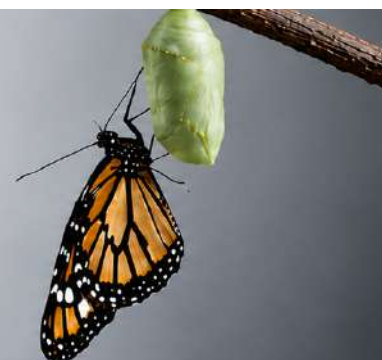




Is Your Practice Becoming a High Margin Practice... or Slowly Drifting ?

After completing hundreds of live consulting projects with healthcare across India, and after conducting Practice Management Workshops for doctors for over 29 years, we have reached one simple conclusion:

A medical practice does not become successful merely because of clinical excellence. It becomes successful because of the internal culture that support that excellence.

Today, many doctors believe that increasing advertising, social media promotions, banners or external marketing is the answer to declining patient inflow. While these certainly have their place, our experience tells us that they play only a supporting/minimal role.

The real reasons why practices stop growing usually lie within the practice itself.

Hidden leakages in patient care, staff management, administration and organisational culture silently weaken the practice from within. These leakages gradually erode patient confidence, reduce referrals, increase staff dissatisfaction and ultimately affect revenue.

Over time, these invisible leakages transform even a good practice into what we call a **Low Margin Practice (LMP)**.

A Low Margin Practice is not simply one that earns less revenue; it is a practice that gradually begins to attract predominantly price-sensitive patients, lower-value treatments, frequent bargaining, credit-based payments, increasing operational costs, staff attrition and declining profitability. The doctor works harder every year, yet the practice struggles to move forward.



HMP is preferable to sustain

Unfortunately, many healthcare organizations remain in this cycle for years until financial pressures force them to reduce services, lease their facilities or eventually close.

The good news is that this journey can be reversed.

Practices that consciously eliminate these internal leakages gradually evolve into what we call a **High Margin Practice (HMP)**.

A High Margin Practice is simply the one that attracts high paying patients.

It is a practice that has earned the confidence of its patients.

Patients willingly choose it.

They readily accept higher-value treatments.

They confidently refer others.

Good employees prefer to work there.

Experienced consultants enjoy being associated with it.



Revenue grows naturally because trust has become the practice's greatest asset.

The difference between a **Low Margin Practice** and a **High Margin Practice** is rarely the doctor's clinical competence.

The real difference is the organisational culture that exists inside the practice.

Weak cultures inevitably produce Low Margin Practices.

Strong cultures consistently produce High Margin Practices.

Creating a strong culture does not happen accidentally. It requires professionally designed systems, disciplined implementation and consistent leadership.

This is where TABOR comes in.

For over **29 years**, we have been helping healthcare build strong organisational cultures by implementing practical, outcome-based projects directly at their own practices. As Healthcare Consultants and ISO Lead Auditors, we work alongside doctors and their teams, guiding them step by step to strengthen patient care, staff performance, administration and systems until measurable improvements are achieved.



TABOR Helps You Grow



Only after these strong foundations are established do we go **for external marketing** that consistently increase patient inflow and improve revenues.

We create professional marketing departments that don't just increase your branding—they systematically generate higher patient inflow, stronger referrals and measurable revenue growth

But per se marketing alone cannot transform a weak practice. Marketing multiplies the strength of an already well managed practice

That is why we always strengthen the inside before promoting the outside. Having successfully completed **26 healthcare consulting engagements in and around Vijayawada**, we have learnt that every practice is different.

We therefore do not believe in implementing a single project and walking away. With over 26 specialised healthcare projects, our objective is to work alongside you over time, implementing the right projects at the right stage of your practice's growth.

Our objective is to become your trusted management consultants, working with you through successive improvement projects as your practice continues to grow.

We invite you to go through our website www.taboronline.com.

If our philosophy resonates with you, we would be delighted to meet you for a professional presentation and a preliminary Practice Assessment to build not just a successful practice—but a **High Margin Practice** that becomes the preferred choice for patients, staff and consultants alike.

Warm regards,
TABOR Institute of Business Ethics
Healthcare Management Consultants
 Helping Doctors Build High Margin Practices for Over 29 Years

Call us for Powerful Projects



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 since 1996

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If you are in this position of
High Margin Practice



Then safeguard your practice from becoming a Low
Margin Practice by building and sustaining
a strong organisational culture for which we can
help you

SOON WE WILL BE CONDUCTING 2026 PRACTICE METAMORPHOSIS WORKSHOP

AT BANGALURU,
HYDERABAD,
VIJAYAWADA



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