

SMC scale my clinic



**5 Days To 50K
Challenge**



5 Days to 50K Challenge

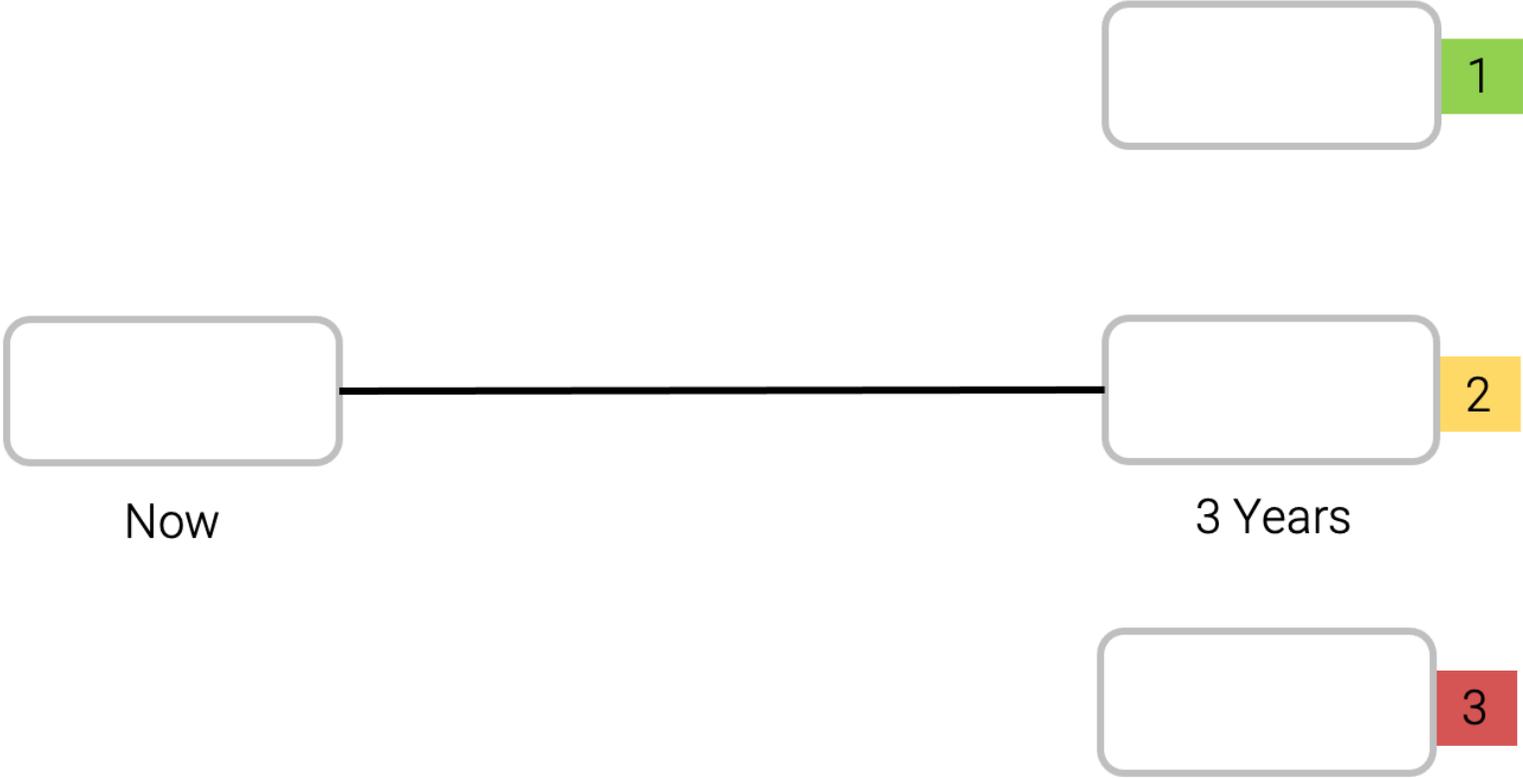
Day 1

Focus

The Practice Success Blueprint™



The Three Futures™



What Do You Want?

What Will Having This Do For You?

How Will You Know Once You Have It?

When, Where and With Whom Do You Want It?

Once You Have It, What Might You Lose That You Value?

Lifestyle Goals

Holidays, Experiences, Hobbies and Other Interests that add quality to your life.

Financial Goals

Buying your home, Paying off debt, Building wealth, Achieving income goals and other financial goals that help you achieve financial freedom.

20 Years

15 Years

10 Years

5 Years

1 Year

Obstacles

Planning	Structure	Income	Expenses	People

Notes

Notes

Notes

Record...

Takeaways	
Top 3	
Actions	

Homework

- FTE GP
- Annual Billing Revenue
- Annual CDM Billing Revenue
- Sublease(s)
- Annual Expenses (excluding GP distributions)
- Bank merchant fees



5 Days To 50K Challenge

Day 2

Revenue



Notes

Billing Matrix

Driver	Future	Now		Money Found
FTE GP	FTE GP X \$12,800	FTE GP X \$2,000		\$
	\$	\$		
GP billings per annum	↑6%			\$
	↑15%			\$
10981/ 10982	\$	\$		\$
CDM billings	\$	\$		\$
Subtotal				\$
Subtotal x 1/3	Real Revenue \$			\$

CDM Matrix

GP Billings Per Annum		\$
CDM Billings Per Annum		\$
15%	25%	35%
Current CDM % of Total Billings		%
Gap	Gap	Gap
	%	%
		%
\$	\$	\$



Notes



Notes



Notes



Record...

Takeaways	
Top 3	
Actions	



5 Days To 50K Challenge

Day 3

Overhead



Notes



Notes

Financial Operating System

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Real Income Matrix

Driver	Now	Future	Money Found
Subleases Per Annum	\$	\$	\$
Merchant Fees	\$	\$	\$
Total Expenses	\$	X 0.97 \$	\$
Sub Total	\$	\$	\$
Total			\$



Notes



Notes



Notes



Record...

Takeaways	
Top 3	
Actions	

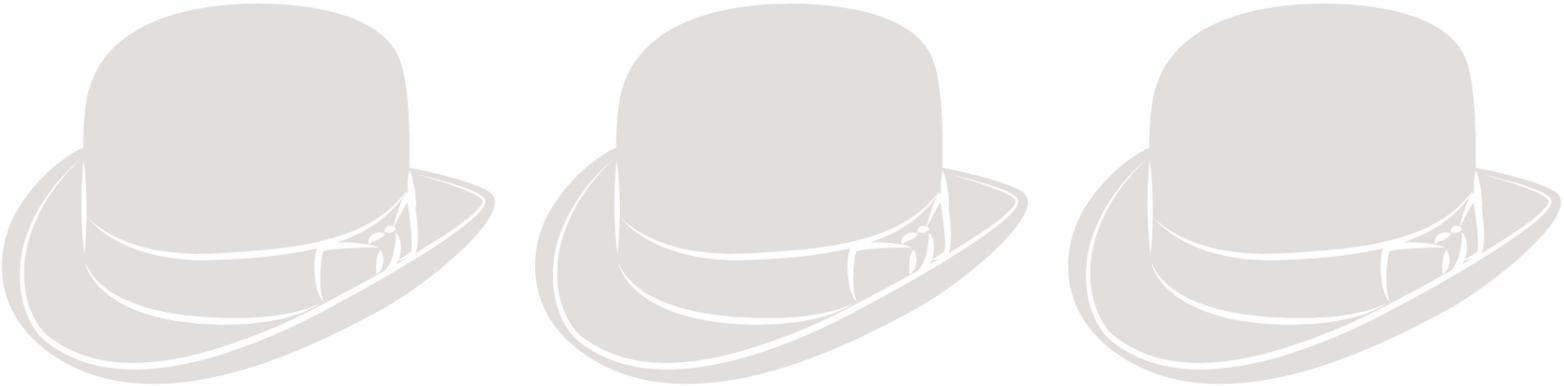


5 Days To 50K Challenge

Day 4

Clarity

Three Hats



Notes



Notes



Notes



Record...

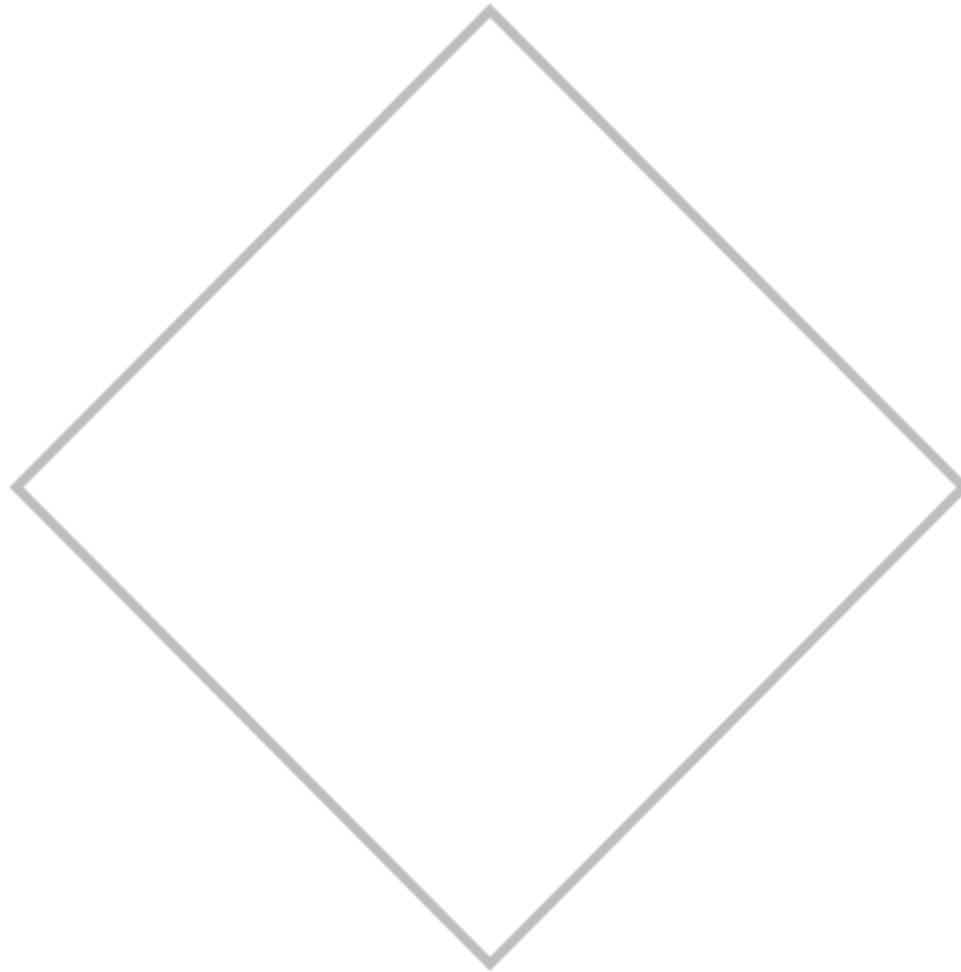
Takeaways	
Top 3	
Actions	



5 Days To 50K Challenge

Day 5

Commitment



Plan

1	
2	
3	

Notes

Notes

Notes



Record...

Takeaways	
Top 3	
Actions	