

# HOW MUCH DO PHYSICAL THERAPY OWNERS MAKE?



# Have you ever tried to calculate your true net profitability?

In other words, how much money your business actually makes after every expense, including your salary as the owner/operator. Most private practice owners calculate profit their own way... but in business, business is a science, and there is a right way and a wrong way to calculate profitability.

Did you know the average profitability in private PT practices is between 5-7% of total revenue collected?

Meaning, if a PT business collects \$1 million in revenue, the business only produced \$50k-\$70k of income.

Now please understand, it's highly likely that you as the owner TAKE HOME much more than 5-7%, but you cannot count your salary as profit.



*Why?*

As an owner, there's a high likelihood that you're carrying substantial responsibilities whether you're carrying a full case load or maintaining administration responsibilities. If you were to sell your business today, your responsibilities would still need to be carried out which would require a replacement employee.

Here's an example: Hypothetically speaking, let's say your business collects \$1 million in revenue annually. You are the owner and carry a full patient caseload. Your salary is \$100k and the business has \$50k of income at the end of the year. Is your profit \$150k?

No it's not...



If your business was acquired today, YOU would need to be replaced by another physical therapist. With an average market salary for a PT being around \$80k, this needs to be removed to get a TRUE look at profitability. Therefore, in this example, the true profitability would be \$70k or 7%.

(\$150k is your take home - \$80k market salary for your current role = \$70k)

What should your profitability be today? Above 25%. ([A FYZICAL Advisor can help you get there... Schedule a 30 min call to get started](#)).



Yes, you read this correctly. AFTER paying yourself a fair market salary, your business should be producing 25% net income.

In the same example above, while the average take home on a \$1 million business is about \$150k, it should be closer to \$330k...  
MORE THAN DOUBLE!

How is this possible?

**You'll have to get this answer from a FYZICAL Advisor.**

[Schedule your call here.](#)

**CLICK HERE  
TO SCHEDULE A  
CALL TODAY.**

