



## ASOA Friday Focus Surveys™

Focusing on the **BUSINESS** of Ophthalmology

January 2012

*Survey Information*  
*Topic – Adding a*  
*New Doctor to the*  
*Practice*

*Respondents: 426*  
*(Number of*  
*members surveyed*  
*ranges from 2100-*  
*2500 depending on*  
*the topic)*

### 1. Have you added a new doctor to your practice in the last year?

Response	%
Yes	35.3%
No	64.7%

### 2. What influenced your decision to add a new doctor? (Select all that apply)

Response	%
Increased patient volume	54.7%
Desire to increase revenue by increasing capacity	50.8%
MD retiring or leaving the practice	36.7%
Implementing auxiliary services (e.g. audiology, optical shop, cosmetic)	10.9%

### 3. When the question of whether to add a new doctor to your practice comes up, does your practice ever consider reducing patient volume instead?

Response	%
Yes	4.7%
No	95.3%

Friday Focus Surveys™ are a member benefit of the American Society of Ophthalmic Administrators.  
For membership information, contact: [asoa@asoa.org](mailto:asoa@asoa.org) or 703-788-5777.

ASOA  
4000 Legato Road, Suite 700  
Fairfax, VA 22033  
[www.asoa.org](http://www.asoa.org)  
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