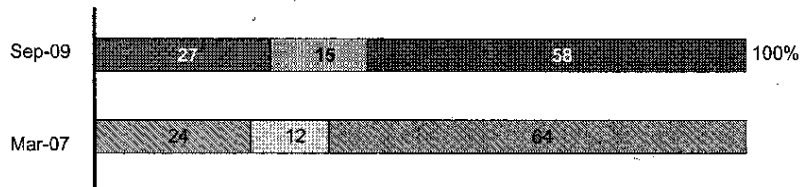


Findings – external advice

Business Health Healthcheck analysis – external advice results
% practices

Fit
 Healthy
 Poor health



- Just over half of the principals (58%) now have an external “adviser”
- A further 15% have an external adviser who they meet with once or twice a year

Source: Business Health Pty Ltd © 2009

Profit impact – external advice

Key Value Driver – Seek External input	Profit per principal	Increase in profit
No external adviser/coach	\$218,773	-
Meet once a year	\$267,867	22%
Meet twice a year	\$362,526	61%
Meet quarterly with an external adviser	\$424,403	94%

Source: Business Health Pty Ltd © 2009