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This questionnaire is designed to help you determine if you are building a practice fueled by the need to pay the monthly bills or sowing the seeds of a solid practice/business that will care for your patients and provide for your family in the years to come.

Last Three Months Averages:

New patients/month	_____	Business overhead/month	_____
Patient visits/month	_____	Personal overhead/month	_____
Services/month	_____	Total overhead/month	_____
Collections/month	_____		

Where Would You Like To Be In One Year:

New patients/month	_____	Business overhead/month	_____
Patient visits/month	_____	Personal overhead/month	_____
Services/month	_____	Total overhead/month	_____
Collections/month	_____		

What are the "top" three things that need to change to achieve the practice you would like to have in one year?

1. _____ 2. _____ 3. _____

What is your plan: (use a blank page if you need to) _____

Professional:

Yes /No

1. Are you happy being a chiropractor? _____
2. Is there a need in your city for chiropractic services? _____
3. Are you respected by members of your community? _____
4. Are you respected by other chiropractors in your community? _____
5. Are you respected by other health care professionals? _____
6. Do people listen to you? _____
7. Are patients embracing what you advocate? _____
8. Do you feel qualified to be in business for yourself? _____
9. Do you have confidence in chiropractic's future? _____
10. Do you have confidence in your future? _____
11. If you could do it over again would you become a chiropractor? _____

Personal:

1. Is your personal and professional life in balance? _____
2. Are you happy with the relationship you have with your spouse? _____
3. Are you happy with the relationship you have with your kids? _____
4. Do you have enough free time to do the things you want to do? _____
5. Are you happy? _____
6. Are you experiencing excessive amounts of stress? _____
7. Are you physically healthy? _____
8. Are you emotionally healthy? _____
9. Are you spiritually healthy? _____

Financial:

1. Are you current with your income taxes? _____
2. Are you current with your payroll taxes? _____
3. Are you current with your student loans? _____
4. Are you in debt? (Excluding your mortgage) _____
5. Is your collection ratio above 90%? _____
6. Are your receivables between 60- and 90-days worth of services? _____
7. Do you decrease your fees, wave the co-payment or deductible? _____
8. Are you set up to successfully process the cash patient? _____
9. Are you able to provide for your family's financial needs? _____

Practice Building:

1. Do you have an internal and external marketing plan? _____
2. Do you have a dedicated referral program? _____
3. Do your patients stay, pay and refer? _____
4. Are you surprised when patients choose care? _____
5. Is your financial report based on personal value? _____
6. Is your report of findings based on personal value? _____
7. Are you effective at managing patient "buyer's remorse"? _____
8. Do you treat your patients first and their conditions second? _____

Staff Management:

1. Are you effective at hiring the right person? _____
2. Are you effective at training and motivating your staff? _____
3. Does your staff feel they are treated and paid fairly? _____
4. Is the attitude of your staff positive and service focused? _____
5. Is your staff focused on marketing? _____

Integrity:

1. Are exams/diagnoses/treatment schedules based on patient needs? _____
2. Are fees, billings and reports without exaggeration? _____
3. Are your verbal and written communications honest? _____
4. Would you refer someone you love to a doctor who practices the way you do? _____
5. Would you trust someone you love to a doctor who runs his/her business the way you do? _____

By answering these questions you help me... help you!