

# 2022 FAO Survey Findings

Survey results represent membership with a diverse length of time in practice – as new as 6 years in practice, to over 30 years. Key take-aways:

**87%**  
Report  
Income **UP**

## PRACTICE STATS

- 87% solo practice (not group owned or corporate)
- 60% have satellite practices
- 80% report cases UP in 2021 vs 2020
- 87% report income is UP in 2021 vs 2020

## INSURANCE

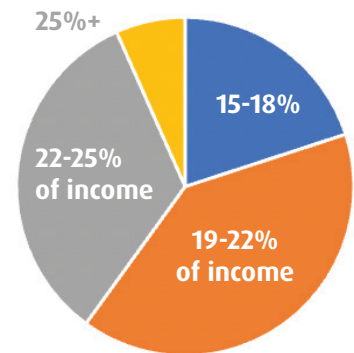
- 33% do not take insurance
- 50% take between 1-4 plans
- 17% take 5 or more plans

## STAFF

- 87% increased staff salaries in 2021
- 53% have incentive pay
- 67% provide medical insurance
- 87% pay for CE for staff
- 87% provide a retirement plan

### Staff Compensation As Percentage of Gross Income

15-18% of income	20%
19-22% of income	40%
22-25% of income	34%
25%+ of income	7%



## TYPICAL FLORIDA ORTHODONTIST:

(represents highest survey response)

- Works 4 days a week
- Sees each patient every 5-6 weeks
- Finishes treatment in 17-20 months
- Less than 25% of treatment plans have extraction.

Patients Seen Per Day	
25-40	20%
41-55	20%
56-70	33%
Over 70	27%

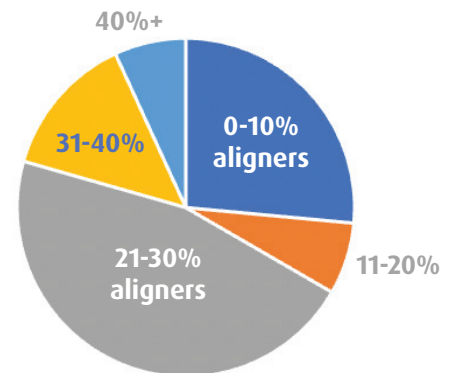
**40%**

## PLAN TO RETIRE IN NEXT FIVE YEARS

27% plan to in 6-15 years | 27% plan to in 15+ years

### Percentage of Cases Are Clear Aligner Type

0-10% aligners	27%
11-20% aligners	7%
21-30% aligners	47%
31-40% aligners	13%
40% or more	7%



## EQUIPMENT:

(Own or plan to purchase)

- 47% 3D printer
- 20% Cone Beam CT scanner
- 100% Intra-oral scanner
- 38% Tissue laser
- 23% Post-treatment tooth whitening
- 8% Tads (placed in office)
- 31% Tads (placed outside office)

Florida Association of Orthodontists



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