Practice Sustainability & Pricing Worksheet

Practitioner Name: __ *Date:* __ **Program/Package Name:** _____

Section 1: The "Invisible Labor" Audit (Cost of Delivery)

Use this section to calculate the actual time required to deliver a high-level clinical outcome using the R.O.O.T.S. Method™.

Task / Clinical Activity | Estimated Minutes | :--- | :--- | | **Intake Review:** Analyzing 20+ pages of questionnaires | _ *min* | | *Timeline Construction: Mapping Antecedents, Triggers, Mediators* | _ min | | **Matrix Mapping:** Organizing symptoms into the FM Matrix | _ *min* | | *Lab Analysis: Reviewing OATs, DUTCH, GI-Map, or Blood Chemistry* | _ min | | **Protocol Design:** Creating personalized nutrition/supplement plans | _ *min* | | *Administrative: Charting, portal messaging, and scheduling* | _ min | | **Total "Invisible" Minutes per Client:** | __ **min** |

Section 2: Value-Based Package Builder

Transition from hourly "commodity" pricing to a transformation-focused model.

Package Components: - [ ] Initial Deep-Dive Consultation (90 min) - [ ] Follow-up Progress Reviews (Number of sessions: ____) - [ ] R.O.O.T.S. Clinical Timeline & Matrix Delivery - [ ] Lab Interpretation & Review Sessions - [ ] Between-Session Support (Email/Voxer/Portal) - [ ] Exclusive Educational Resources/Handouts

Desired Package Duration: (e.g., 3 months, 6 months) __ *Total Face-to-Face Hours:* _ **Total Invisible Labor Hours (from Section 1):** __ **TOTAL TIME INVESTMENT:** _____ hours

Section 3: The "Profit First" Allocation

Calculate your target pricing based on the solo-practitioner recommended percentages.

Account Type	Target %	Calculation (Price x %)
Owner's Pay (Your Salary)	50%	$_____
Operating Expenses (Software, Rent)	30%	$_____
Tax Account (IRS/Government)	15%	$_____

Account Type	Target %	Calculation (Price x %)
Profit Account (Your Reward)	5%	$_____
TOTAL PACKAGE PRICE:	100%	$_____

Section 4: Sustainability Reflection

Current "True" Hourly Rate: (Total Price ÷ Total Time Investment): $___

Observations: 1. Does this rate support my clinical growth and prevent burnout? __ *2. Am I allocating enough for "Clinical Advancement" (Rule of 10)?* __ 3. How does this package improve the client's commitment compared to pay-per-visit?

Next Steps:

- [ ] Update website/service menu with the new Package Model.
- [ ] Set up separate bank accounts for Profit, Tax, and Opex.
- [ ] Review "Invisible Labor" logs after the next 3 clients to refine pricing.

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