NAVIGATOR BOOKKEEPING

CLIENT STORY · GROWTH

From solo practice to a team of six in under two years

Group therapy practice · with Navigator since 2024

REVENUE	NET PROFIT	OWNER PAY
from $180K	from $86K	from $107K
$920K	**$248K**	**$206K**
about 5x	nearly 3x	nearly doubled

WHERE THEY STARTED

A solo therapist with a healthy, profitable practice and a big question: stay solo or build a team?

WHAT WE DID TOGETHER

- Kept the books clean and current every month through the hiring push
- Reviewed the numbers monthly as each new clinician ramped up
- Tracked the shift from a W2-only team to a W2 and 1099 mix

WHAT CHANGED

She hired her first clinicians in April 2025 and signed a new lease. Monthly revenue went from $14K to $59K by that December. Through September 2026, revenue hit $756K and profit $204K, both well past all of 2025.

Her margin went from 48% to 27%. That's not a warning sign. A solo practice has almost no cost of service, so the percentage always drops when you add a team. Profit nearly tripled and her own pay nearly doubled.

THE NUMBERS

	2024 (SOLO)	LAST 12 MONTHS
Revenue	$180K	**$920K**
Net profit	$86K	**$248K**
Owner pay	$107K	**$206K**
Clinicians	1	**6**

THE LESSON

When you go from solo to group, watch profit dollars and owner pay, not just the margin percent.

Curious what your own numbers could show?

Book a free discovery call at navigatingyourbooks.com

Figures come from this practice's own books, with names withheld. "Last 12 months" ends August or September 2026. Every practice is different, and results depend on your own numbers.