Crossing $1M and holding a 23% margin, with fewer clinicians

Group psychology practice · with Navigator since 2024

NET MARGIN

23%+

three years running

REVENUE PER CLINICIAN

from $59K

$96K

16 to 11 clinicians

REVENUE

from $951K

$1.06M

crossed $1M

WHERE THEY STARTED

An already-healthy group practice, close to $1M in revenue, with 16 clinicians.

WHAT WE DID TOGETHER

- Set owner pay at a sustainable weekly amount
- Introduced a Profit First plan to build tax savings
- Built clinician profitability charts that guided hiring decisions
- Documented a compensation package for every clinician

WHAT CHANGED

Revenue passed $1M in 2025. He rewarded his three top performers with bonuses, and April 2026 was his most profitable month ever. The practice does slightly more revenue with 11 clinicians than it did with 16.

In our experience, most group practices land around a 10% to 15% margin. He's held 23% or better for three straight years.

THE NUMBERS

	2024	2025	LAST 12 MONTHS
Revenue	$951K	$1.05M	**$1.06M**
Net profit	$227K	$243K	**$247K**
Net margin	24%	23%	**23%**

THE LESSON

Healthy practices still need structure. Clear owner pay, documented comp and clinician-level numbers are how you stay healthy while you grow.

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.