

NAILING *Your Numbers*



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What is your practitioner breakeven point per week *the point above which all else is profit:

In \$\$\$ needed:

In patient appointments needed:

How much are you contributing per week to the company revenue in \$\$\$?

How much is this as a percentage of the company's overall revenue?

KEY MILESTONES

To reduce your case load and make the same profit at each level calculate the below:

When you reduce your load by 10 patients/week your team need to see an extra (Y) patients

When you reduce your load by 20 patients/week your team need to see an extra (Y) patients

When you reduce your load by 30 patients/week your team need to see an extra (Y) patients

N.B these calculations may vary if you provide incentives, commissions above your practitioner breakeven level.

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SET YOUR DATES:

Reverse engineer your goals and turn them into milestones.

e.g If your goal is to see zero patients in 12 months' time then reverse engineer from that point with a set clear goal for each quarter.

What is your goal for reducing your clinical load in:

12 months' time?

9 months' time?

6 months' time?

3 months' time?
