NAVIGATOR BOOKKEEPING

CLIENT STORY · TURNAROUND

A $346K profit swing in one year

Group therapy practice · with Navigator since 2023

NET PROFIT
from ($206K)
$141K
2025 vs. 2026 YTD

REVENUE
from $340K
$1.33M
about 4x

CLINICIANS
from 6
13
team doubled

WHERE THEY STARTED

A fast-growing group practice. Revenue more than doubled in 2024 and passed $1M in 2025. But growth outran the structure underneath it, and 2025 ended with a $206K loss.

WHAT WE DID TOGETHER

- Walked through every expense line to bring costs down
- Updated clinician pay structures, moving the team from percent-of-revenue to W2
- Talked through new leadership roles and a debt consolidation plan

WHAT CHANGED

He redesigned the practice around productivity. New leadership roles took shape, he secured an $11 higher insurance rate per session with his largest payer, and he consolidated debt.

Through September 2026, the practice is $141K in profit. That's a $346K swing from the year before.

THE NUMBERS

	2023	2025	LAST 12 MONTHS
Revenue	$340K	$1.28M	**$1.33M**
Net profit	$186K	($206K)	**$92K**
Net margin	55%	-16%	**7%**

THE LESSON

Revenue growth can hide a pay structure problem for a long time. Profit is what tells you whether the model actually works.

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.