

## **What Benefits Does an NP Bring to a Medical Practice?**

Medical practices, facilities, and agencies have found that nurse practitioner (NP)/physician teams are key to providing high-quality and cost-effective care.

An NP can bring the following to a practice:

- Profit;
- Respite for a sole practitioner;
- Patient satisfaction;
- High-quality care; and
- A choice for the patient.

### **Revenue, Expenses, and Profit Generation for an NP in a Family Practice NP as revenue generator.**

A full-time NP who gets 1 week off for continuing education, 2 weeks vacation, and has 2 weeks of holiday days will work 5 days a week, 47 weeks per year. A reasonable patient load for a full-time NP is 20 patients per day. Payments per patient visit for evaluation and management will vary from approximately \$20 to \$120, but for these purposes we will use an average payment of \$57. Based on these projections, the annual revenues generated by this NP would be \$267,900.

### **NP as employee -- expenses to consider.**

NP salaries vary by geographic region. The NP national salary average is approximately \$75,000. If full benefits at 25% of salary are offered, the personnel expense runs about \$93,750. If the additional overhead expenses of employing an NP are \$60,000 (additional space, furniture, assistants, supplies, telephone, continuing education, and so on), the full expense of employing an NP would be approximately \$187,500.

### **NP as a potential profit maker.**

In the example above, the practice's profit would be \$80,400. Profits could surpass that amount for the NP who generated more or who cost the practice less.

### **Medicare qualifications for NPs.**

To qualify as an NP eligible to become a Medicare provider, an individual must hold a state license as an NP and be certified as an NP by a recognized national certifying body. The recognized NP national certifying bodies are:

- [AACN \(American Association of Critical Care Nurses\) Certification Corporation](#)
- [American Academy of Nurse Practitioners](#)
- [American Nurses Credentialing Center](#)
- [National Board on Certification of Hospice and Palliative Nurses](#)
- [National Certification Corporation](#)
- [Oncology Nursing Certification Corporation](#)
- [Pediatric Nursing National Certification Board](#)

Individuals applying for Medicare provider numbers as NPs must possess a master's degree from an NP program as well as national certification and state licensure.