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Practice Productivity:

How to do more with less
while positively
impacting your team and
patient weight loss
outcomes



WELCOME

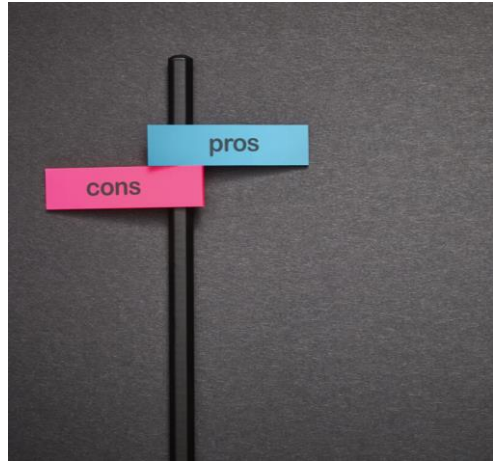
Welcome!



Thank You Robard!

ROBARD CORPORATION

Leaders in Weight Management



Define practice productivity, benefits, potential pitfalls and how to measure it in your practice.



Identify the key ingredients required for a productive practice environment.



List the exact prioritized steps to create a productive practice that generates peace and predictability for you, streamlined operations for your team, and improved outcomes for your weight loss patients.

LEARNING OBJECTIVES





**Ever feel
like this?**

**So at the
end of
the day...**





You are not alone!

Productive:

yielding results, benefits,
or profits



Efficient:

productive of desired results

(Merriam-Webster)



Practice Productivity:



**Achieving optimal practice, team
and patient outcomes with minimal
costs (time, money, frustration)**

(Karol)

Benefits:



- Better Focus on Vision & What is Most Important
- Predictability
- Higher Satisfaction/Energy/Sense of Calm
- Less Burnout
- Improved Operations
- Increased Creativity & Happiness
- Solution Versus Problem Orientation

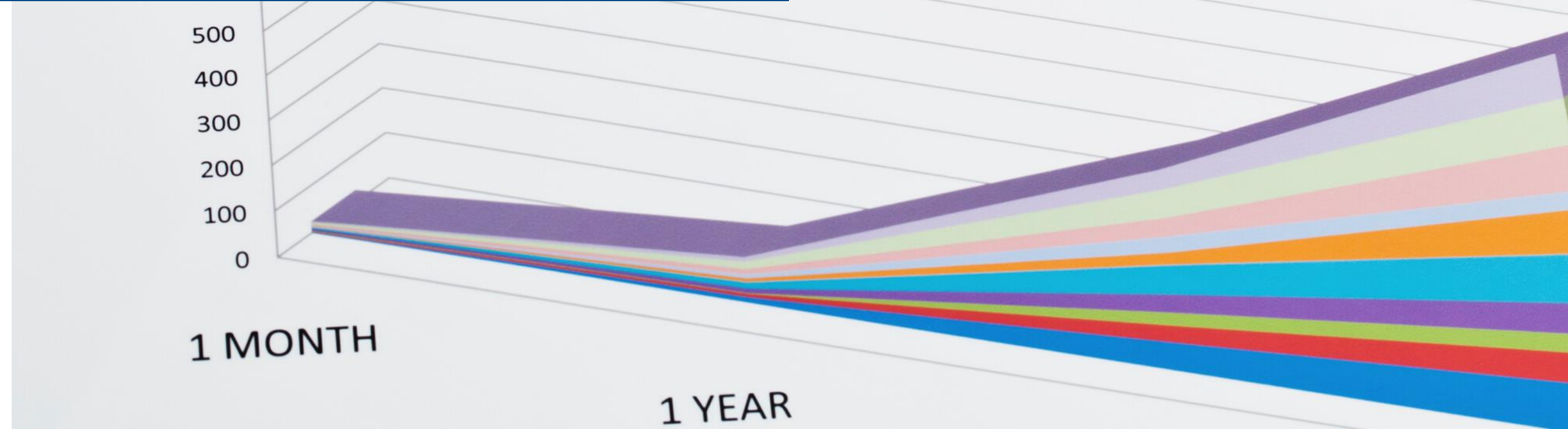
Potential Pitfalls (to Avoid):

- Complacency
- Mistaking Need for Perfection Versus Excellence
- Dictating Personal Productivity Habits Instead of Desired Outcome
- Measuring the Wrong Thing(s) or Not Measuring at All
- Losing Sight of Your Vision
- Focus on Quantity (Busy) Instead of Quality (Results)



How to Measure Practice Productivity:

PRODUCTIVITY



Most industries focus on profit as outlined here:


$$\text{Operating Ratio Formula} = \frac{\text{Operating Expenses}}{\text{Net Sales}} \times 100$$


The lower the percentage the better.

Service Industries Focus On:

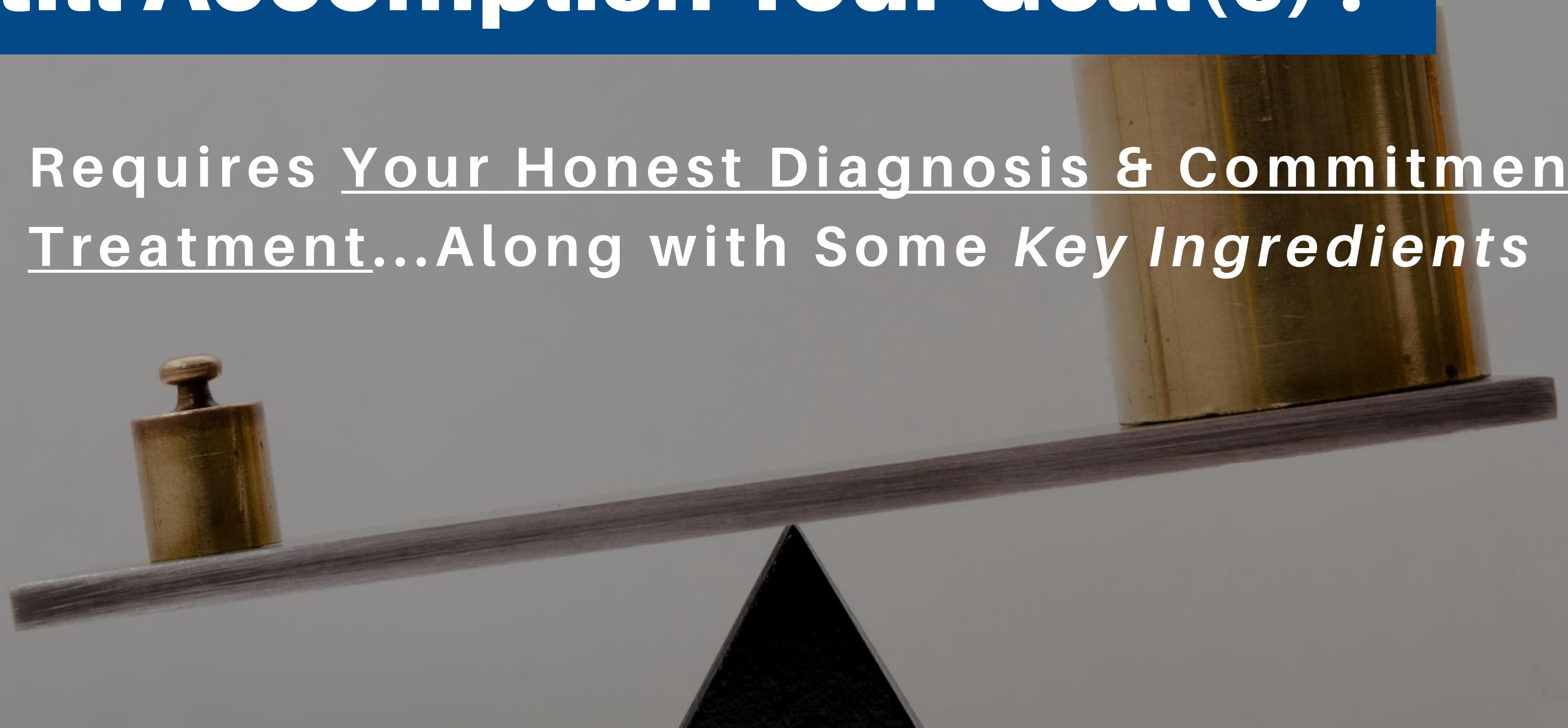
- Outcomes
- Satisfaction
- Revenue (Profit)



We want it all - Optimal Patient Outcomes
at Minimal Cost
with High Satisfaction and Profitability

Question is: How Can You Do More with Less & Still Accomplish Your Goal(s)?

Requires Your Honest Diagnosis & Commitment to Treatment...Along with Some *Key Ingredients*



Maximum Productivity *Key Ingredients*

Your (Clearly Communicated) Vision/Goals

Your (Awesome) Team

Your (Low) Overhead

Your (Profitable) Revenue Streams

Your (Efficient) Systems

Your (Most Important) KPI's



6 EFFICIENT STEPS TO MAKE THIS HAPPEN:



KNOW WHAT YOU WANT NOW & IN THE FUTURE



HIRE A DIVERSE TEAM THAT SUPPORTS YOUR VISION



GROW WITH INTENT WHILE CONTROLLING EXPENSES



ADD COMPLEMENTARY REVENUE STREAMS



BUILD (SIMPLE) SYSTEMS FOR PREDICTABILITY



PRIORITIZE WHAT IS MOST IMPORTANT & MEASURE IT

1

Know What You Want
Now & In the Future

With Focus You Avoid
Distractions

Cast Your Vision &
Unite Your Team

*You get what you
tolerate.*



2

Hire a Diverse Team that Supports Your Vision

- Skills Versus Attributes
- Hire Slow...Let Go Quickly (if necessary)
- Share Your Story & Your Vision
- Emphasize the Role They Play & Desired Outcomes
- Communicate Clear Expectations
- Get to Know Them & Their Goals
- Know What Motivates Them
- Acknowledge & Reward Often



3

Grow with Intent
While Controlling
Expenses



4

Add
Complementary
Revenue Streams



5

Build (Simple) Systems for Predictability

- Recruiting/Hiring/Onboarding/Setting Expectations/Ongoing Evaluation
- Marketing (Online & Offline)
- Sales
- Care Delivery/EMR
- Outcome Evaluation
- Referrals/Testimonials
- Billing/Collections
- Referrals

6

Prioritize What is
Most Important
& Measure It

- Profits by Cost Center
- Patient Outcomes
- Performance
- Patient Satisfaction
- Team Satisfaction
- Marketing ROI/Online Presence





Tips for Success:

- Delegation of Outcomes
- Open/Regular/Transparent Communication
- Time Management/Workflow Efficiency
- Patient Centric Care
- Supportive Technology
- Allow Time/Space to Get the Job Done
- Allow Your Team to Organize Responsibilities
THEIR Way
- Challenge Current Team Prior to Hiring
- Let Go of What Isn't Working
- Take Time for Self-Care

**5 Participants
Today:
Get Complimentary
Access to My
7 Systems Business
Training Videos &
Action Guide & 1:1
Strategy Session
with Me**

**7 SYSTEMS FOR
PREDICTABLE PROFIT
& PEACE OF MIND
IN YOUR PRACTICE**

Action Guide





Summary

- Define practice productivity, benefits, potential pitfalls and how to measure it in your practice.
- Identify the key ingredients required for a productive practice environment.
- List the exact prioritized steps to create a productive practice that generates peace and predictability for you, streamlined operations for your team, and improved outcomes for your weight loss patients.

Questions?

REACH OUT TO ME...

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