

FUEL
MEDICAL



*Achieve Your
Practice's Full Potential*

Could your practice be better at

ATTRACTING *New Patients*

Retaining Current Patients

Providing RETURNING PATIENTS
with *Better Experiences*

Revenue GENERATION

Being Known as the *Local Experts* in your field?



*Let us show you how we
make that happen*

Who We Are.

FUEL MEDICAL GROUP

is the *leading member-focused* advisory company
serving **ENTs, otologists, audiology**
private practices & universities

We create and implement custom tools and actionable solutions that enhance practice performance and improve patient outcomes. By combining best practice business strategies with analytics, Fuel Medical helps members achieve their goals by more effectively managing talent, information and patients.



If you aren't taking advantage of every opportunity available, you are missing out on potential revenue.

Work Smarter, Not Harder...

Fuel Medical works with your internal teams to create custom solutions for each patient engagement. Whether it's how you answer the phone, room a patient, explain test results or report outcomes, our goal is to create efficient systems that encourage and develop patient loyalty in your practice.

Where We Identify Opportunities



Your team and process impact every patient experience.

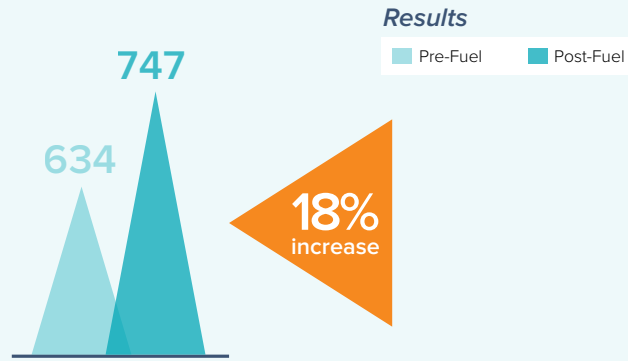
■ Your process

● Your team

Case Study 1

ENT Clinic in the Northeast wanting to increase ASP on hearing device sales.

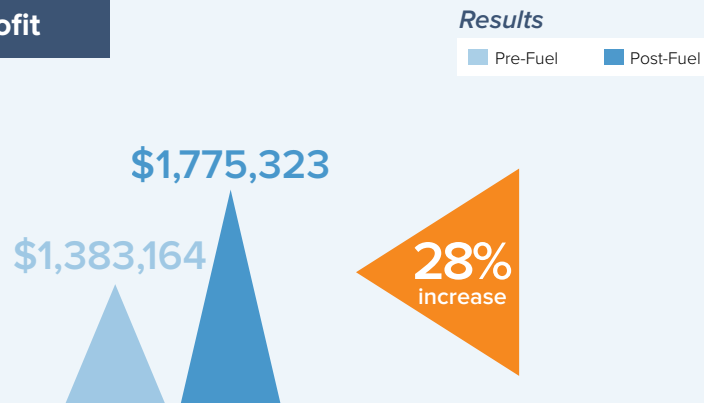
Devices Sold



Average Sale Price




Gross Profit



Case Study 2

ENT Clinic in the Northwest looking to add in-house immunotherapy services for the first time.

GREW in
year **ONE**
to **422** patients,

generating
\$286,453 
in annual revenue.

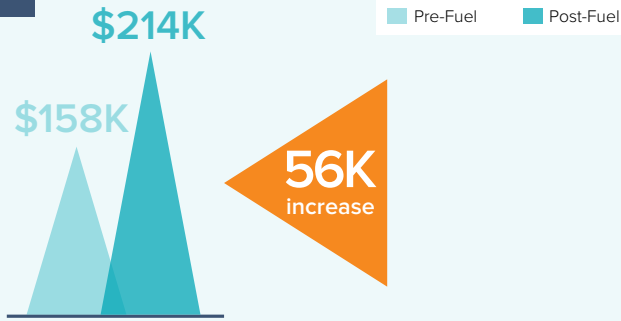
By the **SECOND** year,
they had grown to
929 patients,


and generated
\$567,840
in annual revenue.

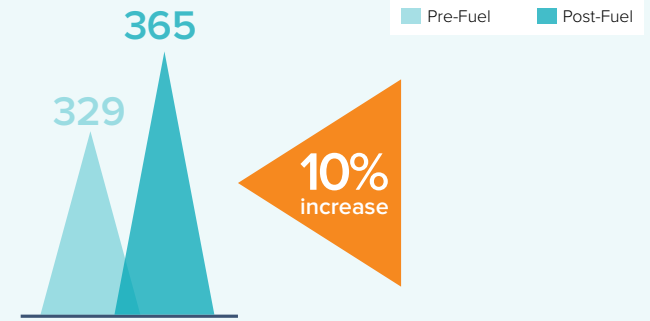
Case Study 3

ENT Clinic in the Northwest looking for solutions to increase the profitability of their audiology department.

Monthly Revenue



Devices Sold



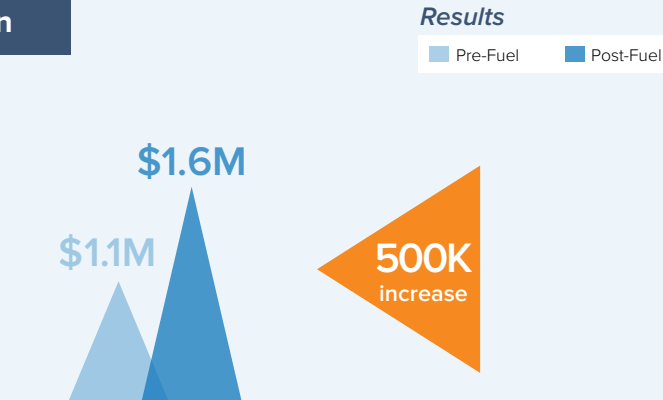
Annual Revenue



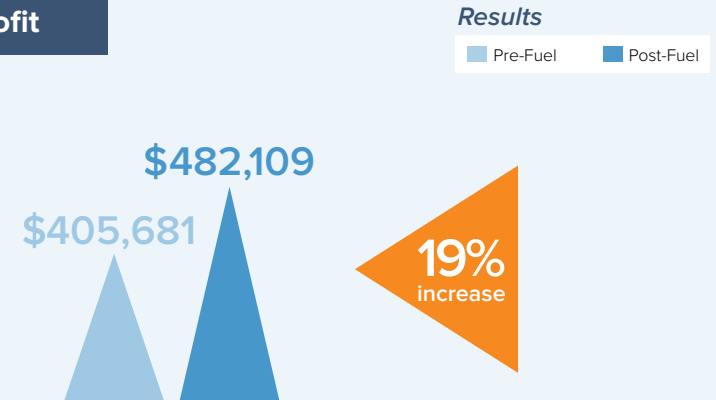
Net Revenue



Gross Margin



Gross Profit



Detailed Case Study One Sheets Available Upon Request

Case Study 4

ENT Clinic in the Southeast with the desire to increase hearing device sales and ASP.

Our Specialties

and how we support them.

▶ **Operations**

To achieve consistent growth-sustaining results, proper systems are essential. Fuel has pioneered a series of patient flow protocols designed to consistently communicate your practice's total value proposition to patients.

▶ **Finance**

Benchmarking the key performance indicators within the operational engine of your practice and then setting monitored, carefully crafted growth plans in motion are vital components to assist us in driving your practice forward.

▶ **Marketing**

Our marketing specialists will take a look at all facets of your operation and develop a strategy for growing your practice. We will make sure you are taking advantage of every opportunity available to maximize potential revenue.

▶ **Digital**

You need a digital strategy that can drive patients through your doors to increase revenue. Our digital team has the experience and knowledge to grow your online presence and manage your online reputation.

▶ **Human Resources**

Fuel's expertise in staffing solutions will help you build, develop and retain a team to carry your practice to the next level.

▶ **Professional Development**

Your staff is the most significant asset in your practice. Fuel will examine all aspects of your business to create a comprehensive, customized training platform that will become the foundation for your group's future growth.

▶ **Mergers & Acquisitions**

Creating a successful deal requires both experience and a defined strategy. Fuel assists with due diligence, negotiations, documentation and most importantly, post-deal integration to ensure success.

▶ **Career Placement**

Fuel's experience with career placement opportunities can benefit your practice whether you are seeking talent, professional opportunities or potential partners.

Let us show you **THE VALUE**

Fuel Medical Group

can bring to *your practice.*

Talk to us today

360-210-5658

FuelMedical.com

info@fuelmedical.com



*Our goal is to improve every patient's
experience and achieve every clinic's potential.*

Trustworthy Strategic Collaborative Deliberate

