

# PRACTICE PEARLS FROM DR. STEELE

1. Most limitations are self-imposed, and based in fear
2. You cannot improve what you do not measure
3. The most underrated metric is: Doctor Revenue per day
4. When possible, hire out of want-not need
5. Most doctors limit themselves with staffing and space
6. If you are going to say you're the best- you must look it
7. Take your local medical providers and their staff breakfast once a year
8. Have a written policy on how the team is held accountable, and use it
9. Watch your no shows (how many/when) adjust the schedule accordingly.
10. If an exam is Medical, we must bill medical insurance. Inform patients of this up front.