

# Professional Business Solutions

PBS BULLETIN OF 29 SEPTEMBER 2007

## 3% QUARTERLY BACK-END FEE INCREASE

Dear Practice Owner: Fee increases are often times neglected in favor of the status quo. The problem with this approach is that the ongoing cost of living increase results in a *relative* drop in your fees. As practice income approaches, or even drops below total operating expenses, practice viability is threatened. The answer to this problem is a *scheduled quarterly fee increase* to either or both your *front-end fees* (I.e. quotable items such as exams, spays, neuters etc...) and *back-end fees* (I.e. radiographs, lab work, surgery fees etc...).

As of this September 30 2007 third quarter ending we recommend the following fee increase(s):

- 3% Front-end fee increase
- 3% Back-end fee increase

Next fee increase: Fourth quarter ending December 30, 2007

Please note: If you need to know what the *range* your fees should be in then please give us a call. We'll be happy to point you in the right direction.



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