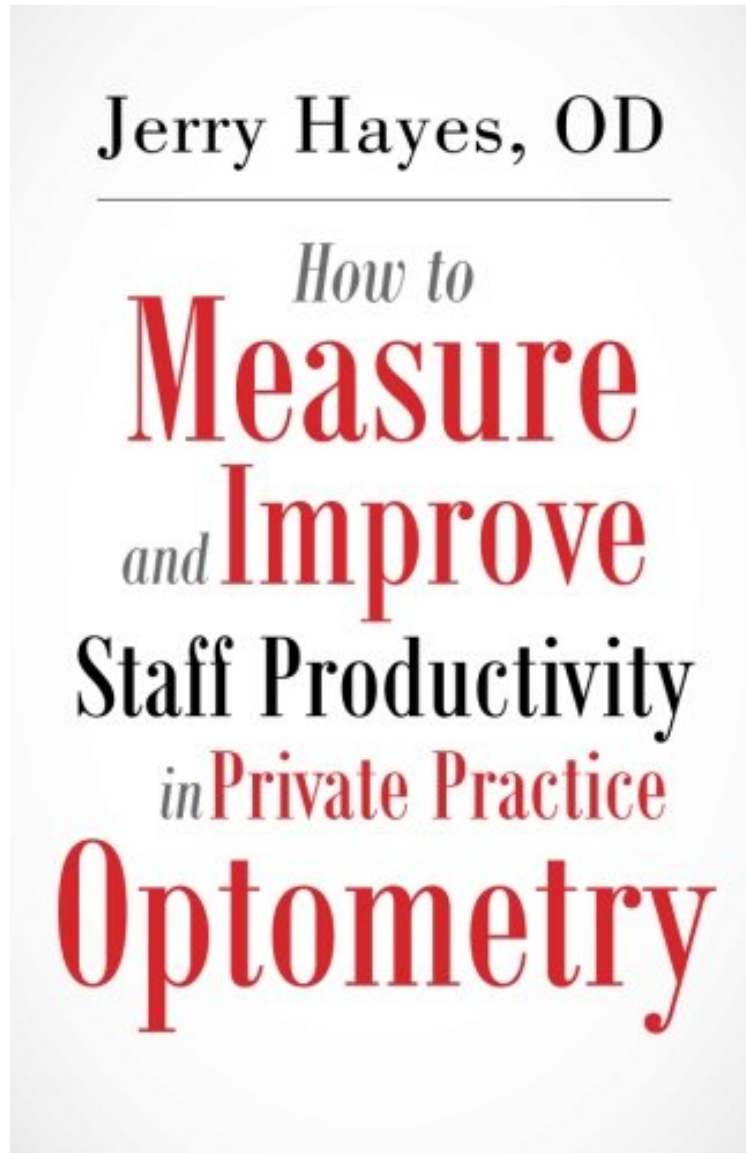


(Pdf free) How to Measure and Improve Staff Productivity in Private Practice Optometry

How to Measure and Improve Staff Productivity in Private Practice Optometry

Jerry Hayes

*ePub | *DOC | audiobook | ebooks | Download PDF*



 Download

 Read Online

#567316 in Books Ingramcontent 2014-08-13Original language:EnglishPDF # 1 8.50 x .40 x 5.50l, .46 #File Name: 1500824887174 pagesHow to Measure and Improve Staff Productivity in Private Practice Optometry | File size: 18.Mb

Jerry Hayes : How to Measure and Improve Staff Productivity in Private Practice Optometry before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Measure and Improve Staff Productivity in Private Practice Optometry:

0 of 0 people found the following review helpful. If you need a crash course in common business senseBy Dave RichElementary stuff for anyone with any business acumen at all. Oh, and the book assumes you own your optical and is part of all revenue and productivity calcs.0 of 0 people found the following review helpful. Good read, just not for meBy A MurilloNot what I expected but still a good read. I think this is more toward the business owner or for a manager that is given more access to the actual cost of goods to really analyze the business.0 of 0 people found the following review helpful. Great core conceptsBy nymGreat core concepts. Like many of this type of book, the key information could be presented in about half the volume. Looking forward to the sequel.

This book is designed to help optometrists in any size practice, big or small, do an even better job of increasing staff productivity while improving the level of patient care provided by their team. The following topics are covered: What are your obstacles to growth? How big does your team need to be? When do you need an office manager? How much should you pay your staff? How to deal with salary creep. Do staff bonuses really work? How to give your team a sense of purpose. How often to have team meetings. How to hold employees accountable. Hiring top performers. What Other ODs Are Saying About Jerry's New Book "Jerry uses his down-to-earth writing style to share his vast knowledge and experience in staff management and team motivation. A must-read, this book will help you make more money." Neil Gailmard, OD, MBA, FAAO; President, Prima Eye Group; CEO, Gailmard Eye Center "Just finished Jerry's book, it is a must read for every OD!" Tom Stout, OD, FAAO "Jerry deserves to take a bow for producing a book on practice management that is chock-full of his vast experience and insight yet simple, practical and useful real-life examples... and a fun read as well!" Alan Glazier, OD, FAAO - Founder, ODs on Facebook "Dr. Hayes exposes the road blocks to success that all Optometrists face in private practice." Howard R. Day, OD - Gardendale, AL "I encourage all ODs who are trying to improve their practice to follow the recommendations and guidelines in this book. You will find your office runs much more efficiently and confidently." David Miller, OD - Miller Vision Specialties, Greensboro, NC "This book combines a lifetime of business experience with meaningful data and is a "how to" that provides a successful way to move to the next level of optometric practice." Billy Cochran, OD - Former President, Southern College of Optometry

About the AuthorA nationally recognized consultant, speaker and writer on the business side of practice, Dr. Jerry Hayes has a passion for helping other optometrists become more successful in private practice. His work in the areas of staff productivity, practice finance and production metrics has had a positive impact on the way thousands of ODs manage their offices today. Jerry is the co-founder and CEO of Prima Eye Group as well as the owner and President of HMI Buying Group and Red Tray.