

This worksheet should be completed only by those already in private practice. Bring the completed worksheet to the workshop with you. Your answers will not be used against you in anyway and will be kept confidential (unless you volunteer to share it with others).

	Question	Your Answer <b>BEFORE</b> Workshop	Answer <b>AFTER</b> Workshop
1	What name is your practice best known by?		
2	Do you have partners?		
3	How much cash do you have to put towards improving your practice?		
4	How do people learn about you or come to know who you are? What channels?		
5	Where did your forms and documents come from?		
6	What type of equipment do you want or need more of?		

7	What insurance plans do you accept and how much do they pay?		
8	Do you do your own billing or outsource it?		
9	How do you manage patient scheduling and appointments?		
10	How many employees do you have and what do they get paid?		

11	Where do most of your new patients come from? And why?		
12	Who handles your internal bookkeeping? Your accounting?		
13	How many patients do you see per week?		
14	What is your monthly revenue to expense ratio?		

15	What is the single greatest obstacle to your business success?		
16	What do you think you need to do in order to become more successful?		