NAVIGATOR BOOKKEEPING

CLIENT STORY · TURNAROUND

Growing pains, then a fivefold profit comeback

Group therapy practice · with Navigator since 2021

NET PROFIT
from $19K
$98K
2024 to 2025, 5x

REVENUE
from $360K
$832K
since 2022

RECORD MONTH
$84K
April 2026 revenue

WHERE THEY STARTED

A growing practice that doubled monthly revenue during 2022, from $18K in January to $41K in December.

WHAT WE DID TOGETHER

- Built clinician profitability tracking so he could see what each clinician contributed
- Monthly reviews that flagged rising clinician costs as margin slipped

WHAT CHANGED

Revenue kept climbing, up 51% in 2023 and 25% in 2024. But clinician costs rose faster, and 2024 ended at a 3% margin. That number showed exactly where to focus.

In 2025, profit grew more than fivefold to $98K. April 2026 set an all-time record: $84K in revenue and $21K in profit in a single month.

THE NUMBERS

	2022	2023	2024	2025	LAST 12
Revenue	$360K	$543K	$678K	$807K	**$832K**
Net profit	$84K	$56K	$19K	$98K	**$81K**
Net margin	23%	10%	3%	12%	**10%**

THE LESSON

Growing revenue and a shrinking margin at the same time is a signal, not a mystery. Clinician-level numbers tell you which lever to pull.

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.