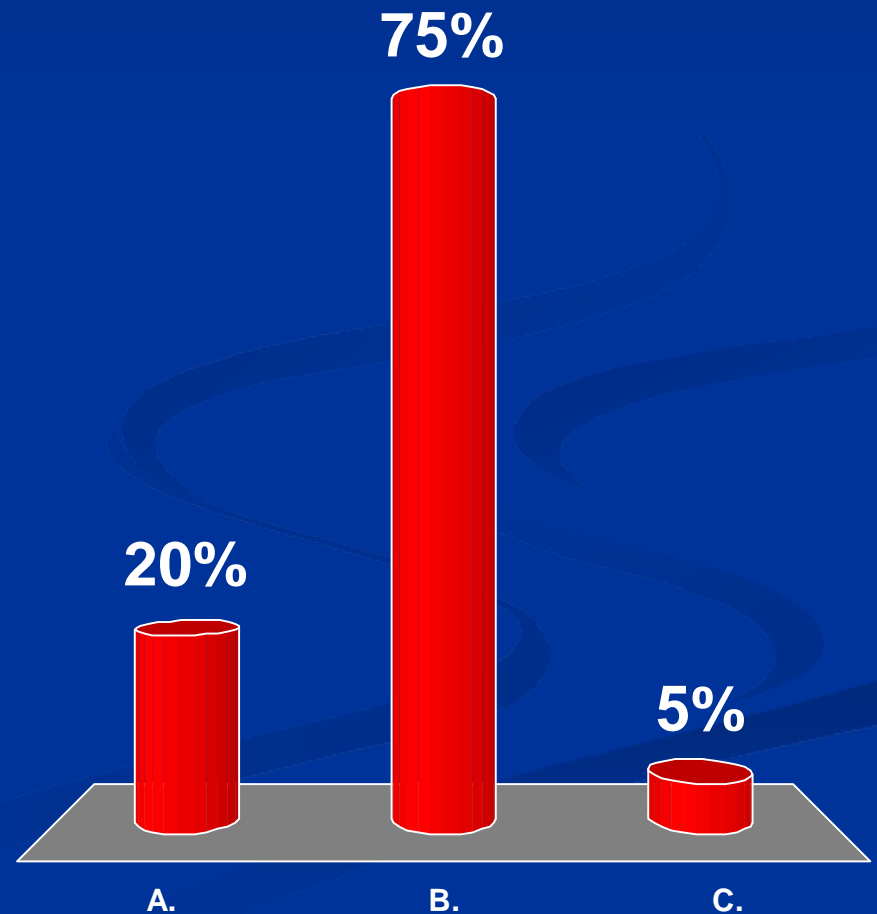
Your patient has subglottic stenosis and is getting slowly but progressively short of breath.

What do you do?

**A.** Take care of it

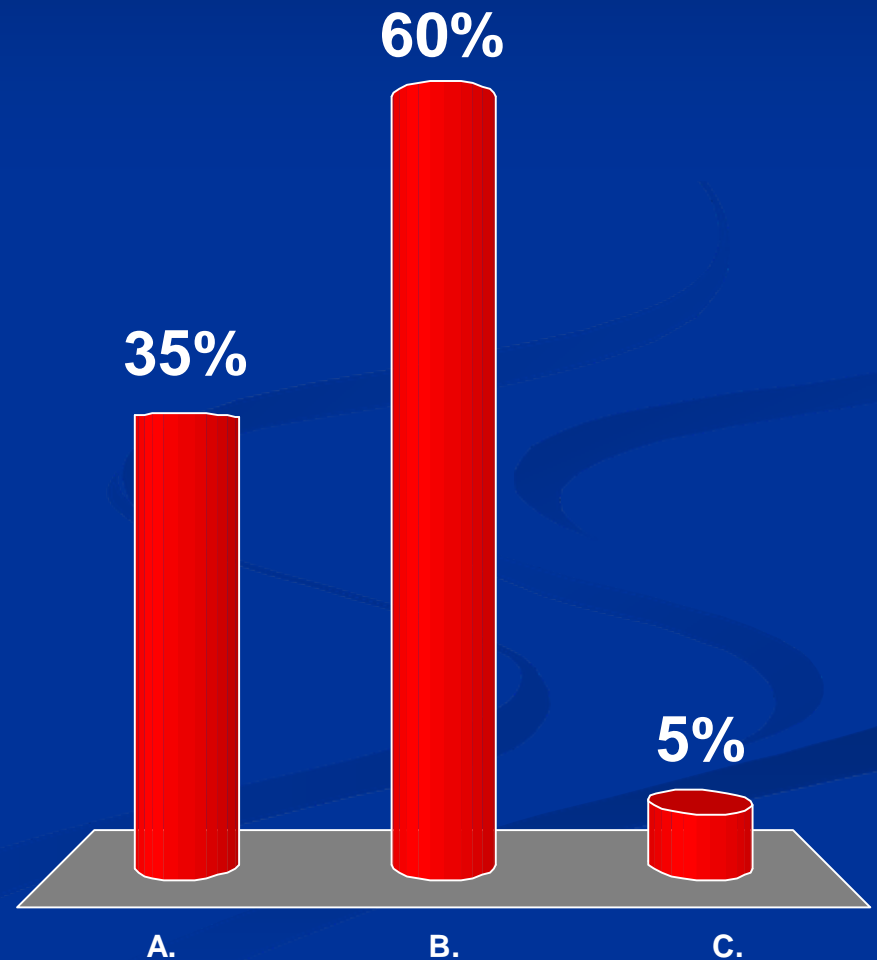
**B.** Refer

**C.** I am an airway specialist



Your patient is an opera singer who is hoarse. You see a lesion on the vocal cord. What do you do?

- A.** Manage it
- B.** Refer to Laryngologist
- C.** I am a Laryngologist



# What percentage of your Laryngology/Airway patients do you refer to a subspecialist?

- A.** <5%
- B.** 5-20%
- C.** 20-50%
- D.** 100%
- E.** I am a Laryngologist/Airway specialist

