



PATHWAYS TO PRIVATE PRACTICE

YOUR NAME: _____

FOR PRACTICE NAME: _____

PROBING QUESTIONS FOR ANYONE CONSIDERING JOINING A PRACTICE

The answers are essential in helping you formulate a vision of what your new association will be like. A good fit will help ensure your future success and happiness in practice.

If you need more room for answers, please attach and cross-reference your addendums on additional pages.

PRACTICE PHILOSOPHY

Where are your interests and emphasis?

What frequency of patient flow could you keep up with at this point? How do you see it changing?

What instruments and equipment have you been exposed to that you find to be vital for good patient management?¹

What is your work ethic like? How could you describe your commitment and approach to your profession?

What do you see for the future of independent optometry?

PRACTICE MANAGEMENT

What is your perception of our staff now?

How do you see your role in personnel management? Conflict resolution? Training and motivating?

What training do you think is vital for the eye care team?

What administrative duties can you assume? Special training you have had such as bookkeeping software, etc.?

What do you think the “doctor as a role model” involves?

What is your definition of good leadership?

VISION AND GOALS

What values do you consider to be the most important in a business?

What values do you think its people should hold dear?

Where do you see yourself in five years?

Income?

Involvement?

Family life?

Do you want to buy shares of the practice? What percentage?

Interested in Real Estate holdings?

Where do you see yourself in the same aspects in ten years?

Twenty?

TRAINING

At what point in your life did you decide to be an optometrist?

What undergraduate studies best prepared you?

What graduate studies, externships, etc. best prepared you?

What studies in Optometry School did you do the best and the worst in?

PRACTICE AND REVENUE BUILDING

What is your philosophy on product sales and recommendations?

Staff incentives? Do you agree with a SPIF or commission system to motivate sales? A bonus plan for all?

What are the unique marketing opportunities that you can help us with?

What networking and community outreach opportunities do you see yourself participating in?

What should the reputation of the practice be?

What type of image is important to portray?

Copyright 2022 by Professional Vision Group, Inc. Any reproduction or distribution without the express consent of Professional Vision Group is illegal, lazy, and downright unethical.