

Spinal Workshop Weekly Attendee Calculations:

Step 1: Take your average monthly NP # and your average NP conversion % #

Ex: 20 NPs a month with 80% NP conversions = 16 agreed to care people for the month

Step 2: These new patients first month of care will fill 32 spinal workshop seats in the first month of their care

Ex: 16 retained NPs x 2 SWS required to attend per NP in the first month of care = 32/ month in attendance at SWS

Step 3: Those 16 new patients will fill 16 seats/month for each month following of their entire care plan

Ex: in our example of a 12 month care plan that would be 16 more seats filled for an additional 11 months of care for these 16 NPS

16 people (NP) attending once per month
x 11 months (remaining months of each NP care plan)
= 176 seats filled over those 11 months

Step 4: Add the first month SWS attendees of 32 seats + the once a month attendees of 176 = 208/4 weeks of workshops which results in the total weekly SWS attendees of 52 people a week

32 people (NP attending per month in their first month of care)
+ 176 (once a month patients attending)
= 208 (seats filled per month) / 4 (weeks per month) = 52 (seats filled per week)

TLC GOLD STANDARD for SWS attendance 52 people / week

Step 5: AFTER the NP's care plan completed then the attendance requirement is 1 workshop attended per quarter

Ex 16 NPs x 12 months = 192 quarterly SWS seats filled which each month turns out to be

192/4 quarters = 48 people each month or 12 per week.

Step 6: 52 (# from step 5)

52 people (# from step 4) of 2x/mo + 1x/mo SWS Attendees

+ 12 (# of people from step 5) attending once a quarter

Total 64= SWS Attendees a week