

MODULE 2

FINANCIAL SUSTAINABILITY & PRICING



3 CEUs • ON-DEMAND • SELF-PACED • OPEN TO MEMBERS & NON-MEMBERS

Two practices. Two very different overheads. One breaks even with 21 sessions a month, while the other requires 63. A practice, rather than a practitioner, reaches the break-even point. This module gives you the tools to determine exactly where that number sits for your practice and how to price your services, structure your finances and protect your cash flow so that you are never left guessing.



Cost Structures & Financial Basics

Separate fixed from variable costs, spot hidden operational drains and build an honest picture of what your practice actually costs to run.



Pricing Strategy

Compare cash, medical aid and mixed-billing models, and set consultation rates that cover your costs without straying into unethical or unlawful territory.



Break-Even & Financial Sustainability

Calculate your own break-even volume, implement a four-step cash flow governance system and build the working-capital buffer that keeps your practice solvent during slower months.



[ENROL NOW](#)

By the end of this module, you will be able to:

- Categorise every practice expense as fixed or variable and determine your true monthly overhead.
- Choose and justify a pricing model appropriate to your setting, market and value proposition.
- Calculate your break-even session volume and track your margin of safety.
- Run a disciplined cash flow process from informed consent through to credit escalation.

Who it's for: Clinicians planning to open a private practice in South Africa and established practice owners seeking to strengthen their cost management, pricing, cash flow and financial sustainability.

Members – R800 • Non-members – R1 050

How it works: Watch the pre-recorded presentation, complete the practical activities and then pass a short, auto-marked online assessment (15 multiple-choice questions, with a pass mark of 80%) to earn 3 CEUs. Module content is evidence-based and aligned with relevant South African regulatory requirements.

BizSphere Module Sponsor



Accredited by SASLHA for 3 CEUs. Sponsorship does not constitute SASLHA's endorsement of the sponsor's commercial products or services.



Presented by

Grant Downing

External Chief Financial Officer and Strategic Business Consultant at Radici Management

[ENROL NOW](#)