

POWER
PHYSICAL THERAPY

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Business Partners



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Objectives

- Provide exemplary patient care
- Deliver one-on-one individualized physical therapy treatment to patients
- Decrease athlete injury risk and prevalence
- Empower our athletes to self manage and prevent injury
- Promote overall wellness and health for all

Mission Statement

- At POWER Physical Therapy, our mission is to provide high quality rehabilitation and injury prevention services to our athletes and the general public of the Triangle through individually-tailored interventions.

Vision Statement

- POWER Physical Therapy's vision for the future is to decrease injury risk for all athletes across the Triangle and increase each individual's self-efficacy through knowledge of how to maintain and optimize one's physical health, as personal empowerment is the best tool that each of us can have at our disposal.

Purpose

- POWER Physical Therapy, L.L.C hopes to provide a space where patients not only recover to their previous physical states, but transcend to new ones that make them more resilient to future stressors. At POWER, we don't want to just bring back the old you, we want to help make a better you.

Description of Services

- Our primary service is standard outpatient orthopedic physical therapy. We assist our patients in their ability to:
 - increase their movement quality
 - reduce/manage pain
 - restore function
 - prevent any future disabilities
- As a separate cash-based service, we offer an hour long sport-specific pre-participation screening followed by two 30 minute sessions to implement an individualized sports injury prevention program. This program is designed to address weaknesses and deficits found in the initial screening that could put the athlete at a heightened risk of injury during participation in their sport. This is a great opportunity for athletes of all ages to better protect themselves against future injuries and enhance their performance.. The screening is highly variable based on the athlete's goals, but it will generally consist of:
 - Musculoskeletal Examination
 - Range of motion, strength, flexibility, gait, posture
 - General Movement Screening evaluating common sports patterns
 - Biomechanics of running, jumping, landing, cutting, pivoting, squatting
 - Cardiorespiratory fitness
 - Full-body analysis of joint capacity and mobility, with an emphasis on force output capabilities in variable ranges and speeds that are specific to the athlete's sport
 - Ability to manage forces and maintain performance in fatigued physical and mental states

Keys to Success

- Grow and maintain a happy and satisfied patient population
- Stay within the boundaries set by the budget and stay on track for loan repayment
- Create a compatible and sustainable culture within the clinic
- Develop a thriving relationship with the community at Life Time, local schools, surrounding healthcare professionals, and Cary as a whole

SWOT Analysis

- Strengths
 - Convenience: Being attached to a gym allows gym patrons to have an easy and familiar place to go to for rehabilitation after injury
 - Uniqueness: Out-of-pocket Sport-specific screening and injury prevention programs
 - Patient Centered: We offer one-on-one treatment sessions for all of our patients with one of our licensed physical therapists.
 - Gym-partnership: Since our practice is within a gym, we have access to all the equipment and space (in addition to our own) that is located within the facility. Many outpatient clinics do not have nearly the amount of equipment that a standard gym offers.

- Weaknesses
 - Location: We are located in a saturated healthcare market, requiring unique offers to set ourselves apart from the competition. Also, we are located within a gym so the slight inconvenience of having to enter through that facility to enter our clinic may turn people away.
 - Time: Due to offering one-on-one treatment sessions, we are limited in the volume of patients we are able to see each day.
 - Size: We only have two physical therapists in our clinic. This can potentially be a problem if one of the therapists has an emergency or is sick and not able to come in on a scheduled work day.

- Opportunities
 - Environment: We work in an area that has a large young and active population with multiple middle and high schools, colleges and universities, and many different sports leagues of all levels.
 - Market: There is a lack of physical therapy driven sports screening and injury prevention programs in the area.

- Threats
 - Competition: There are a multitude of other outpatient physical therapy clinics in the area. Particularly competing with the chain clinics (i.e. Pivot) is difficult as they can easily transfer patients and files to alternate sites if needed.
 - Trainers: Potential patients may not choose us for their sports screenings as there is an abundance of personal and athletic trainers in the area.

Consultant Needs

- We plan to consult with our lawyer on an as-needed basis. During such meetings, both business owners will be present.
- Similarly, both business owners will meet with our accountant for quarterly financial meetings and when filing taxes.

Organizational and Legal Structure

- POWER Physical Therapy is a registered Limited Liability Company (L.L.C) in North Carolina.
 - This legal structure allows the partnered owners to pay POWER Physical Therapy's taxes in their personal taxes.

Description of Organizational Culture/Values

- Philosophy/Values
 - Create a safe place for patients to benefit from our services by treating every patient with respect and holding everyone accountable.
 - Commitment to providing the best patient care, or assistance in finding the appropriate provider.
 - Promote self-autonomy by empowering our patients to take control of their rehabilitation through self-management and injury prevention.

Personnel Requirements

- 2 - Licensed Physical Therapists
- 1 - Patient Service Specialist (Certified in Medical Billing and Coding)

Job Descriptions

- Physical Therapists/Owners
 - Patient treatment, evaluation, and documentation
 - Hire/Terminate the patient service specialist (and any other employees that are brought into the business)
 - Be present for all accountant and lawyer consultations, as well as meetings to review patient outcomes
 - Clinic cleaning and garbage disposal
 - Oversee all business operations (including finances, marketing, and supplies check-up)
- Patient Service Specialist
 - Medical billing and coding

- Patient greeting/check-in
- Patient scheduling
- Insurance filing
- Patient payment collection
- Patient paperwork distribution, collection, and filing
- Phone and email monitoring

Location and Facility Requirements

- Life Time Cary
- 1700 Regency Pkwy, Cary, NC 27518
- Personal Space for physical therapy treatment within a fitness center
- Rental Space
 - Minimum Costs
 - Avg. Price per Sqft in Cary, NC = \$28
 - 600 Sqft clinic space
 - Total = $28 \times 600 = \$16,800$
 - POWER PT Rent Cost per year = 16,800 + Utilities (50% percent of rent cost) + Use of Gym Space (Additional 50% of rent cost) = \$33,600
 - POWER PT Rent Cost per month = $\$33600/12 = \$2,800$

Hours of Operation

- Monday - Friday, 7:30am-7pm

Market Analysis

- Target Market
- Cary, NC Demographics
 - Population: 166,000
 - Median Age: 39.9
 - Median Household Income: \$104,669

Marketing Strategies

- T-shirts: We plan to distribute a t-shirt with our company logo to each of our first 100 patients upon discharge so that their friends/families/peers and other members of the community can be introduced to our clinic.
- Life Time Fitness association: Life Time is highly popular and is regarded by most people as being a top-of-the-line gym. Being located in and associated with Life Time is a large advantage as we hope potential patients also view POWER as a high-level provider. Moreover, any patrons that sustain injuries/issues in the gym are likely to immediately notice our clinic and have a reference in their mind of where to attend for their rehabilitation. Mutually, this fills the void for Life Time as they offer a wide variety of services and amenities, but currently lack in the area of rehabilitation services.
- Instagram/Facebook Accounts: With the dominance of social media currently among all ages (particularly younger generations), having accounts on the major platforms is crucial to gain recognition.
- Business Cards at Local Businesses: Having business cards at the front table of local restaurants and other healthcare clinics (if they are willing to keep them there) can be a beneficial option for attracting patients as we would be a close-proximity and convenient option for potential patients.
- Website: As is needed with almost any business, an easy-to-use website is necessary to attract new customers. On the site, there will be all the standard information of contact information, description of services, hours of operation etc. with a slow flow of positive customer reviews on the main page from patients that we have worked with in the past, as well as other healthcare professionals that speak highly of our services.

Personal Capital/Contribution

- The owners have agreed to personally contribute up to \$20,000 each to POWER Physical Therapy for the following funds and divide the sum of them equally:
 - The funds required to build a clinic sign and any additional on-site advertising at Life Time to direct patients into our clinic.
 - Any additional aesthetic upgrades to the clinic.
 - Exam fees for the Patient Service Specialist to become certified in medical billing and coding.
 - The owners will offer the business' first 100 patients a free 3-month membership to the Life Time fitness center.

Capital Budget

Capital Budget	
Therapy Equipment (fixed)	
2 Treatment Tables	\$4,000.00
TENS	\$30.00
Hydrocollators	\$400.00
Freezer	\$400.00
Towels (100)	\$25.00
Pillow cases (60)	\$100.00
Pillows (2)	\$20.00
Resistance bands (W/ wall mount)	\$80.00
Balance Pad	\$25.00
Balance Ball	\$55.00
Dumbbell Set (2-12lbs)	\$220.00
Aerobic Platform step	\$100.00
Goniometer (2)	\$15.00
Gait Belt (2)	\$20.00
Reflex Hammer (2)	\$10.00
Tape Measure (2)	\$5.00
Supplies/Technology (fixed)	
Front desk+chair	\$200.00

Printer/Copier combo	\$200.00
Keurig	\$100.00
Wifi + Phone Service	\$600.00
Washing machine + Dryer	\$1,120.00
Chromebooks (2)	\$400.00
Desktop	\$400.00
Square Stand Kit + Ipad	\$1,000.00
Phone	\$45.00
<u>Marketing/Advertisement</u> <u>(fixed)</u>	
T-shirts (100)	\$700.00
Business Cards (200)	\$40.00
Grand Total:	\$10,310.00

Operational Budget

Operational Budget	
<u>Salary (fixed)</u>	
2 PTs	\$120,000.00
PSS	\$50,000.00
<u>Rent - utilities included</u> <u>(fixed)</u>	\$33,600.00
<u>Benefits (fixed)</u>	
PT PTO (14 days)	\$6,720.00
PSS PTO (14 days)	\$2,800.00
Retirement Plans	\$5,100.00
<u>Taxes (fixed)</u>	
Payroll Tax	\$11,475.00
<u>Insurance (fixed)</u>	
General Liability	\$655.00

Professional Liability	\$750.00
<u>Office/Clinic Supplies (variable)</u>	
Disinfectant spray (6 gallons)	\$100.00
Printer ink (20 high yield cartridges)	\$500.00
K-Cups	\$500.00
Hand Sanitizer (2 gallons)	\$50.00
<u>Consultants (variable)</u>	
Lawyer (\$300 for 3 hr)	\$900.00
Accountant (\$40 for 15 hr)	\$600.00
<u>Documentation Software (fixed)</u>	
WebPT EMR	\$4,380.00
Website	\$216.00
<u>Loan Repayment (5 years at 7% interest) (fixed)</u>	\$16,608.36
Grand Total	\$254,954.36

Coding/Billing/Explanation of Revenue Sources

- The owners have agreed to fund the medical billing and coding certification for the Patient Service Specialist, who will oversee this area.
- Our revenue will be primarily generated from physical therapy visits, with reimbursement from predominantly private insurances due to our market, however we will also accept Medicare. We expect this to be ~90% of our business.
- Another source of revenue will be generated from our cash-based sports pre-participation screening and injury prevention program, set at a fixed fee of \$500 for 3 total visits (1 - 1 hour, 2 - 30 min). We expect this to make up the remaining ~10% of our business.

Avg. Price						
Avg. PT Visit - 90%	Units			Avg. Cash Based Visit - 10%		
Therapeutic Exercise	1	\$43.85		Sports-Specific Participation screening		1 Hour
Therapeutic Activities	2	\$112.86		Injury Prevention Program		2 x 30 min
Neuromuscular Re-Ed	1	\$50.84			Total UOS:	2
Manual Therapy	1	\$40.37			Total Cost:	\$500.00
	5 Units	\$247.92	Per UOS		Total Cost per UOS	\$250.00
		\$1,363,560.00	Per year (5500 UOS)			
					Avg. Price per UOS	\$248.13

Payer Mix/Case Mix/Revenue Sources/Collection Rate

- Cary, NC
 - 67.6% Employer Coverage
 - 12% Non-group
 - 8.76% Medicare (we are enrolled in Medicare)
 - 5.69% Uninsured
 - 5.11% Medicaid (we do not accept Medicaid)
 - 0.882% Military or VA
- We roughly estimate that ~88% of our patients will be private insurance/non-insured and ~12% Medicare 85.29

Productivity Estimates

- Total Hours
 - 11 Hours/Day (30 minute lunch)
 - 55 Hours/week
 - 2860 Hours/year (52 weeks)
 - 2750 Hours/year (50 weeks) → Accounts for PTO (includes holidays/vacation time/sick days)
 - x2 PTs = 5500 Hours/Year
 - 5500 UOS/Year

Year 1 Productivity Estimates			
Month:	% of Max UOS/Year	Total UOS/Month (2 PTs)	Total Revenue/Month
1	30%	137.5	\$34,117.88
2	30%	137.5	\$34,117.88
3	50%	229.1666667	\$56,863.13
4	60%	275	\$68,235.75
5	80%	366.6666667	\$90,981.00
6	100%	458.3333333	\$113,726.25
7	100%	458.3333333	\$113,726.25
8	100%	458.3333333	\$113,726.25
9	100%	458.3333333	\$113,726.25
10	100%	458.3333333	\$113,726.25
11	100%	458.3333333	\$113,726.25
12	100%	458.3333333	\$113,726.25
Total:		4354.166667	\$1,080,399.38

- UOS = 1 visit = 1 hour
- NC Medicare Fee Schedule 2021
 - Therapeutic Exercise, 97110 - \$29.23
 - Therapeutic Activities, 97530 - \$37.62
 - Neuromuscular Re-Ed, 97112 - \$33.89
 - Manual Therapy, 97140 - \$26.91
 - Gait Training, 97116 - \$29.23
 - Group therapy, 97150 - \$17.53
 - Low Complexity, 97161- \$98.23
 - Mod Complexity, 97162- \$98.23
 - High Complexity, 97163- \$98.23
 - Re-Eval, 97164 - \$67.02
- Power Physical Therapy Fee Schedule (150% of Medicare)
 - Therapeutic Exercise, 97110 - \$43.85
 - Therapeutic Activities, 97530 - \$56.43
 - Neuromuscular Re-Ed, 97112 - \$50.84

- Manual Therapy, 97140 - \$40.37
- Gait Training, 97116 - \$43.85
- Group therapy, 97150 - \$26.30
- Low Complexity, 97161- \$147.35
- Mod Complexity, 97162- \$147.35
- High Complexity, 97163- \$147.35
- Re-Eval, 97164 - \$100.53

- **Break-even Analysis**

- Break-even quantity = fixed costs/price-variable cost per UOS
- = (\$261,313.56) / [\$248.13 - (\$2,650 / 4354 UOS)]

Break-Even Analysis	
Fixed Costs	\$262,614.36
Variable Costs	\$2,650
Price	\$248.13
UOS (1st year)	4354
Break-Even Quantity	1060.976537
Time to Break-Even	4 mo. 13 days

Quality Outcomes Assessment Strategy

- Quarterly meetings between the owners and accountant to assess financial outcomes for the first year of operation, then decrease to semi-annual meetings in the following years
- Primary outcome assessment form given at initial evaluation, after each month of care, and upon discharge
- Patient review forms given to assess satisfaction after each month of care and upon discharge
- Semi-annual meetings between the owners to assess outcomes and patient review ratings, and determine changes in course of care if necessary

Information Management Needs

- EMR
 - WebPT
 - Standard Package including unlimited SOAP notes with clinic branding, flowsheets, built-in outcome measurement tools, faxing, scheduling and appointment reminders, unlimited document storage, WebPT analytics, etc.
 - This package will allow us to keep our appointment schedule and patient documentation data together and secure.
- Excel
 - We will use Microsoft Excel to track financials including capital budget, operational budget, clinic expenses and revenue.

Regulatory Requirements

- HIPAA
- Fair Labor Standards Act
- Americans with Disabilities Act
- Family Medical Leave Act

Insurance Needs

- General Liability Insurance: coverage of any bodily injury and/or property damage claims within POWER physical therapy
- Professional Liability Insurance: protects our physical therapists against patient claims of malpractice and/or negligence

Exit Strategy

If POWER Physical Therapy has to be terminated for any reason, the first line of action would be to sell all capital and divide the profits equally among the owners. The physical space of operation is not owned by the company, so it would simply be retained by Life Time Fitness. In the event of a contract dispute involving the vacation of the rented space early, the owners would negotiate with other physical therapists (or any healthcare practitioners) to sublease the contract.

If an owner decides to or must leave for any reason, our lawyer (or another party) would assist in determining a financial agreement.

Long-Term Goals

POWER Physical Therapy hopes to be a long-standing clinic for many years to come by continuing to empower individuals so that they can live happy and healthy lives without the stress of physical pain and injury. We hope to continue serving the people of Cary, NC, as well as expand the number of individuals that know of our clinic to the Triangle area at large. We also hope to grow our connections with other healthcare practitioners in the area to ensure that they know that they can trust us to give their patients the best service possible. Additionally, we hope to make connections with local schools to hold group injury prevention programs in our effort to give back to the community.

Notably, our goals do not include expanding the number of physical therapists that we employ or the number of patients that we treat on a daily basis. It is true to our core that our most important goal is, and always will be, to give our patients the individualized top-quality care that they deserve.

Sources

Payer Mix/Case Mix/Revenue Sources

<https://datausa.io/profile/geo/cary-nc/#health>

Personal Capital

-Life Time Membership:

-Medical Billing and Coding Exam:

Documentation Services

<https://www.webpt.com/pricing-b/>

Supplies/Technology

-Internet: <https://www.spectrum.com/internet-service/north-carolina/cary>

-Chromebooks:

https://www.amazon.com/Lenovo-Chromebook-S330-Computer-Quad-Core/dp/B092LF48JF/ref=sr_1_2_sspa?keywords=chromebook+2021&qid=1637692704&sr=8-2-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUFYUjlQOFILWFIRUkwmZW5jcnlwdGVkSWQ9QTAxNzIzMjMzSVIQVTVKSUJNWFRKJmVuY3J5cHRIZEFkSWQ9QTAxMjc2NjgyMDgzSTZBMEpXNUxBJndpZGdldE5hbWU9c3BfYXRmJmFjdGlvbj1jbGlja1JIZGlyZWVhbnVudD90TG9nQ2xpY2s9dHJ1ZQ==

-Desktop:

https://www.amazon.com/HP-Desktop-Monitor-Keyboard-Bundle/dp/B09FCBQD4R/ref=sr_1_3?keywords=desktop+and+monitor+bundle&qid=1637692931&qsid=144-4924556-9464845&sr=8-3&sres=B09FCBQD4R%2CB07VGZGBXB%2CB07SQFGKDF%2CB07SBJL6G7%2CB07SQG21ZJ%2CB07W1WLPND%2CB07YF41Y6H%2CB07WFWQ2WJ%2CB07SKLCYCB%2CB07SHJN3R6%2CB07TW8QHYS%2CB00NIYVRXE%2CB07Y8V72M6%2CB07SW16QVD%2CB07L6GKYJ8%2CB00M4LWXI0&srpt=PERSONALCOMPUTER

-Washer and Dryer:

<https://www.homedepot.com/p/Whirlpool-27-5-in-3-8-cu-ft-High-Efficiency-White-Top-Load-Washing-Machine-with-Soaking-Cycles-WTW4955HW/304732822>

-Keurig:

<https://www.amazon.com/Keurig-K55-K-Classic-Coffee-Programmable/dp/B018UQ5AMS>

-Desk and Chair:

https://www.amazon.com/YAHEETECH-Computer-Mid-Back-Adjustable-Writing/dp/B08X4S5CYL/ref=sr_1_4?crid=2O189QOO4DW2&keywords=desk+and+chair+set&qid=1637698199&s=home-garden&sprefix=desk+and%2Cgarden%2C172&sr=1-4

-TENS:

https://www.amazon.com/Rechargeable-Stimulator-Upgraded-Self-Adhesive-Electrodes/dp/B06ZZ19MS3/ref=sr_1_52_sspa?gclid=CjwKCAiAv_KMBhAzEiwAs-rX1NFB_c2KxjHNIKF-cr45QnE6istRUeBsvYECi0Tye-Xv7g0zZQHdJxoCyD4QAvD_BwE&hvadid=409955273038&hvdev=c&hvlocphy=9009671&hvnetw=g&hvqmt=e&hvrnd=16403573792792168395&hvtargid=kwd-6852633761&hydacr=26614_10407673&keywords=tens+unit&qid=1637685514&sr=8-52-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUEzVldlV1k1RFILT0l4JmVuY3J5cHRIZEikPUEwMzE4NDU1MVVWOFBYMU5NMTIWUSZlbnNyeXB0ZWZWRBZEikPUEwMDMwMjA1MVVKsJfQRTFOVEo0MyZ3aWRnZXROYW1IPXNwX2J0ZiZhY3Rpb249Y2xpY2tSZWRpcmVjdCZkb05vdExvZ0NsaWNrPXRydWU=

- Resistance Bands w/ wall mount:

https://www.amazon.com/Resistance-Training-Exercise-Equipment-Fitness/dp/B00VXML35U/ref=sr_1_6?keywords=resistance+band+set+with+wall&qid=1637698966&sr=8-6
https://www.amazon.com/BONROB-Resistance-Exercise-Waterproof-Training/dp/B07T2BP93B/ref=sr_1_7?keywords=resistance+band+set+with+wall&qid=1637698966&sr=8-7

-Balance Pad:

https://www.amazon.com/VIVE-Balance-Pad-Physical-Stability/dp/B07CP256RF/ref=sr_1_1_sspa?crd=UVDJF7HID4KA&keywords=airex+balance+pads&qid=1637699097&sprefix=airex%2Caps%2C164&sr=8-1-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUEwXjQOEIuQTNWQUIKJmVuY3J5cHRIZEikPUEwMDEwMjUwMTc4SldCSUFcvK9ETSZlbnNyeXB0ZWZWRBZEikPUEwMDczOTM4MVE4QUc2NIJOR0NaNSZ3aWRnZXROYW1IPXNwX2F0ZiZhY3Rpb249Y2xpY2tSZWRpcmVjdCZkb05vdExvZ0NsaWNrPXRydWU=

-Balance ball:

https://www.amazon.com/CDCASA-Balance-Ball-Trainer/dp/B0899CXL82/ref=sr_1_11?crd=2R0TFITK6ZOF0&keywords=bosu+ball&qid=1637699176&sprefix=bosu+b%2Caps%2C168&sr=8-11

-Dumbbell set:

https://www.amazon.com/BRAVE-HEART-Coated-Dumbbell-Weight/dp/B08RS6X7JX/ref=sr_1_37?keywords=dumbbell+sets+1+to+10&qid=1637699327&sr=8-37

-Aerobic platform step:

https://www.amazon.com/Step-Original-Aerobic-Platform-Fitness/dp/B0007OWSXQ/ref=sr_1_5?crd=24UCDGWZZWWLW&keywords=health+club+step+platform&qid=1637699596&sprefix=health+club+%2Caps%2C159&sr=8-5

-Goniometer:

https://www.amazon.com/Goniometer-inch-360-Degree-Plastic/dp/B07ZCVJXVD/ref=asc_df_B07ZCVJXVD/?tag=hyprod-20&linkCode=df0&hvadid=459681078152&hvpos=&hvnetw=g&hvrnd=4532967651217486953&hvpone=&hvptwo=&hvqmt=&hvdev=c&hvdcmdl=&hvlocint=&hvlocphy=9009670&hvtargid=pla-950605001759&psc=1

-Gait belt:

https://www.amazon.com/COW-Transfer-Caregiver-Therapist-60inches/dp/B07P6ZM2CN/ref=sr_1_1_sspa?keywords=gait%2Bbelt&qid=1638286366&sr=8-1-spons&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUEyTzZDN1pINUJFT0E5JmVuY3J5cHRIZEIkPUEwNDYwMzcxM1UxSUpSMERRR0JMNiZlbnNyeXB0ZWZWRBZEIkPUEwOTI2MjU3MUFQSEFJWlJNV1QwQSZ3aWRnZXROYW1lPXNwX2F0ZiZhY3Rpb249Y2xpY2tSZWRpcmVjdCZkb05vdExvZ0NsaWNRpXRydWU&th=1

-Reflex Hammer:

https://www.amazon.com/OdontoMed2011-TRIANGLE-PERCUSSION-NEUROLOGICAL-EXAMINATION/dp/B0749MBGMW/ref=sr_1_6?keywords=reflex+hammer&qid=1638286488&qsid=144-4924556-9464845&sr=8-6&sres=B000FLYTFG%2CB000GUTCP8%2CB000QV6OJY%2CB0749NQPYS%2CB01ECHZ5X8%2CB0749MBGMW%2CB0749MHK56%2CB000MC8PYY%2CB0749NCVLG%2CB0749MXTDR%2CB01M3VTLZZ%2CB09JV1VR5L%2CB0749NJ7T9%2CB06XQY298R%2CB0749NN7GL%2CB075QLTDGT

-Tape Measure:

https://www.amazon.com/Measure-Measuring-Double-Scale-150CM%EF%BC%89/dp/B0969M56Y3/ref=sr_1_1?keywords=tape+measure&qid=1638286618&qsid=144-4924556-9464845&refinements=p_85%3A2470955011&rnid=2470954011&rps=1&sr=8-1&sres=B0969M56Y3%2CB085TJLFX1%2CB08YQXVBPP%2CB091BSLVS1%2CB08YQT733F%2CB092PQNG6J%2CB08YRPBF8B%2CB09CRN4CG2%2CB08F9VXD38%2CB08T1W37B3%2CB094CPP72S%2CB0953J5YM3%2CB001BJR28M%2CB00N5U679A%2CB09CMCZPMV%2CB09645W8NY%2CB098KVJMN6%2CB00F5WK10M%2CB003LMDH22%2CB075YQGNGB&srpt=TAPE_MEASURE

Insurances

-General liability:

<https://www.insureon.com/healthcare-professionals-business-insurance/physical-therapists/cost>

-Professional liability:

<https://www.insureon.com/small-business-insurance/professional-liability/cost>

Rent

-Avg space per square foot:

<https://www.commercialcafe.com/office-market-trends/us/nc/cary/>

Consultants

-Lawyer: <https://www.clio.com/resources/legal-trends/compare-lawyer-rates/nc/>

-Accountant: <https://www.thumbtack.com/nc/cary/accounting/>

Office/Clinic Supplies

-Disinfectant spray:

https://www.amazon.com/Metrex-CaviCide-Disinfectant-Decontaminant-Capacity/dp/B07TKHJDGK/ref=sr_1_3?crd=3IKCXYI6D93I7&keywords=cavicide+gallon&qid=1637696481&qsid=144-4924556-9464845&sprefix=cavacide+%2Caps%2C162&sr=8-3&sres=B07TKHJDGK%2CB019HZQTTO%2CB001EMIA7S%2CB015RYO12Q%2CB019HZQOY%2CB00DSR29H4%2CB00BKAG6TS%2CB015G8FNURU%2CB007GBEWI2%2CB079X827F8%2CB019HZR2N6%2CB082S23GJ4%2CB013EW2BOI%2CB019HZQQNI%2CB00UKE9548%2CB01ETFMLBC&srpt=CLEANING_AGENT

-Printer ink:

https://www.amazon.com/Canon-PG-245XL-Cartridge-Compatible-MG3020/dp/B00E58RQ8M/ref=sr_1_4?keywords=black+printer+ink&qid=1637700040&qsid=144-4924556-9464845&sr=8-4&sres=B00WJDWGA8%2CB00E58RQ8M%2CB01BYKUI9C%2CB00L1G7K50%2CB00WR23X5I%2CB005WTSEGG%2CB01BYKD628%2CB01LXJNPZV%2CB003H2GBM4%2CB00L1G7LBI%2CB07CZKL97G%2CB084131T6G%2CB00D5X17N6%2CB003UATQDO%2CB07D93TR7Z%2CB01B6QGJ42&srpt=INKJET_PRINTER_INK

-K-Cups:

https://www.amazon.com/Amazon-Brand-Cappuccino-Assorted-Breakfast/dp/B07P48JYC9/ref=sr_1_6?crd=2O5J3S5S9H2YR&keywords=bulk+k+cups&qid=1637700796&sprefix=bulk+k%2Caps%2C178&sr=8-6

-Hand sanitizer:

https://www.amazon.com/Brittanies-Thyme-Sanitizer-Nourishing-Replenishes/dp/B0891NHPSV/ref=sr_1_1_sspa?keywords=hand+sanitizer+gallon&qid=1637701451&s=hpc&sr=1-1-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUEExNlIKUEFHR1UySjlmZW5jcnlwdGVkSWQ9QTA3ODYyOTIzUkNHWjVWNjdNR1M2JmVuY3J5cHRIZEFkSWQ9QTA5MTg0ODJYS0ZGQ1ZMNEpTtk0md2IkZ2V0TmFtZT1zcF9hdGYmYWN0aW9uPWNsaWNrUmVkaXJlY3QmZG9Ob3RMb2dDbGljaz10cnVl

-Phone

https://www.amazon.com/AT-CL84107-Expandable-Cordless-Blocker/dp/B07D2BHBYR/ref=sr_1_5?keywords=phone+business&qid=1638479429&sr=8-5

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-Website

<https://www.squarespace.com/pricing>

Retirement Plan

<https://humaninterest.com/learn/articles/small-business-retirement-plans/>

Other

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