

Realize Results

Partnership, Strategy, Results

CASE STUDY – REALIZE RESULTS, Inc. and KIDDOS' CLUBHOUSE

Client: Kiddos' Clubhouse (Alpharetta, Georgia)
Website: www.kiddosclubhouse.com
Industry: Pediatric Occupational and Speech Therapy Services
Owner: Brett DeVore, MS, OTR/L

Kiddos' Clubhouse works to better the lives of children with a wide range of disabilities. Their passion: working with children from birth to age 21 to improve quality of life, increase physical and emotional capabilities and strive for greater independence for parents and children.

Realize Results (RRI) Services: Strategy Development and Business Planning

"Realize Results had the flexibility and broad business experience necessary to assist us from Vision to Reality...guiding us through the strategy development necessary for long-term success."

Business Challenge

Brett DeVore, a sole practitioner, was making in-home visits. His revenue was limited to his time and he was unable to realize his vision of a clinic with comprehensive care in an atmosphere of caring, trust and fun - a place where children go to maximize their potential, independence and achieve their dreams. Brett required a strategy, a business plan and infrastructure to support a thriving practice with a variety of therapists and wide-ranging specialties.

"RRI grasped the vision and helped us prioritize the dozens of steps necessary to achieve our goals."

Solution

RRI worked with Kiddos' Clubhouse to develop its long-term strategy which became the roadmap to a successful startup for the new clinic...a guide for the long-term, a credible business plan to obtain financing, site selection along with a marketing plan and foundation that has created an image and brand that will help with continued growth well into the future.

"I had set an aggressive target date to find a site, get financing, hire a team and set up the necessary marketing. RRI brought together the expert resources we would never been able to find and still open on time. RRI helped us hone in on the steps critical to a successful launch- we hit it to the day!"

Seeing Results

Kiddos' Clubhouse now has 7 staff members and therapists, a patient waiting list and is treating children in the environment that Brett set out to create – making his vision a reality.

"There was a tremendous value in everything that RRI brought to the table. After 9 months, we have achieved a 500% increase in patient visits, serving so many families. With this foundation in place, we can now move on to the next phase of our growth – providing ever greater levels of support to our kiddos and their families."