

PRACTICE EVALUATION

CLINICAL BUY-IN

APPT: EVAL RATIO

Clinical Ethos

How many visits do you believe your average patient should be seen for to get the results and outcomes you want for them? _____

Evaluations

How many evaluations have you had in the last three months? _____

Follow-Up Visits

How many follow-up visits (not including evaluations) have you had in the last three months? _____

Appt:Eval Ratio

Divide the number of follow-up visits by the evaluations. (Ex: If you had 50 follow-up visits and 10 evaluations, your # would be $50/10 = 5$) _____

FORFEIT RATE

Forfeits

Of your last 20 evaluations, how many of them came for 3 or fewer visits? _____

Forfeit Rate

Divide your number of forfeits by 20 to get your 'forfeit rate' _____%

MEASURING BUY-IN

Appt:Eval Ratio - How does your appt:eval ratio match your Clinical Ethos? Are you seeing patients for as long as you believe they should be seen?

Forfeit Rate - Measuring the patients who say you but didn't decide to continue with their plan of care. Is this higher or lower than you would hve anticipated?

More Tools - For more tools and information on our business mentorship program, head to pelvicptrising.com/business.

We've helped 200+ pelvic health practices start and grow their businesses to better serve their community