



The 5 Drivers of a Profitable General Practice

Dr Sachin Patel

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The Practice Success Blueprint™





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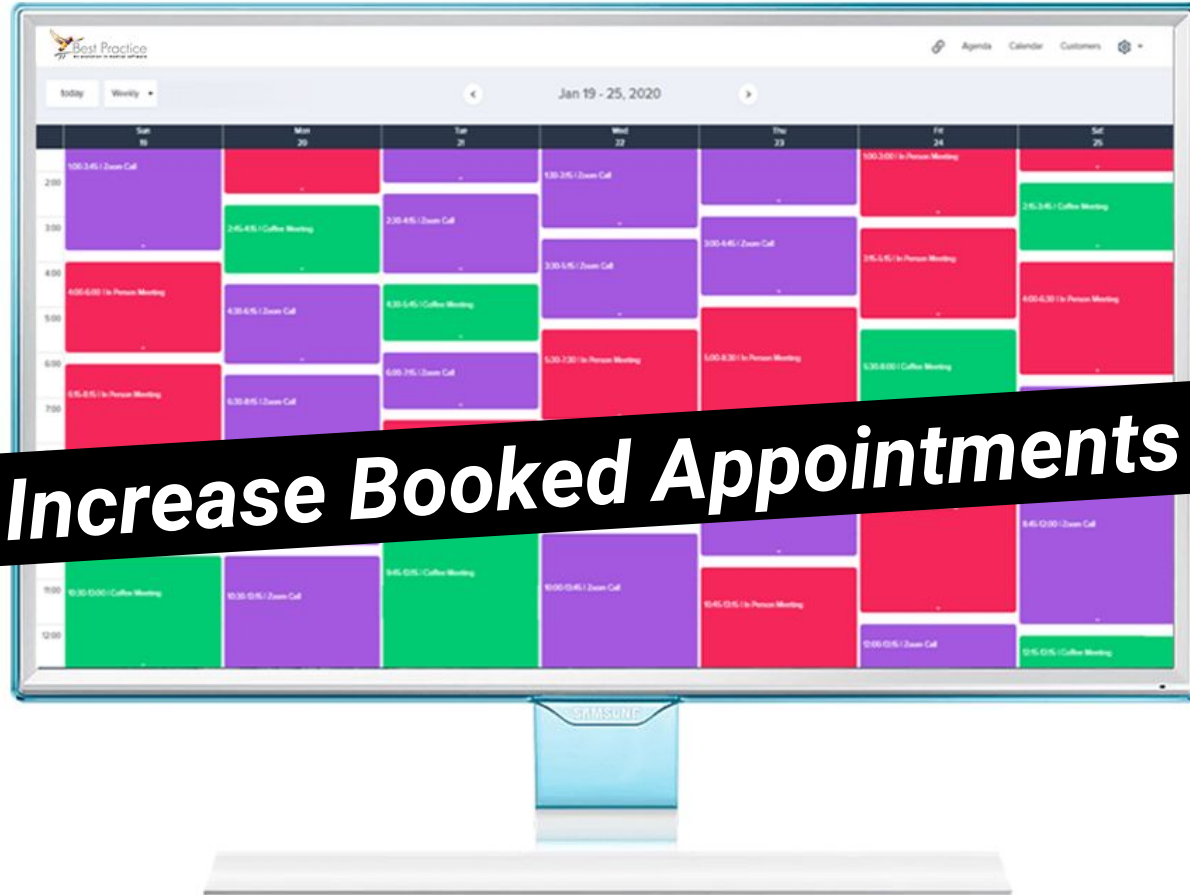
Five Ways

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5

Hot Principles



Increase Booked Appointments

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A photograph of a reception desk in a library or office. A female staff member is seated behind the counter, smiling at a young girl who is leaning over the counter. Behind her, a line of three people (a man, a woman, and another man) is waiting. The man in the line is holding a book. The background shows bookshelves, a bust, and a potted plant.

More Patients

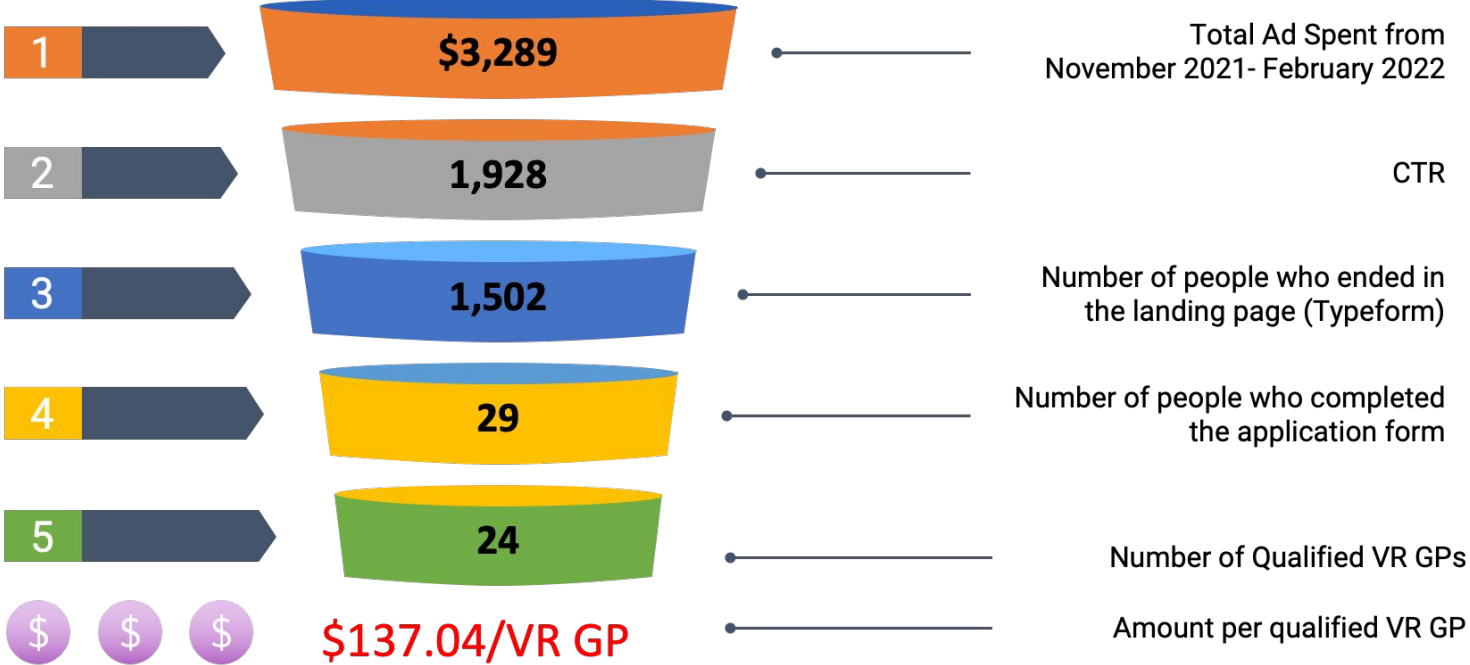
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More GPs

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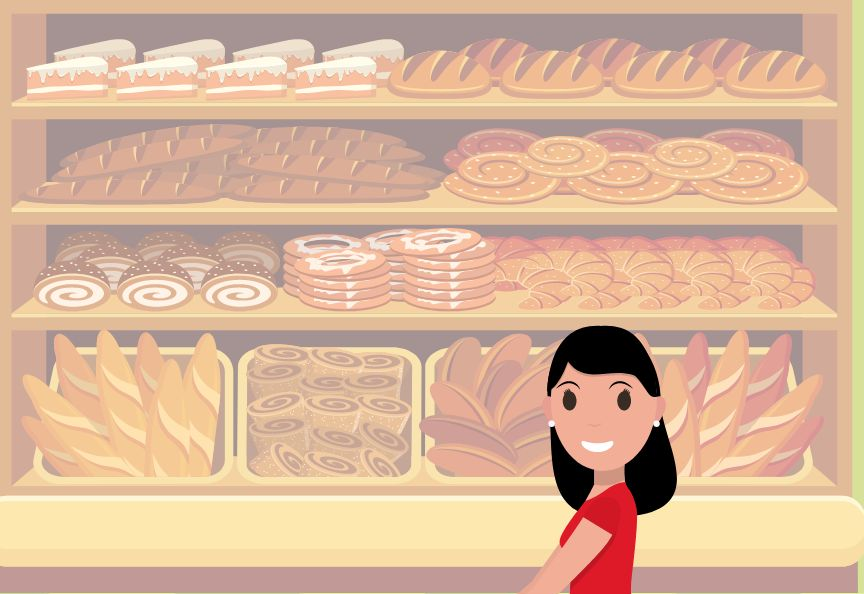
GP Recruitment Marketing Funnel



A wide-angle shot of a large audience seated in a theater or lecture hall. The audience is diverse in age and appearance, and many are looking towards the front of the room. In the foreground, a camera operator is visible, operating a professional video camera on a tripod. The theater has red seats and a dark wood-paneled wall. The lighting is warm and focused on the audience.

Attendance Rate

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Revenue Per Encounter



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Frequency of Transactions

Manage group

Project X
Private group

If you'd like, you can switch to the classic Facebook.com to manage your group.
[Switch now](#)

Home

Admin tools

Member requests

Automatic member app

Membership questions

Pending posts

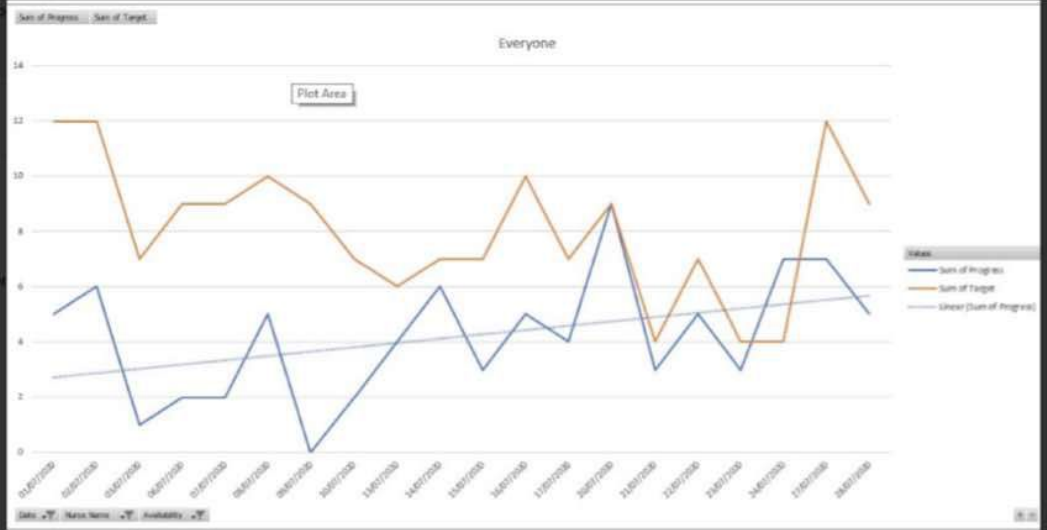
Post topics

Scheduled posts

Activity log

Group rules

Member-reported content



Sachin B Patel You keep asking me about this. This graph is me working with our nurses for them to increase their CDM. The red line is their target, the blue line is actual. The dotted line is the trend. 3-month project, six weeks in. Trend line starting at 2.2 CDM per day, now at 5.9 per day. Hopefully, get to 8 by the end of the 3 months. All the nurses have their own individual graphs with lead and lag measures.

6 3 comments

Love Comment

... try that's cool. Interested to hear how the nurses themselves get their numbers up? Do they call patients directly themselves to book?
Like Reply 9 w

Sachin B Patel ... awesome.... what's the value of the improvement? To patients? Impact on nurses themselves? Impact on the GPs? Monetary and otherwise?
Like Reply 9 w

... This would be great to make part of our monthly reviews if you can.
Like Reply 9 w

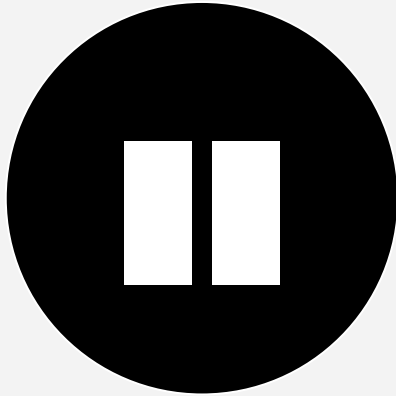
Write a reply...





Margin

Deliver 300 Vaccines				
IH MBS reb	\$27.63	AH MBS reb	\$38.8	Net Gain/Loss
Low Volume		High Volume		
Vax per hr	8		60	+52
Hours to deliver 300	37.5		5	-32.5
\$Rev per hour	\$221	\$Rev per hour	\$2,328	+\$2,107
Nurse \$40	\$1,500	Nurse \$60 (2)	\$600	-\$900
Admin \$30(2)	\$2,250	Admin \$45 (3)	\$675	+\$1,575
GP \$100	\$3,750	GP \$250 (1)	\$1,250	+\$2,500
Total Rev	\$8,289	Total Rev	\$11640	+3351
Total Costs	\$7,500	Total Costs	\$2525	-\$4975
Margin	\$789	Margin	\$9115	+8,326
% Profit	9.5 %	% Profit	78 %	



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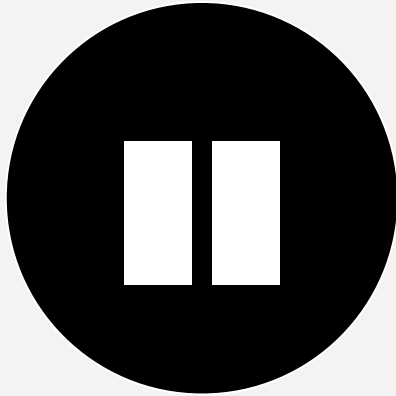


INSIGHTS

3



ACTIONS



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It's time to earn higher returns on what you've invested!



5 Days To 50K Challenge

Find that **50K** buried in your business in just 5 days!



Register Today

*Thank
you!*



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