Working fewer days and keeping a 72% margin

Solo therapy practice · with Navigator since 2025

NET MARGIN

from 73%

72%

barely moved

REVENUE

from $239K

$224K

down only 6%

CLINICAL DAYS

Fewer

by choice

WHERE THEY STARTED

A very profitable solo practitioner who joined in mid-2025 and needed a books cleanup first.

WHAT WE DID TOGETHER

- Cleaned up the books and simplified his banking
- Set up Profit First accounts
- Planned ahead for taxes and retirement

WHAT CHANGED

In 2026 he chose to cut his clinical days. Revenue came down only about 6%, and his margin held at 72%.

He also tested new marketing and hired an admin to take work off his plate.

THE NUMBERS

	2025	LAST 12 MONTHS
Revenue	$239K	**$224K**
Net profit	$175K	**$161K**
Net margin	73%	**72%**

THE LESSON

Profit isn't only about growth. Sometimes the win is working less and keeping almost everything you had.

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.