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AMERICAN COLLEGE OF RADIOLOGY

# Private Practice

Bridging the Gap Between Practicing Radiology and Being a Leader

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# Disclosures

- None

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## Learning Objectives/Key Take-Away Points

- There are similarities and differences between Private Practice and Academic Practice
- From my experience, radiologists do a pretty good job of self-selecting where they would best flourish

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## Similarities Between Private Practice vs. Academic

- What you bring to table is key to getting hired, succeeding
  - Training
  - Experience
  - Local ties
  - Relationships with referrers
  - Willingness to do tasks that others won't
    - Take call, work weekends/nights
    - Read mammo
  - Medical Society involvement
    - Leadership in local, national societies - ACR
- Your clinical expertise matters a lot
- Reputation with referrers matters a lot

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## Differences Between Private Practice vs. Academic

- Working clinically 5 days/week
  - Typically no academic/research/admin days
- Traditionally, have hospital contracts and outpatient offices
  - Contract with hospitals but are not employed by hospitals
  - Changing as more hospitals demand that their radiologists be employed
- Traditional Partnership track – 3-5 years in DC area
  - Partners buy in over time
    - In an era of declining physician ownership, it is an honor to be asked to buy in

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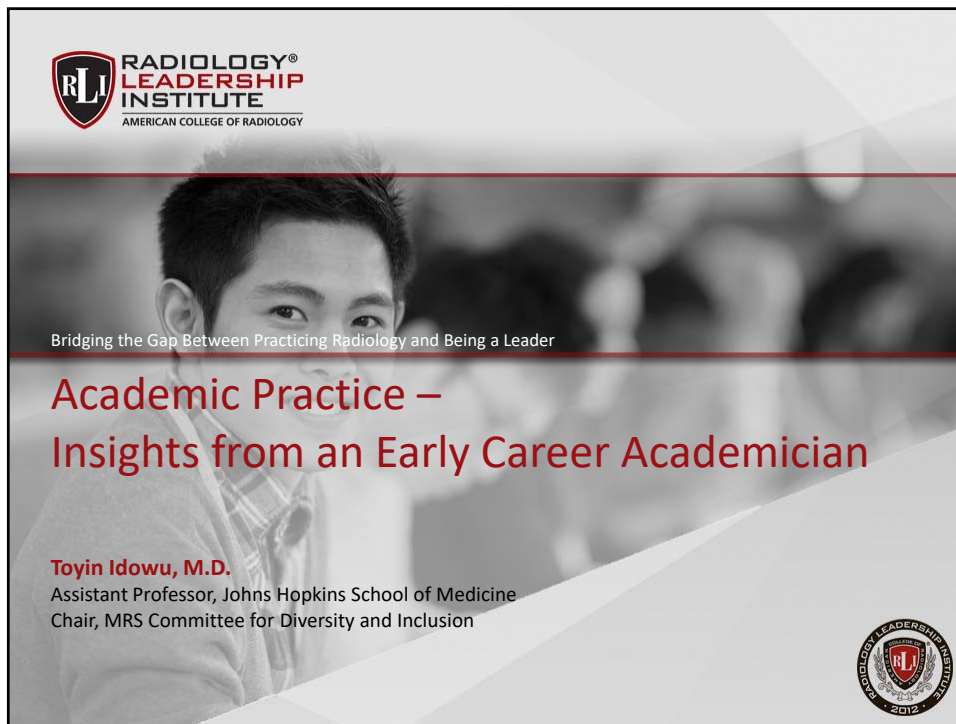
## Differences Between Private Practice vs. Academic


- More full time, less part time
  - In our practice, for the most part, part time status is earned over time by Senior Partners
- Practice building, marketing more important
- Typically make more money in Private, esp as Partner
  - Ownership stake
  - Capture Technical component in addition to Professional component
- Arguably more equitable decision making vs. Academic hierarchy - Dept Chair, Division Chair
  - Executive Committee - both
  - Seniority matters - both

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## Academic Practice – Insights from an Early Career Academician

**Toyin Idowu, M.D.**  
Assistant Professor, Johns Hopkins School of Medicine  
Chair, MRS Committee for Diversity and Inclusion




### Disclosures

- No financial disclosures or potential conflicts of interest.

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### Learning Objectives/Key Take-Away Points

- There are opportunities in both Academic and Private practice – you can flourish in either
- Maximize opportunities for educational growth and collaboration during training, whether on the path to Academic or Private Practice life – networks built can last a lifetime

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## Benefits of Academic Practice

- Continuous learning environment – emphasis on education and research
- Exposure and Expertise
- Residents/Fellows
- Academic Days
- CME/Education/National leadership – lectures, conferences, professional organizations
- Stability + Benefits



Turkish National Radiology Conference, Antalya, Turkey 2015

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## Expectations in Academic Practice

- Advancement requires activity – research, grants, publications, educational and leadership efforts
- Decisions made by division and department leaders
- Work for the professional goals, not for the big money

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## Academic Job – can I ask? YES

- How much guaranteed academic time?
- Clinical expectations and overnight/wknd call?
- Paths to promotion?
- Salary structure? Bonuses?
- Vacation, sick leave, paternity/maternity leave?

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## Goals for ANY Practice

- Collegial environment – ask about attrition rate, overall faculty (or group member) happiness
- Show your value – hiring can depend on you broadening a field in your practice, your work ethic and your area of expertise
- Balance YOUR professional, financial and lifestyle goals

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## How do I decide?

- Ask questions! Reach out to faculty + former fellows of your program, and colleagues at other institutions and practices
- Focus in on your career goals and talents, and start the process early

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Thank you!

Toyin Idowu, M.D.

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Assistant Professor, Division of Neuroradiology  
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Academia versus private practice:  
Why I am in academia?

Priya Bhandarkar, M.D.

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Uniformed Services University of the Health Sciences

Director  
Breast Imaging Center, Dept. Of Radiology  
Walter Reed National Military Medical Center





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## Learning Objectives/Key Take-Away Points

**What is your passion?**

More research or more money?

**What is your desire?**

Healthy work-life balance?

**What drives you?**

Quality or Quantity?

**How do you feel about fellows/students?**

They motivate me / They drag me down.

**Your choice:**

Academia / Private practice

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## Background

- Academic radiologist
  - Upstate Medical University
  - USUHS
- Private practice
  - American Radiology Services (ARS), Maryland

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## Private Practice Advantages

- Great if not interested in research
- Ability to earn large income
- Partnership track
- Rapid decision-making.

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## Private Practice Disadvantages

- Hard to do research
- Quantity over quality.
- Potential to work long hours
- No access to fellows, and students
- Current insurance marketplaces affect pay.
- Greater uncertainty

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## Academic Position Advantages

- Easy to explore research opportunities.
- Quality over quantity (types of patients/diseases)
- Very structured and stable.
- Access to fellows and students.
- Consulting with sub-specialties across disciplines
- Easy access to fellow radiologists.
- Great work-life balance
- Can focus in your specialty

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## Academic Position Disadvantages

- Need to apply for grants and funding opportunities
- Pay structure is relatively flat
- Very bureaucratic system.

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## Decision-making

- What interests you?
- What motivates you?
- How much patience do you have?
- How comfortable are you with uncertainties?

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Thank you

Priya Bhandarkar, M.D.

Assistant Professor, USUHS  
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