

Who is the QXCI-SCIO for?

New Practitioners
Enhancing and Expanding an Existing Practice
Investment profiles
New Practitioner
Expanding Practitioner

A superb tool for all modalities including

Acupuncturists	Herbalists
Allergists	Homeopaths
Chiropractors	Kinesiologists
Craniosacralists	Naturopaths
Dentists	Nutritionists
Doctors	Psychotherapists

New Practitioners

The Quantum is suitable for developing a practice. It is an ideal tool in marketing terms for

- Allergy screening 30 minutes
- Nutrition profiling 30 minutes
- Wellness screenings 60 minutes

In order to realise the figures below it is necessary to

- operate from 4 clinics to access a wide client catchment
- make your expertise known by advertising: the Quantum is an ideal facility for this.

Enhancing and Expanding an Existing Practice

- The quantum integrates with your own modality and will considerably expand your offerings.
- The Quantum can speed your practice buildup.

It is often a slow build up to a healthy practice when recently qualified. Typical experience, even with extensive marketing, is between ½ and 1 client contact day per week. Most new clients come by referral. Thus it can take 4 to 5 years to establish a viable practice income. The benefits in building a practice rapidly are illustrated above.

- Established practitioners build their business by success and referrals. This is slow. Clients also present with quite complex disease processes. They now frequently

require more than one therapy modality e.g. acupuncture and nutrition. They also want quicker results: many judge success by feeling better in at least one area reasonably quickly. Technology is liked and enhances credibility. These are realities in helping clients to stay the course in becoming well.

The Quantum can assist and support practitioner and patient in all these areas. Better clients, more quickly with more information will increase your practice credibility and growth.

Investment profiles

The following projections are based on:

- a 3 year initial investment write off period., 10% loan rate
- a conservative charge rate of £30 per hour
- typical practice operating expenses (25% of gross income)
- a conservative working week of 4 days and 46 weeks per year
- only 4 hours per day under startup scenario.
- the return from remedy and supplement sales has not been included.

Based on this conservative profile the following summary returns have been calculated:

New Practitioner

	Startup 1	Startup 2 London	Established 1	Established 2 London
Days per week	4	4	4	4
Aller'y or Nut'n Screens/d	5 @£30	5 @£50	8 @ £40	8 @ £ 65
Wellness Screens /d	1 @ £45	1 @£75	2 @ £60	2 @ £ 90
Hours per day	4	4	7	7
Hourly rate (nominal)	£30	£50	£40	£60
Annual Income	£27,000	£44,000	£60,000	£96,000
Hours per week	16	16	28	28

Expanding Practitioner

	Startup 1	Startup 2 London	Established 1	Established 2 London
<i>Current Practice</i>				
Days per week	2	2	4	4
Current Client base/day	4	4	4	4
Hourly rate (nominal)	£30	£50	£30	£50
Hours per day	4	4	4	4
<i>Income</i>	<i>£8,200</i>	<i>£13,500</i>	<i>£16,500</i>	<i>£27,600</i>

<i>Practice Expansion</i>	25%	25%	25%	25%
New clients (Note 1)/day	1	1	1	1
per week	2	2	4	4
<u>Additional Income 1</u>	<i>£2,000</i>	<i>£3,400</i>	<i>£4,000</i>	<i>£6,800</i>
<i>Additonal Operations</i>				
Aller'y or Nut'n Screens/d	1 @£30	1 @£50	2 @ £40	2 @ £ 65
Wellness Screens /d	1 @ £45	1 @£75	1 @ £60	1 @ £ 90
<i>Additional Income 2</i>	<i>£3,700</i>	<i>£8,600</i>	<i>£4,800</i>	<i>£7,500</i>
Annual Income	£13,900	£25,500	£25,300	£41,900
Hours per week	14	14	30	30