



NOMADICARE

# TRENDS & CHANGES IN THE ALLIED JOB MARKET

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FOR TRAVCON 2023!



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# HI I'M LAURA!

I started Nomadicare 10 years ago.

We help travelers get paid fair using data.

Over 100,000 jobs are posted each year on Nomadicare.com (so we see a lot of data!)

I'll be using that data compared to 2022 to show you what the market is doing!





# Travel healthcare is a marketplace

Supply and Demand





Who is the demand?





Who is the supply?





When there is a shortage of supply ... what happens?





Covid = huge changes in  
demand







Now let's look at the data in  
2023!



# Who we are talking about today

Physical Therapist

Occupational Therapist

Speech-Language Pathologist

Physical Therapist Assistant

Certified Occupational Therapy Assistant

Radiologic Technologists

Sonographers

Surgical Technologists



# WHAT HAS IT FELT LIKE?



What is your specialty?  
What is your criteria?  
Pay gone up or down?  
Jobs gone up or down?

# WHAT THE DATA SAYS

Compared to same time in 2022



Who has MORE jobs now?



**NOBODY!!**



# WHAT THE DATA SAYS

**Jobs** compared to same time in 2022

↓	0-20%	PTA (13%), RAD TECH (10%)
↓	30-40%	PT (31%), SLP (23%), SONOGRAPHERS (27%), COTA (29%)
↓	50-60%	OT (50%), SURG TECH (51%)



# WHAT THE DATA SAYS

Pay compared to same time in 2022



COTA (5%), PT (4%), PTA (3%), OT (6%), SLP (5%)



RAD TECH (-9%), SURG TECH (-2%)





Where are the jobs  
today?





# WHAT THE DATA SAYS

Top 3 locations for # of jobs

**OT** CA, OR, WA

**PT** CA, VA, MD

**SLP** CA, TX, VA

**COTA** CA, NY, OR

**PTA**

**RAD**

**SONO**

**Surgical Tech**

CA, NJ, NY

CA, TX, VA

MA, TX, CA

CA, VA, TX



# Physical Therapist Settings

Skilled Nursing	51.02%
Outpatient	26.85%
Hospital	13.05%
Home Health	8.37%
School	0.72%



# Occupational Therapist Settings

Skilled Nursing	62.76%
Hospital	16.05%
School	10.75%
Outpatient	5.62%
Home Health	4.82%



# Speech Language Pathologist Settings

Skilled Nursing	44.03%
School	40.02%
Hospital	10.30%
Outpatient	4.01%
Home Health	1.63%



# Physical Therapist Assistant Settings

Skilled Nursing	87.43%
Outpatient	6.57%
Hospital	4.00%
Home Health	1.71%
School	0.29%



# COTA Settings

Skilled Nursing	93.48%
School	2.17%
Hospital	1.63%
Outpatient	1.63%
Home Health	1.09%



# PTA Settings

Skilled Nursing	87.43%
Outpatient	6.57%
Hospital	4.00%
Home Health	1.71%
School	0.29%





Which location is paying the most today?





# WHAT THE DATA SAYS

Top 3 locations for highest pay

OT	WY, AK, IL	PTA	NH, MO, MA
PT	AK, ND, NV	RAD	CA, NH, VA
SLP	ND, MN, AK	SONO	WA, MI, NY
COTA	CA, NY, WA	Surgical Tech	IL, AZ, IN

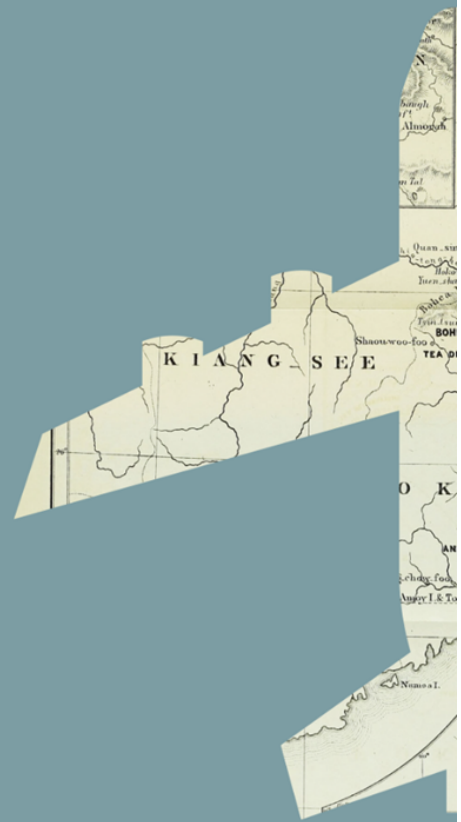


# WHAT ARE THE RECRUITERS SAYING?





PT



## Travel PT Market in 2022 vs. 2023

Rates and job counts in 2023 have declined from 2022, yet remain higher than pre-Covid levels.

The post-Covid rush has stabilized, reducing rate flexibility.

Travel PTs had more leverage in the past to choose ideal positions, but it has become challenging to be selective now. Local “travelers” or those specific about location/setting may find job searching more challenging.



## **Travel PT Market** in 2022 vs. 2023

Some recruiters feel a perceived increase in 2023 job postings and demand for Physical Therapy.

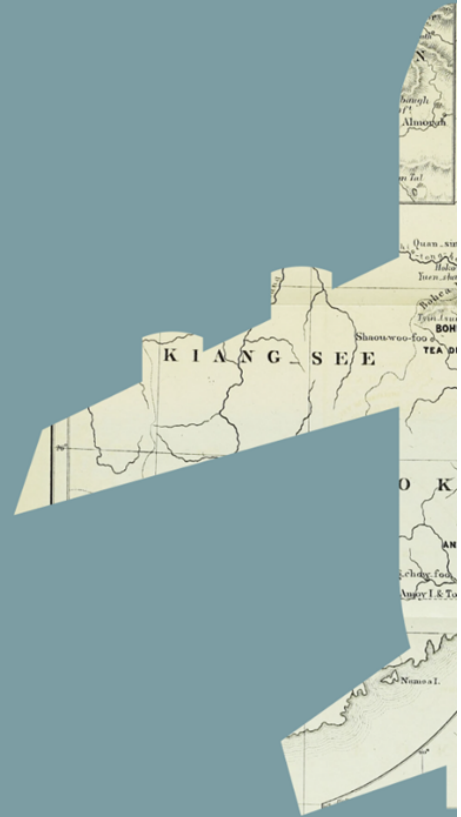
The emergence of more direct clients suggests growing market opportunities.

Acute and home health settings have decreased in orders.





OT



## Travel OT Market in 2022 vs. 2023

The number of available travel OT jobs has decreased, intensifying competition and limiting negotiation power.

School-based OT demand is stable, but demand in medical settings has declined.

Securing an OT contract might require flexibility in terms of location. Travel OTs need to be proactive and consider submitting to multiple job opportunities to increase their chances.



## Travel OT Market in 2022 vs. 2023

A notable trend is that facilities, especially in rural areas, are becoming more receptive to hiring travelers and new graduates.

OTs are advised to maintain realistic pay expectations. Though some might secure higher-paying jobs, it's essential to be grounded.







## Travel SLP Market in 2022 vs. 2023

The SLP market is growing in some places, especially in California and schools.

Medical settings have decreased to near pre-Covid levels in job count and rates.

"Covid/mask babies" have significantly boosted SLP demand in schools.



## Travel SLP Market in 2022 vs. 2023

The overall market has become more competitive in 2023, with fewer openings across most settings, especially acute care.

While in-person therapy is preferred, teletherapy might expand due to unmet needs. There's a trend towards in-person or hybrid roles over purely remote positions.





# SONOGRAPHERS



## **Travel Sonographer Market** in 2022 vs. 2023

The market for traveling sonographers is stable and has expanded.

Demand remains high across various regions, especially for ECHO modalities.

Facilities are more open to different schedules and contract lengths.

Travelers can find long-term assignments (up to 365 days) or rotate every 13 weeks.

Pre-pandemic average salary for Ultrasound was \$2000/week, whereas the current average is around \$2500/week.



## **Travel Sonographer Market** in 2022 vs. 2023

Some facilities are now requiring pre-screening audio interviews.

Many facilities continue to require COVID and flu vaccinations.

Multi-modality certifications (like rdms and rvt) are highly sought after.

Having multiple registries or certifications can increase placement chances.





# SURG TECHS



## Travel Surg Tech Market in 2022 vs. 2023

The market for Travel Surgical Techs has remained largely unchanged.

There aren't many job openings for this modality, demand has been consistently low.

Employers are becoming more selective.

A strong resume and a positive attitude are essential.

Opportunities may still exist for those who are flexible with pay and location and actively searching for positions.







# RAD TECHS



## **Travel Rad Tech Market** in 2022 vs. 2023

The market for traveling Rad Techs remains strong.

While the market is robust, rates have seen a slight decrease.

Facilities are increasingly looking for techs proficient in both CT and RAD.

Some agencies have started staffing new graduate Rad Techs.

Highest paying positions tend to be in northern, colder states and smaller towns.





# EVERYONE



# VMS & MSP trends

VMS jobs are moving slower due to increased competition.

Exclusive (MSP) jobs have quicker response times.

More job submissions are needed now to land a travel job quickly.



**How many submissions  
to get a job?**



**Recommendations:**

Most suggestions range from 3-5 submittals.

**Setting & Location:**

Submittal needs vary by setting (like Acute vs. Schools) and location.

Direct clients often require fewer submittals than VMS.

**Experience:**

New grads often need 5-8 submittals, while experienced therapists might need about 3-5.



# Tips for this market

**Flexibility:** Being adaptable in roles, settings, and locations is key in the competitive market.

**Multiple Licensures:** Acquiring numerous licenses is vital, especially for medical roles. (compact is awesome!)

**Trusted Recruiters:** Cultivate strong relationships with reliable recruiters.

**Cost Considerations:** Evaluate housing and living costs in the job location before making decisions.

**Support in Schools:** School roles are supportive, with agencies providing clinical guidance.

**Continuous Learning:** Continuous education, CEUs, and staying updated ensures a competitive edge for professionals.



## My tip:

Watch the data!

Try to have your dreams match where the jobs/settings are and you'll have a great journey!





# STAY IN TOUCH!

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