

# MANAGED CARE OUTLOOK

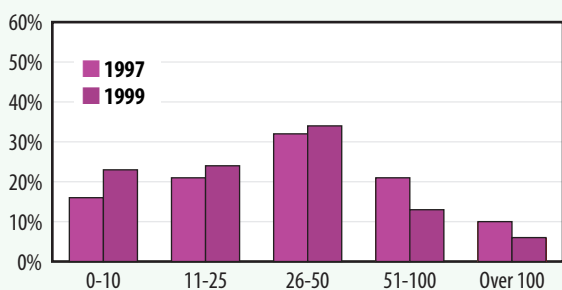
## Recruiters show less ardor for primary care physicians

A new study contends that the “feeding frenzy” of recruiters banging down the doors of young primary care physicians is over, thanks partly to consumer demand for direct access to specialists. Merritt, Hawkins, & Associates has been surveying young PCPs in their final year of training since 1991. The latest effort — based on 300 completed phone surveys — looks at the job prospects for physicians completing their residencies this year. Only 6 percent of residents surveyed received 100 or more job solicitations, compared to 10 percent in 1997 and 17 percent in 1995.

Respondents were asked how many times during the course of their residencies have they been approached or introduced to a practice opportunity by telephone, mail, or in person.

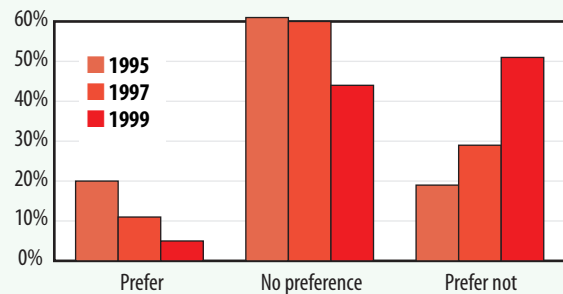
### Fewer attempts to recruit residents

*Number of times approached*



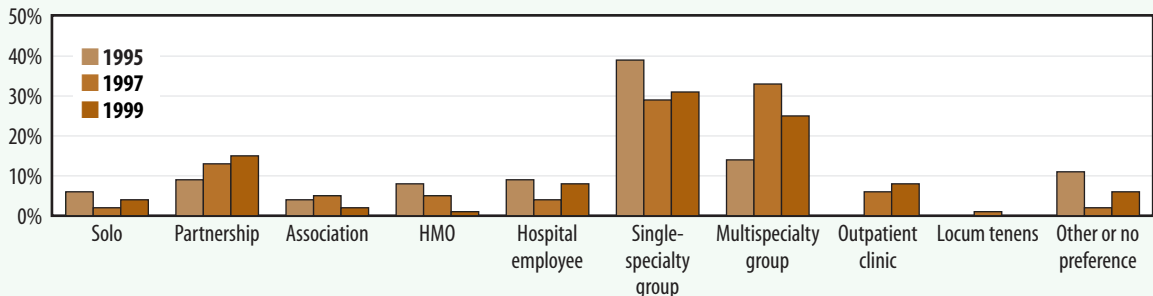
### Managed care looks less attractive

*Reports of young physicians' dislike of managed care confirmed*



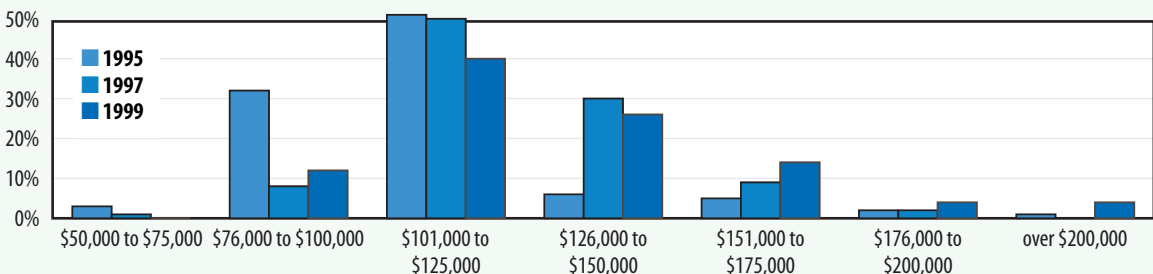
### Group practice preferred

*Disdain for managed care also reflected in respondents' preferred practice settings*



### Salary expectations

*This year's residents expect more*



SOURCE: 1999 SURVEY OF FINAL-YEAR MEDICAL RESIDENTS, MERRITT, HAWKINS & ASSOCIATES