

Optometry Consulting Companies and Prices

Cold Start Power Practice-

Fees for service are 24 months of consulting services- \$36,000

To get started, a deposit of \$8,000 with a balance of \$28,000 once loan is funded.

Goal development, analysis and discussion

Putting together your customized on-site agenda

One-day on-site visitation

Power Plan

Monthly conference calls to review practice metrics: P+L review, practice benchmarks, scoreboards

Staff training programs as needed (selling, leadership)

Attendance to our National Client Retreat (travel expenses are not included)

Unlimited access to our client-only email list

Unlimited access to our team of business experts

Special client-only pricing from certain equipment and technology vendors

Practice Consultants-

"Practice Management and Professional Alliance services are billed at \$340 per hour, plus expenses. Travel time and waiting time are billed at half-rate. Full-day travel without direct consulting is billed at \$2,000 plus expenses. The maximum billable amount per day including consulting is \$3,000 plus expenses.

There is an initial retainer required of \$1,000 which is applied toward services and expenses. Fees are billed monthly. We are happy to estimate the total cost of your project before we begin."

Terry G. Brown Consulting

Fees for service are 24 months of consulting services- \$18,000 with initial deposit of \$4,500

Staff training programs as needed (selling, leadership)

Multiple on-site visits

Bi-weekly conference calls to review practice metrics: P+L review, practice benchmarks, scoreboards

P&P development

Optometrist and staff recruitment

Onboarding services

Development of a budget and milestones

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SENIOR EXECUTIVE Exceptional performance in the leadership of large-scale Optometry and Retail organizations including, all operational guidelines and policies, Doctor recruitment/retention, Associate development, training, development, labor/payroll management, Profit and Loss knowledge, all Human Resource responsibility, assurance with a consistent record of cost management and profit improvement. Solid strategic business, planning and development qualifications including opening over 30 new optometry offices from the ground up all complemented by sharp finance negotiation skills.

PROFESSIONAL EMPLOYMENT

Tom Sowash O.D. & Associates, P.C. - Vice President **November 2018 - Present**

Oversee forty-two offices in three states: Arizona, Oregon, and Washington. Run all aspects of the business including driving profitability, talent and associate development, performance management of the team and compliance with all state laws and regulations. Responsible for operations, profitability with an emphasis on patient services, recruiting, interviewing, driving results and developing people. Responsible for maintaining Doctor relationships, reducing turnover and driving associate and patient satisfaction to the highest levels.

Visionworks - Territory Director **November 2012 – November 2018**

Manage Arizona offices in overall operations, profitability with an emphasis on merchandising, sales, recruiting, interviewing, driving results, and developing people. Working specifically with each General Manager to developing action plans for improvement as well as developing each associate into future leaders. Achieved profitable operations by effectively motivating Manager / Sales Associates and monitoring their productivity. Responsibilities also included selecting Manager / Sales Associate applicants for employment and enforcing store security policies. While at Visionworks established the number one market in the United States in sales and overall profit increase.

Luxottica – General Manager **May 2010 – November 2012**

Manage overall operations, profitability with an emphasis on merchandising, sales, recruiting, interviewing driving results, coaching and developing people. Working specifically with each associate and developing action plans for improvement as well as developing each manager into a future leader. I achieved profitable operations by effectively motivating Manager / Sales Associates and monitoring their productivity.

Sterling Jewelers – Area Manager **January 2003 – May 2010**

Oversaw 14 locations up to 150 employees and up to 28million in revenue. Managed each office's overall operations, profitability with an emphasis on merchandising, sales, recruiting, interviewing driving results, coaching and developing people. Working specifically with each Manager to develop action plans for improvement as well as developing each manager into a future leader. Achieved profitable operations by effectively motivating Manager / Sales Associates and monitoring their productivity. Responsibilities also include selecting Manager/Sales Associate applicants for employment and enforcing store security policies.

ACHIEVEMENTS:

- Documented more than \$100 million in overall services, maintaining cost reductions, while improving quality patient care and lowered turnover across all aspects of the Optometry business.
- Developed and institutionalized processes and training including certification programs.
- Implemented new positions and job descriptions to expand the overall operations and efficiency of the optometry practice.
- Drove the lowest turnover rate in the Country for Optometrist's.

EDUCATION:

B.S., Psychology. Weber State University, 2004 (Minor in Sales and Service Technology) – GPA 3.70

A.S., General Studies. Weber State University, 2000

ABO Certification. American Board of Opticianry

NCLE Certification. National Contact Lens Examiners

Arizona Licensed Optician

DCA Diamondtologist. Diamond Council of America

DCA Gemologist. Diamond Council of America

PROFESSIONAL AFFILIATIONS:

Arizona Board of Licensed Opticians – Licensed Optician Member 2017 – present

Mesa Youth Sports Board of Directors – Public Representative Member 2022 – present

Mountain Heights Homeowners Association – President 2017-2022

Identification of staff training programs

Fortuna Practice for sale-

Revenue \$360,000 on only 29 OD hours as seller has reduced his time; great opportunity with more OD hours. Long established. 3 lanes in 2,000 square feet. EMR in place. Tangible assets alone valued at \$100,000. Offered at only \$144,000 plus sellable goods inventory estimated at \$36,000. Photos available. Seller financing may be available. Real estate also available