

# Is your PT practice worth anything today?

## Take this “Sell Your Practice” quiz to determine if you have a sellable practice.

(Circle the corresponding number of points for the situation that best describes your practice today.)

### Size Matters (Annual Revenue)

	Points
\$5,000,000 +	10
\$2,000,000 - \$2,500,00	8
\$1,000,000 - \$1,999,999	6
\$500,000 - \$999,999	4
\$300,000 - \$ 499,999	2
\$ 0 - \$299,999	0

### Physician Diversity

	Points
No single referral source exceeds 10% of revenue	10
One referral source exceeds 10% of revenue	6
Two referral sources exceed 20% of revenue	4
Three referral sources exceed 30% of revenue	0

### Payer Diversity

	Points
Your number one payer source is 25% or less of your total revenue	10
Your number one payer source is 26% to 35% of your total revenue	6
Your number one payer source is 36% to 45% of your total revenue	4
Your number one payer source is 46% or more of your total revenue	0

### Owner Driven Practice

	Points
Owner invests zero time as a clinician	10
Owner invests less than 10 hours weekly as a clinician	6
Owner invests 20 hours weekly as a clinician	4
Owner invests 25+ hours weekly as a clinician	0

### Profit is King and Salary is NOT Profit

	Points
The pretax profitability after all salaries have been paid equals:	
20% +	10
15%-19%	8
10%-14%	6
5% - 9%	4
Less 5%	0

Total Points

### If You Scored

	Probability of Selling Your PT Practice
45 to 50 points	Highly probable
35 to 44 points	Probable
19 to 34 points	Questionable
1 to 18 points	Unlikely

If you scored less than **35 points**, then the chance your practice will sell, or will receive a decent valuation, is low. Come to PT Revolution to discover how to boost your score and get a line of buyers beating a path to your door!