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# New Data Shows Strong Physician Compensation Growth

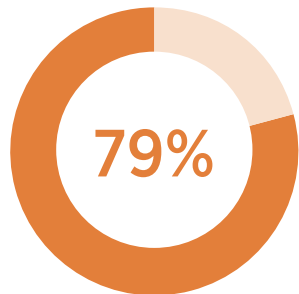
Gallagher's 2023 Physician Compensation & Production Survey Report data reveals significant increase in total cash compensation for physicians across all specialties, with primary care leading the way.

**4.1%**

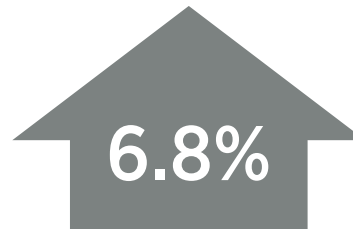
Growth in median total cash compensation across all specialties.

**11.4%**

Primary care median cash compensation surged ahead.



Organizations said they will use the 2021, 2022, or 2023 Physician Fee Schedule in 2023, transitioning from the 2020 or earlier fee schedule to ensure alignment with the market.



Average annual increase in work RVUs across all specialties. Resulted in a 1.1% median decrease in compensation per work RVU rates across all specialties

## Additional Insights

- The increase in total cash compensation is a result of several factors, including high physician demand, movement to new fee schedules with limited or no adjustment to conversion factors, and more.
- Significant use of patient messaging has led to a decrease in visits/encounters, with physicians focusing on more acute patients and generating more work RVUs per visit.
- CMS has delayed changes to split/shared visit billing until at least 2025.
- Addition of the G-Code G2211 to outpatient evaluation and management codes in 2024 will result in increased work RVUs for specialties managing chronic health issues.

Learn more about Gallagher's provider compensation surveys: [AJG.com/comp-survey](https://www.ajg.com/comp-survey).

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