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# **THE SPIDERWEB AFTER**

**WHERE DO NURSES GO AFTER GRADUATING?**



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# OVERVIEW

- **NURSES TODAY VS NURSES 20 YEARS AGO**
- **WHO ARE NURSES WORKING FOR AND WHAT DO THEY DO?**
- **HOW TO SET YOURSELF UP NOW FOR THE NEXT STEP**
- **QUESTIONS AND ANSWERS**



# LET'S LOOK BACK 20 YEARS

- **THE AVERAGE NURSE: 1998**

- **EDUCATION: ASSOCIATES DEGREE, RN**
- **WORKS IN A HOSPITAL OR CLINIC**
- **AVERAGE AGE: 47**
- **AVERAGE SALARY: \$43,000**

- **TOTAL NURSES IN THE US: 1,890,700**

- **NURSES NEEDED (USBHP): 2,001,500**

- **% OF BSN IN THE MARKET: 31**

- **% MSN OR ABOVE IN THE MARKET: 9**

- **% OF NURSES WORKING OUTSIDE OF A HOSPITAL SETTING: 15**

<https://www.bls.gov/opub/ted/1999/dec/wk3/art04.htm>

<http://www.aacnursing.org/News-Information/Position-Statements-White-Papers/Bacc-Degree-Prep>



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# LET'S COMPARE THAT TO TODAY

- **THE AVERAGE NURSE: 2018**

- EDUCATION: ASSOCIATES DEGREE, RN
- WORKS IN A HOSPITAL OR CLINIC
- AVERAGE AGE: 54
- AVERAGE SALARY: \$70,000
- TOTAL NURSES IN THE US: **1,812,000**
- NURSES NEEDED (USBHP): **2,700,000**
- % OF BSN IN THE MARKET: **58**
- % MSN OR ABOVE IN THE MARKET: **25**
- % OF NURSES WORKING OUTSIDE OF A HOSPITAL SETTING: **36**



# WHAT IS MY LONG TERM CAREER?

## HOSPITAL NURSING:

- **HOSPITAL/CLINIC NURSING (STAFF)**
  - STAFF NURSE, ICU, ER, PEDS, SURGICAL, ETC
- **HOSPITAL/CLINIC NURSING (LEADERSHIP)**
  - NURSE EDUCATOR, NURSE MANAGER, NURSE ADMINISTRATOR, NP, NURSE EXECUTIVE



# WHAT IS MY LONG TERM CAREER?

## THE NEW ERA PATHS

- **CASE MANAGEMENT**
- **HEALTH CARE CONSULTING**
- **SCHOOL NURSE**
- **PUBLIC HEALTH**
- **OCCUPATIONAL CARE**
- **REGULATORY AFFAIRS**
- **HEALTH COACH**
- **LIFE-CARE PLANNER**
- **HOME HEALTH NURSE**
- **INFORMATICS**
- **TECHNOLOGY DEVELOPMENT**
- **PHARMA/DEVICE**
- **RESEARCH SCIENCE**
- **ADVANCED PRACTICE NURSE**
- **COLLEGE FACULTY**
- **NURSING HOME**
- **EXTENDED CARE NURSE**
- **CLINICAL RESEARCH/TRIALS**



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# WHO IS HIRING A NURSE?

**GE HEALTHCARE**

**CIGNA**

**UNITED HEALTH GROUP**

**BAXTER**

**JOHNSON & JOHNSON**

**DAVITA**

**CVS CAREMARK**

**WALGREENS**

**MCKESSON**

**TARGET**

**WALMART**

**BOSTON SCIENTIFIC**

**ELI LILLY**

**MERCK**

**BMS**

**ABBOTT LABS**

**QUEST DIAGNOSTICS**

**ST. JUDE MEDICAL**

**STRYKER**

**CATERPILLAR**

**AMAZON**

**GOOGLE**

**BP**

**EPIC SYSTEMS**

**COMCAST**

**PEPSICO**

**US DEPT OF PUBLIC HEALTH**

**AMERICAN RED CROSS**

**FEMA**



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# LET'S TALK TURKEY

## WHAT IS THE SALARY SITUATION?

### SALARY FOR POSITIONS TENDS TO FOCUS ON TWO FACTORS:

- **LEVEL OF EDUCATION** (NATIONAL AVERAGE 2017)
  - RN - \$66,620
  - BSN - \$75,484
  - MSN - \$92,500
  - DOCTORATE - \$95,500 - \$130,000
- **LOCATION**
  - MAJOR CITIES TEND TO HAVE A HIGHER COST OF LIVING AND OFTEN SKEW DATA





# LET'S TALK TURKEY

## WHAT IS THE SALARY SITUATION?

**HEALTHCARE CONSULTING: \$76,000**

**PUBLIC HEALTH PROFESSIONAL: \$78,000**

**CLINICAL RESEARCH: \$80,301**

**SCHOOL NURSE: \$61,000**

**NURSING HOME ADMINISTRATION: \$94,650**

**CORPORATE HEALTH COACH: \$75,000**

**MEDICAL/PHARMA SALES: \$157,500**

**REGULATORY AFFAIRS: \$83,500**

**HOME CARE CONSULTANT: \$74,500**

Salary.com, Indeed.com, BLS



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# HOW TO CAPITALIZE ON THE NEW MARKET

## • KEEP GETTING EDUCATED

- ALWAYS THINK ABOUT THE NEXT STEP!
- 80/20 RULE

## • DIVERSIFY YOUR RESUME

- DO MORE THAN BE THE “AVERAGE” NURSE
- TAKE ON LEADERSHIP OF PROJECTS
- SHADOW NURSE/NON-NURSE LEADERS

## • THINK BIGGER

- DUAL PROGRAM MASTERS DEGREES
  - MSN/MBA
  - MPH
  - MS-ORGANIZATIONAL BEHAVIOR
  - MBA/MPH



# FUN FACTS:

- THE NURSING MARKET NEEDS **800,000** MORE NURSES THAN WE HAVE BY 2021. YOU ARE EXTREMELY VALUABLE (BE EXCITED!)
- ALL UNIVERSITY OF KENTUCKY EMPLOYEES AND THEIR SPOUSES RECEIVE A **20% TUITION DISCOUNT** ON BENEDICTINE UNIVERSITY ONLINE PROGRAMS!



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# BENEDICTINE UNIVERSITY PROGRAMS:

- **RN-BSN**

- ✓ FULLY ONLINE
- ✓ 11.5 MONTHS TO COMPLETE
- ✓ TOTAL TUITION (AFTER UK DISCOUNT):  
\$11,200

- **MSN (EDUCATOR AND EXECUTIVE LEADERSHIP TRACKS)**

- ✓ FULLY ONLINE
- ✓ UNDER 2 YEARS TO COMPLETE
- ✓ TOTAL TUITION (AFTER UK DISCOUNT):  
\$19,600

- **MBA/MSN DUAL MASTERS**

- ✓ FULLY ONLINE
- ✓ UNDER 3 YEARS TO COMPLETE
- ✓ TOTAL TUITION (AFTER UK DISCOUNT):  
\$40,500

- **MASTERS OF PUBLIC HEALTH**

- ✓ FULLY ONLINE
- ✓ UNDER 2 YEARS TO COMPLETE
- ✓ TOTAL TUITION (AFTER UK DISCOUNT):  
\$34,320

❖ GRE CAN BE WAIVED FOR ALL PROGRAMS!



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# QUESTIONS, ANSWERS AND FOOD!

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