



Your Private Practice Fee Setting Cheat Sheet



Setting fees for your private practice can be a *daunting task*. So we made a cheat sheet to help you out. Just follow our steps and you'll be golden!

Start by setting your desired annual salary and ideal working weeks.

There are 52 weeks in a year - Remember to give yourself some vacation time.

Desired Salary: \$ _____

Ideal Working Weeks: _____

Now plug your desired salary and working weeks into the following formula. This will give us the income your practice needs to generate each week.

$$\frac{\text{Desired Salary}}{\text{Ideal Working Weeks}} = \text{Income Needed Per Week}$$

Expenses

Office Rent: \$ _____

Phone, Internet, Electric: \$ _____

Advertising, Marketing: \$ _____

Other Practice Expenses: \$ _____

Total Monthly Expenses: \$ _____

Take note of expenses your practice has each month.

Add them up for your Total Monthly Expenses, then follow the formula to get your Yearly Expenses

Then, simply follow the formulas below to find the best session fee

$$\frac{\text{Total Monthly Expenses}}{\text{Months in a Year}} \times 12 = \text{Yearly Expenses}$$

$$\frac{\text{Yearly Expenses}}{\text{Desired Salary}} = \text{Gross Income Needed}$$

$$\frac{\text{Gross Income Needed}}{\text{Ideal Working Weeks}} = \text{Income Needed per Week}$$

Now that you have the amount your practice needs to generate per week, play with a few different session rate options.

$$\frac{\text{Income Needed per Week}}{\$150 \text{ Session Fee}} = \text{Clients Seen per Week}$$

$$\frac{\text{Income Needed per Week}}{\$100 \text{ Session Fee}} = \text{Clients Seen per Week}$$

$$\frac{\text{Income Needed per Week}}{\$150 \text{ Session Fee}} = \text{Clients Seen per Week}$$

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