

Economic Outlook and Emerging Issues in Dentistry

Insights from Data from Q2 2024

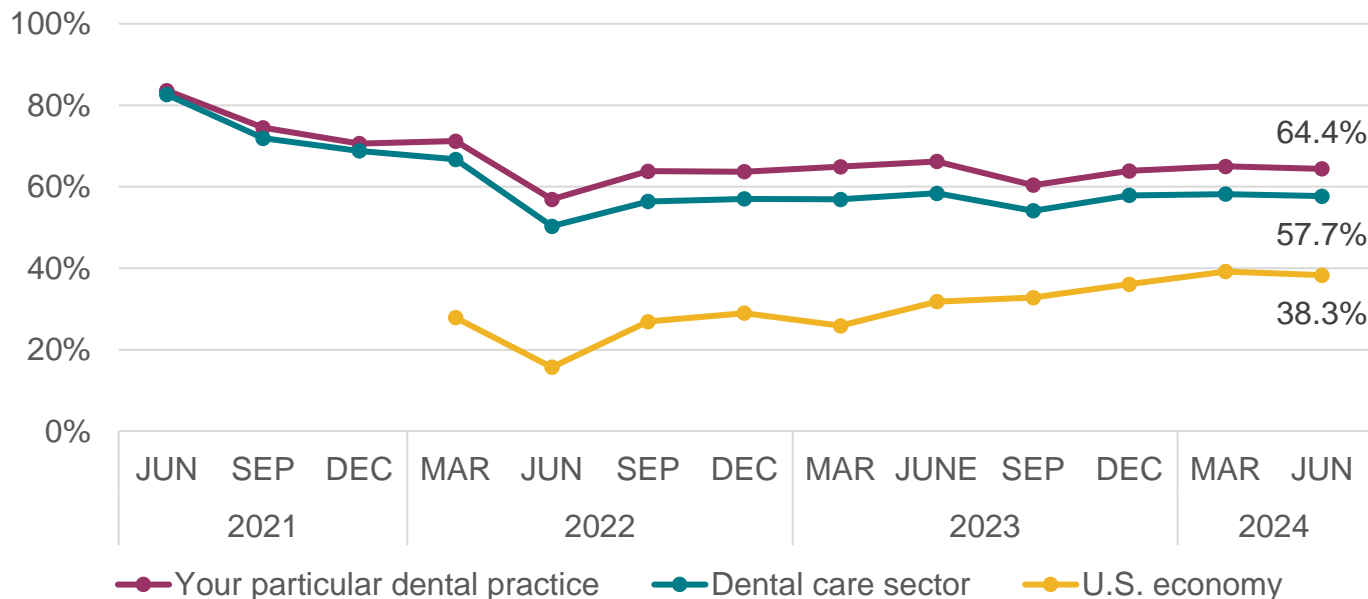
Emerging Issues Polling

- Measuring the ongoing impact of the COVID-19 pandemic and other emerging issues in dentistry
- Over 3,000 dentists have opted to participate to date; 853 dentists in private practice participated in Q2 2024
- Data was collected June 17 – 23, 2024
- Core measures: economic outlook, patient wait times, busyness levels, recruitment needs and challenges
- Questions of the quarter: Recent dental practice decisions and drops in insurance networks
- Complete reports with breakdowns available at [ADA.org/HPI](https://ada.org/HPI)

Confidence in the Economy

Looking ahead the next 6 months, how confident are you in the economic conditions in...*

(Percentages indicating “very” or “somewhat” confident.)

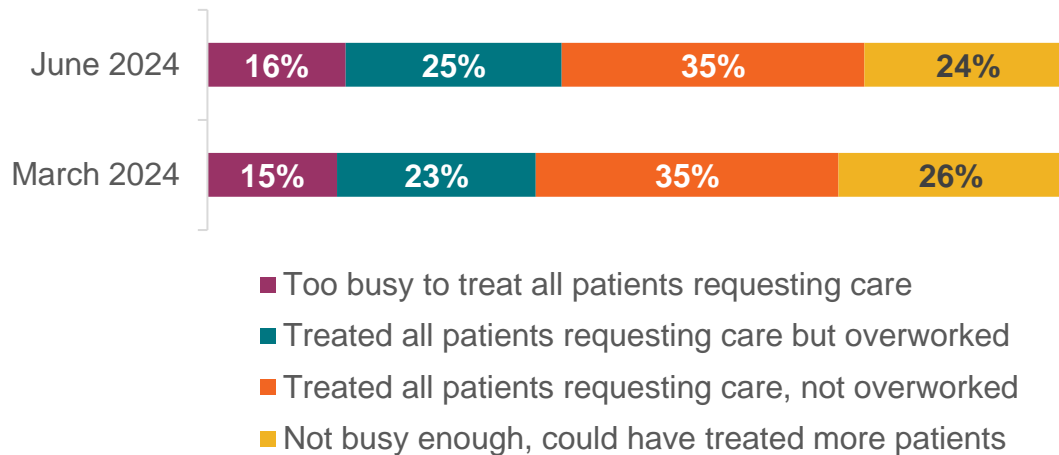


Dentists' confidence in the U.S. economy has been trending upwards since early 2023. Meanwhile, confidence in their own dental practices and the dental care sector has been fairly steady.

*See Slide 11 for details about how the wording of this question changed starting Q1 2024.

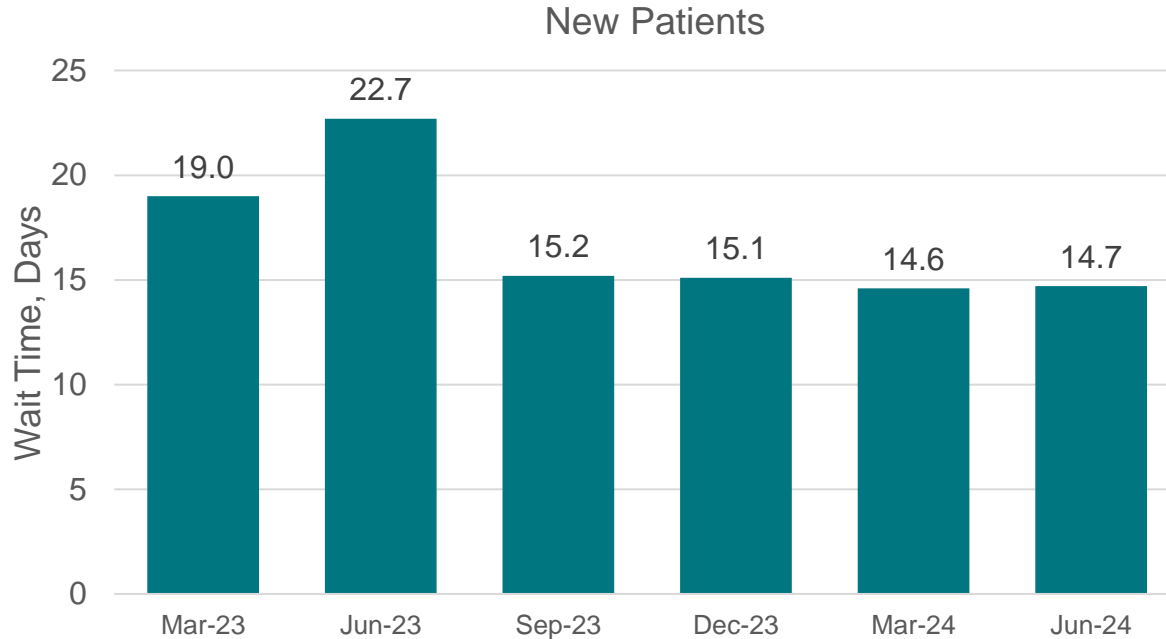
Busyness

Which of the following best describe your general busyness level over the last 3 months?



In Q2 2024, a slightly larger proportion of dentists reported being too busy to treat all patients or being overworked when compared to responses from Q1 2024. About one-quarter report they are not busy enough and could have treated more patients.

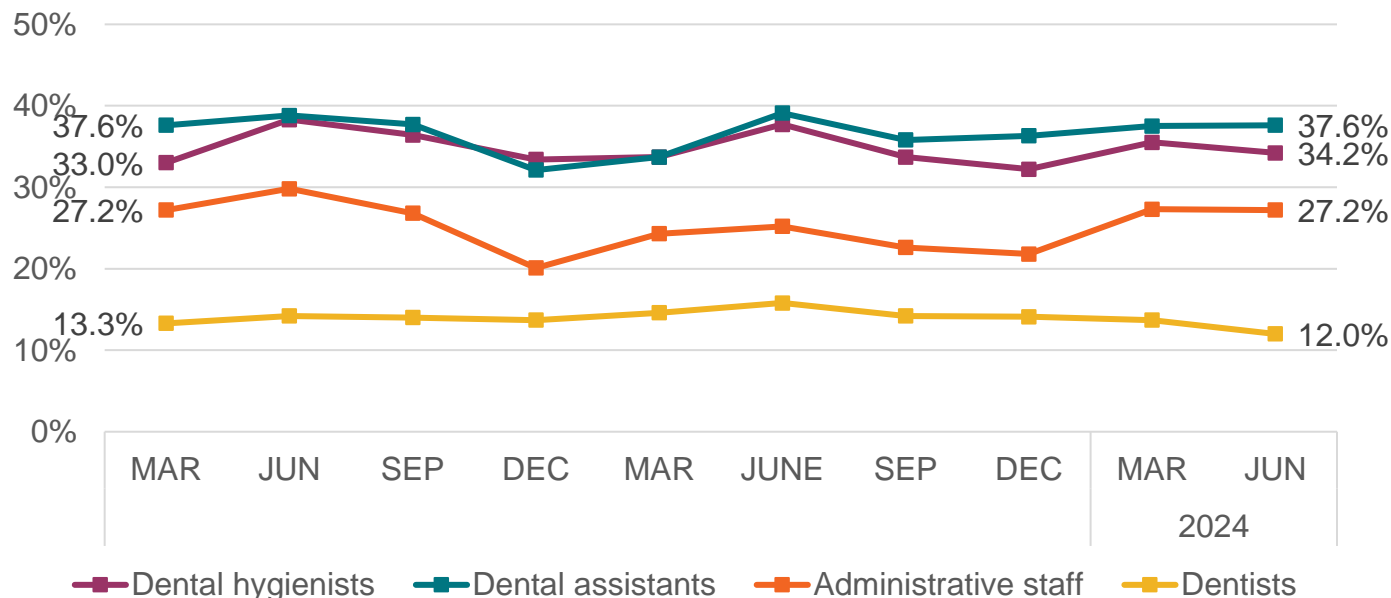
Average Wait Times



As of Q2 2024, wait times for new patients for an initial appointment is nearly 15 business days, down from a high of 23 business days one year ago.

Dental Team Recruitment

Currently, or at any time during the last 3 months, have you recruited any of the following positions?* (Percentages indicating “yes.”)

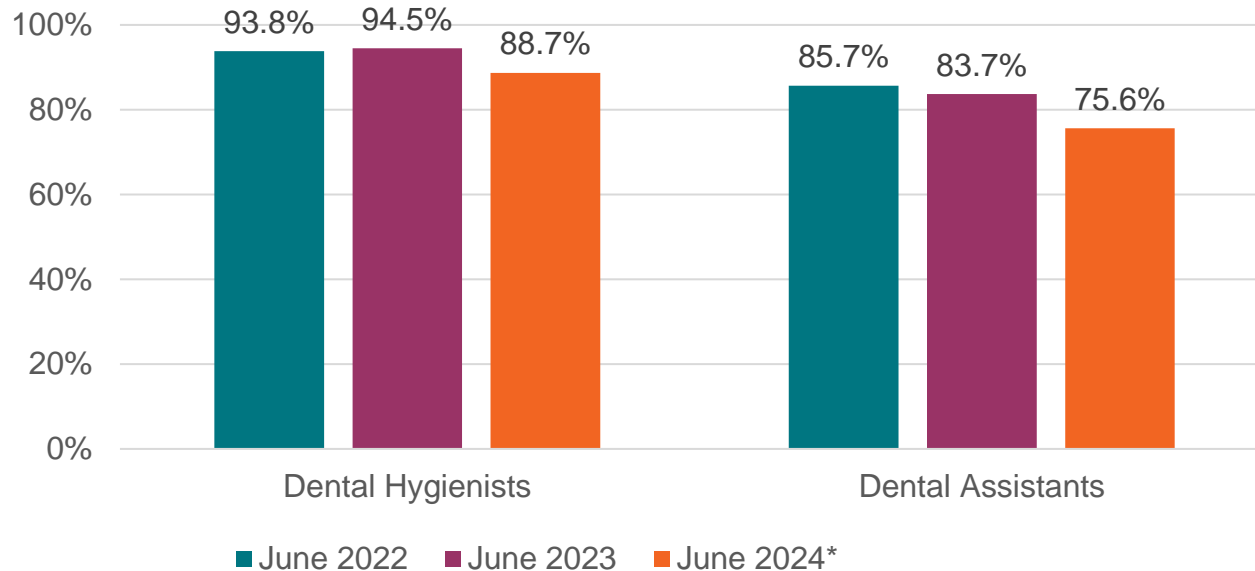


Recruitment needs remain around the same compared to two years ago; more than one-third of dentists are trying to hire DHs and DAs.

*See Slide 11 for details about how the wording of this question changed starting Q1 2024.

Challenges Recruiting

How challenging has it been to recruit the position(s) below? (Percentage indicating “Extremely Challenging” and “Very Challenging”)

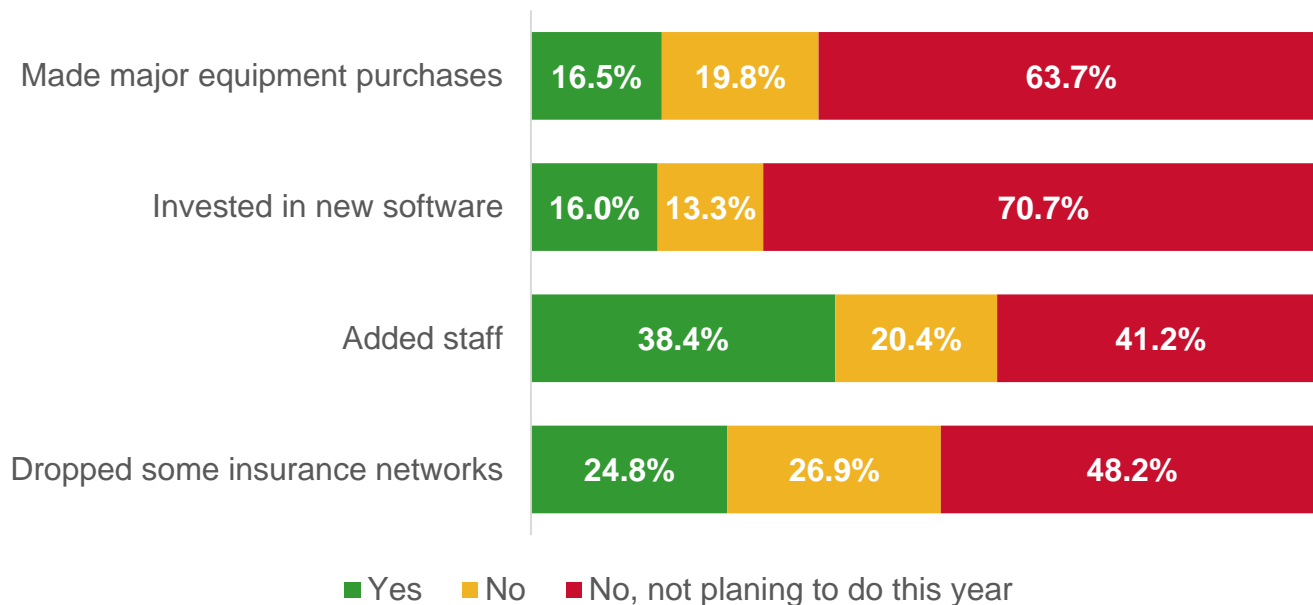


Dentists' perceived difficulty in recruiting dental hygienists and assistants is slightly less than it was one year ago.

*See Slide 11 for details about how the wording of this question changed starting Q1 2024.

Recent Practice Decisions

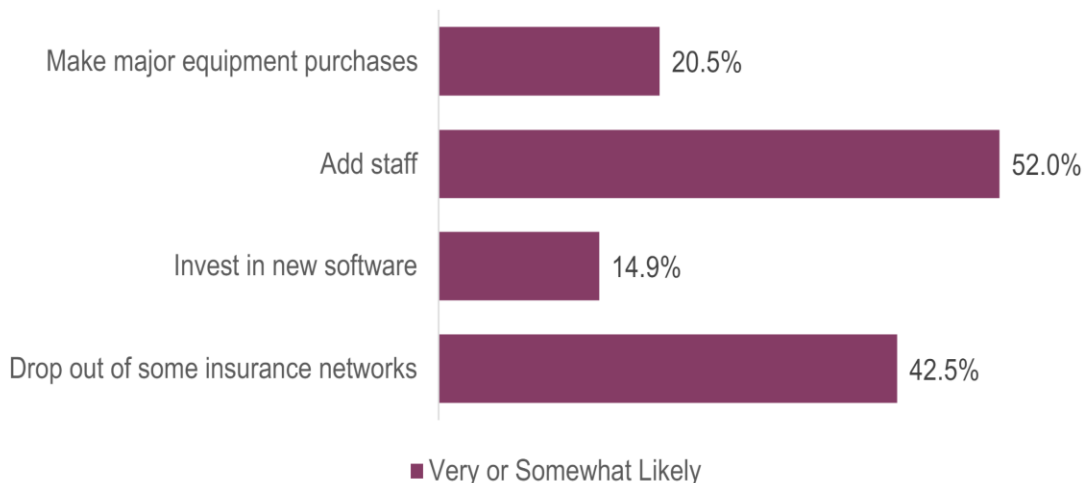
[Owner dentists] Since the beginning of 2024, have you done any of the following in your practice?



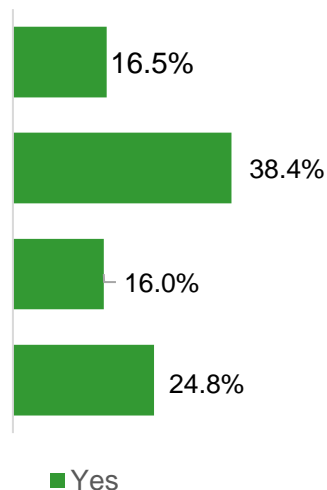
More than one-third of dentists reported that they have added staff since the beginning of 2024. Another one-quarter said they have dropped out of some insurance networks.

Plans vs. Recent Practice Decisions

[Nov 2023] Looking ahead to 2024, how likely are you to do each of the following for your practice?



[June 2024] Since the beginning of 2024, have you done any of the following in your practice?

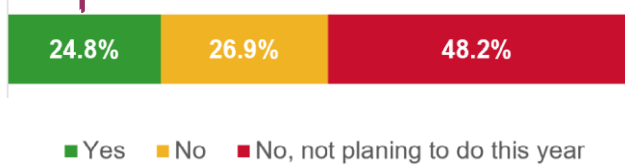


In November 2023, dentists were asked about their plans for 2024. As of June 2024, fewer dentists took action on these plans except for investment in new software.

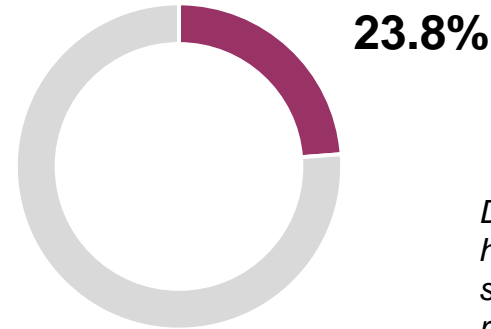
Insurance Networks

[Owner dentists] Since the beginning of 2024, has your practice...

Dropped some insurance networks



Approximately what percentage of the patient base were in the insurance networks your practice dropped out of since the beginning of 2024?



Dentists who reported having dropped out of some insurance networks reported that around one-quarter of their patient base belong to the dropped networks.

Key Takeaways

- **Confidence:** Dentists' confidence the U.S. economy has been trending upwards for around a year while remaining steady in respect to their own dental practices and the dental sector.
- **Busyness:** Two out of five dentists (41%) report they were too busy to treat all patients requesting care in the past three months or they have treated all patients but are overworked. By contrast, nearly one-quarter (24%) of dentists report they were not busy enough and could have treated more patients. Thirty-five percent of dentists report a balanced level of busyness (i.e., treated all patients and *not* overworked).
- **Wait times:** In Q2 2024, the average wait time for new patients seeking an initial appointment is 14.7 business days, down from 23 business days in June 2023.
- **Recruitment needs:** The number of dentists actively recruiting dental hygienists and dental assistants is around the same as it was two years ago. Dentists continue to say recruitment is extremely challenging, although to a lesser degree compared to one year ago.
- **Recent practice changes:** In November 2023, between 43 and 52% of dentists indicated that they intended to add staff and drop out of some insurance network. As of Q2 2024, only 38% of dentists reported that they have added staff since the beginning of 2024 and one-quarter said they have dropped out of some insurance networks. Among those who have dropped some insurance networks, dentists reported that around one-quarter of their patient based belonged to the dropped networks.

Question Changes

Starting Q1 2024, the following questions from the 2022-23 panel have been **modified**:

- “*Looking ahead the next 6 months, how confident are you in the recovery of...*” is now “*Looking ahead the next 6 months, how confident are you **in the economic conditions in....***”
- “*Have you recently or are you currently recruiting any of the following positions in your dental practice?*” is now “**Currently, or at any time during the last 3 months**, have you recruited any of the following positions?”
- “*How challenging has it been to recruit the position(s) below?*” is now “*How challenging has it been to recruit the position(s) below **over the last 3 months?***”

Thank you!

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