

REVENUE PER EMPLOYEE CALCULATOR & BENCHMARK GUIDE



This quick guide will help you benchmark your practice’s performance using one of the simplest yet most powerful metrics: Revenue per Employee (RPE). By calculating this number, you can identify whether your practice is fragile, sustainable, or scaling efficiently.

Find your total annual practice revenue (use last year’s P&L statement)

\$



Count your full-time equivalent (FTE) employees. Two half-time employees = one FTE



Revenue per Employee

\$

Tip: Review your RPE each quarter. As your practice grows, focus on systems that increase each team member’s output rather than simply adding more people. The most resilient practices consistently stay in the \$350,000 – \$400,000 range per employee.

Revenue per Employee	What It Means
< \$250,000	Fragile – costs will outpace growth and margins will erode.
\$250,000 – \$350,000	Stable – sustainable, but vulnerable to rising costs.
\$350,000 – \$450,000	Sweet Spot – efficient, profitable, and scalable.
> \$450,000	Overextended – risk of burnout unless systems are in place.