Drugs

- Discounting x
- System for missed charges

Labs

External & Internal

- Pathology & collection fee
- 100% markup
- Compare service providers
- Consider all hidden costs in providing service

Pricing

⇒ Mark-Up vs Margin
⇒ Bricks & mortar vs online
⇒ Scripts
⇒ Dispensing & Injection fee
⇒ Sell by Whole units
⇒ Buying group
⇒ Price increases

COGS:
<22% of Turnover

- Drugs
- Internal & External Labs
- Cremations & Disposals

Cremations & Disposals

- Compare service providers

Ordering

⇒ One person
⇒ Documented system
⇒ Client orders
⇒ Back orders
⇒ Large order 1 x month, + top up order weekly
⇒ Supplier T&Cs
⇒ Monitor stock on hand

Stock Control

- Reduce waste
- Back orders
- Stock rotation

⇒ Streamline your range
⇒ Organise buying pattern to maximise rebates
⇒ Consider new products when they come on the market
⇒ Price shop consumables

Accelerate Practice Academy