

"...because FYZICAL gave me the financial cushion to step back from treating, grow my practice and plan for the future. With the help of FYZICAL, I've been able to hire additional physician employees that generate revenue in the practice, even when I'm not there. I've now built a business that is actually worth something, and when the time comes, I can retire with wealth."

**- Dr. Vien Phommachanh**



"...because of the business skills I've learned over the past year. Like so many of my physician peers, I didn't receive education or experience in business while I was in school. FYZICAL has helped us implement daily management reports, pillars of success, vital stats and so much more. I know all of our performance metrics, and it makes a huge difference managing our business. It isn't just with our balance center either, we are actually improving quite a few things on the ENT side using what FYZICAL has taught us as well."

**- Dr. Sarah Powell**

"...because FYZICAL showed us how to increase our hearing aid sales by 59%! And that's with half the number of audiologists in our practice! We were missing so many opportunities before, and FYZICAL has helped us to supercharge our ancillary services."

**- Dr. Carl Stephenson**

**I Wish I Added a**  
  
**BALANCE & DIZZINESS**  
**CENTER**  
**Sooner...**

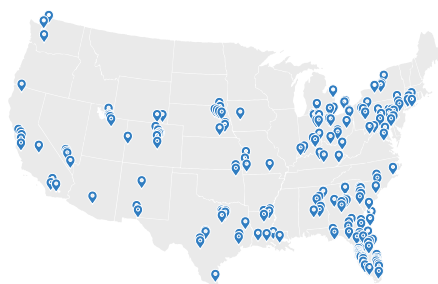
**Private practice  
otolaryngologists  
from across the  
country share their  
thoughts on why  
they wish they  
added a balance  
center to their  
practice sooner.**

"...because it's completely rejuvenated my passion as a mature practitioner again. I'm at the tail end of my career. I stopped performing surgeries a few years ago and have been treating common colds and runny noses. My passion had dwindled over the past few years, but I still wanted to help my patients. I am now able to have meaningful interactions with patients I was unable to help for so long. We're also preventing falls, and making a true difference in these patients' lives."

**- Dr. Ed Shotts**

"...because I was doing my patients a disservice by not providing balance services. Since joining FYZICAL, my therapists have received the most up-to-date, world-class balance and vestibular training available and we're now able to provide substantially better patient care across the board."

**- Dr. Jason Boole**



"...because it has been the biggest revenue generator in our practice, and FYZICAL made it easy. The FYZICAL team helped me design my balance center and trained my entire team with the most advanced balance protocols my therapists have ever seen. My team is so excited to be able to help our patients more than ever!"

**- Dr. Chip Hebert**

"...because before opening our center, when dizzy patients would come to me, I'd end up sending them to a therapist down the road and cross my fingers they were getting the care they needed. Now, I'm able to refer them to the balance center inside our practice and see their treatment the whole way through... and with FYZICAL's proprietary balance program, I know they are getting top notch care."

**- Dr. Bill McFeely**

"...because we never realized that our practice was worth next to nothing— unless we stayed in the practice and became an employee for someone else down the road. Now, we have significantly increased our ancillary revenue and the success and growth of our practice is no longer dependent on our presence, thus, creating an extremely valuable, attractive business."

**- Dr. Seth Palmer & Dr. Rich Strabbing**

"...because I'm now able to move on to the next stage of my career! FYZICAL has shown me how to operate a profitable, systems-driven practice. I have an exit strategy and a secure financial future. I am now focused on helping physicians across the country add balance and help these patients too."

**- Dr. Daniel Deems**