

# Physicians generate \$2.4M annually for their hospitals, study finds

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Physicians generate an average of \$2,378,727 per year in net revenue for their affiliated hospitals, according to a survey by physician search firm Merritt Hawkins.

Merritt Hawkins surveyed hospital CFOs about how much revenue physicians in 18 specialities generated in the previous 12 months, including both net inpatient and outpatient revenue from hospital admissions, tests, treatments

prescriptions and procedures ordered by physicians.

<sup>1</sup> Item added

The most lucrative specialists were full-time cardiovascular surgeons, who generated an average of almost \$3.7 million a year, followed by invasive cardiologists at \$3.5 million, and neurosurgeons at \$3.4 million. Family physicians generate an average of \$2.1 million for their affiliated hospitals.

"The value of physician care is not only related to the quality of patient outcomes," said Travis Singleton, executive vice presidents at Merritt Hawkins. "Physicians continue to drive the financial health and viability of hospitals, even in a healthcare system that is evolving towards value-based payments."

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