NAVIGATOR BOOKKEEPING

CLIENT STORY · GROWTH

Growing from 2 to 15 clinicians on a model, not a hunch

Group therapy practice · with Navigator since 2024

CLINICIANS
from 2
15
more than 7x the team

REVENUE
from $259K
$802K
about 3x

NET MARGIN
from 9%
22%
in 2025

WHERE THEY STARTED

A small group practice with ambitious growth plans and a 9% margin.

WHAT WE DID TOGETHER

- Cleaned up the books and mapped out her support team
- Ran break-even pay models before new hires
- Built a bonus plan for a key team member and forecasted expenses
- Built the roadmap for adding a prescriber, from comp models to a separate entity

WHAT CHANGED

In 2025, revenue nearly doubled and profit grew almost 5x, to a 22% margin. In 2026, revenue passed $100K a month.

Margin came down this year as she invested in the prescriber, and expenses are already back in line. She's also been able to raise her own pay.

THE NUMBERS

	2024	2025	LAST 12 MONTHS
Revenue	$259K	$508K	**$802K**
Net profit	$24K	$112K	**$89K**
Net margin	9%	22%	**11%**

THE LESSON

Every hire should have a break-even number before the offer goes out. It's the difference between growing and just getting bigger.

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.