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BUSINESS PLANNING

Who is it for?

Principals, owners, entrepreneurs, potential practice investors...

- You may be seeking investment or grant funding
- You're certainly ready to turn your practice into a flourishing business
- You might be stood at a crossroads with your practice
- You most definitely want to accelerate growth and gain a commercial edge



What do I get?

1. An independent and impartial evaluation of your business from specialist dental experts
2. An agreed Business Plan – think of it as your step-by-step roadmap to growth
3. Resource planning – breaking down what you need in order to achieve what you want
4. Expert insight into how you can bolster your revenue from your patient list, increase memberships and boost the sales of your most profitable treatments
5. Initiatives to increase 'chair time' for you, your associates and hygienists
6. Recommended cost reduction schemes

How does it work?

Three concrete steps. Three tangible outcomes that will deliver business growth.

STEP 1 Discovery

First things first – we'll give you the peace of mind of complete confidentiality by signing an NDA. Then, over half a day; we'll dig into your objectives and explore:

- Where you are financially, where you want to be and the timescale
- Your Strengths, Weaknesses, Opportunities & Threats
- Your ideal treatment sales
- What sets your practice apart from the competition
- The resources you have to hand – premises, people, technology and equipment

STEP 2 Draft your Business Plan

Now we'll set about drafting your Plan.

It will include:

- A top line growth strategy to include your vision and growth ambitions
- Financial planning - including budgets, P&L, cash flow forecast and break even analysis
- Pricing structure
- Treatment sales and occupancy analysis
- Identify 'game changers' and key success criteria
- Team and resource planning

STEP 3 Discuss and Refine

Third and finally – you'll confirm you're happy and we'll ensure that your Business Plan reflects your ambitions and objectives.

It will include:

- Further discussion refinement (F-2-F or Skype)
- Agree the Business Plan
- Set milestones and KPIs for review

Outcomes

2-year Business Plan

1-year cash flow

Business scorecard detailing agreed KPIs – ensuring that your growth stays on track

How long does it 2 months

My investment?

1 Practice = £3,375 incl. VAT

2 Practices = £4,450 incl. VAT

3+ Practices = POA



Let's get started - call 01626 897 713
or email steve@consultancy4dentists.co.uk