

# How a TeamCME member grew their DOT practice revenue by 600%

One of our TeamCME members had a busy DOT physical business. They wanted to grow their practice and make it more profitable, but they were too busy.

Sound familiar?

They remembered that through their TeamCME membership they could provide drug testing and consortium services. Here's why they liked it:

- Their staff did all the work
- TeamCME handled all the complicated consortium requirements
- Low upfront investment- Just \$275 for training
- Marketing was easy since they already had driver appointments
- More regular interaction resulted in higher patient retention

Once implemented, revenues soared. Below is a table comparing per driver revenue before and after providing drug testing and consortium services:

Physical-Only Annual Revenue	All Services Annual Revenue
DOT Physical (\$80 every 2 Years): \$40	DOT Physical (\$80 every 2 Years): \$40
	DOT Drug Testing (per test): \$60
	Consortium Setup Fee (one-time): \$60
	Annual Consortium Fee: \$140
<b>Total:</b> \$40	<b>Total:</b> \$300

Join over a hundred of your fellow TeamCME members already providing consortium services!

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