

CASE STUDY:

FROM STARTUP TO SUCCESS

SEE HOW DR. MIKE JIN INCREASED COLLECTIONS BY PARTNERING WITH THE PRACTICE GROWTH INSTITUTE



NAME: Dr. Mike Jin
LOCATION: Pasadena, CA
OCCUPATION: Dentist
JOINED: October 2021

When Dr. Mike Jin opened his practice in late 2019, he knew he had the clinical skills to provide excellent care—but running a business was an entirely different challenge. As a startup, he built everything from the ground up, yet he quickly realized that experience alone wouldn't be enough to create the practice he envisioned. "I always knew I needed help," Dr. Jin recalls. "There was no way I could have done this all on my own."

Through coaching, he developed the mindset and tools to scale his practice. He learned to break down long-term goals into achievable steps and focus on consistent, incremental improvements. The results were life-changing.

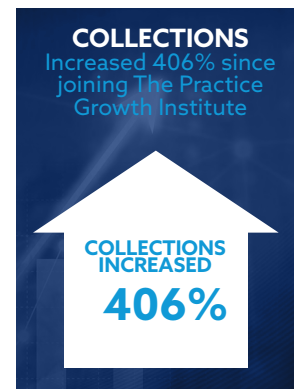
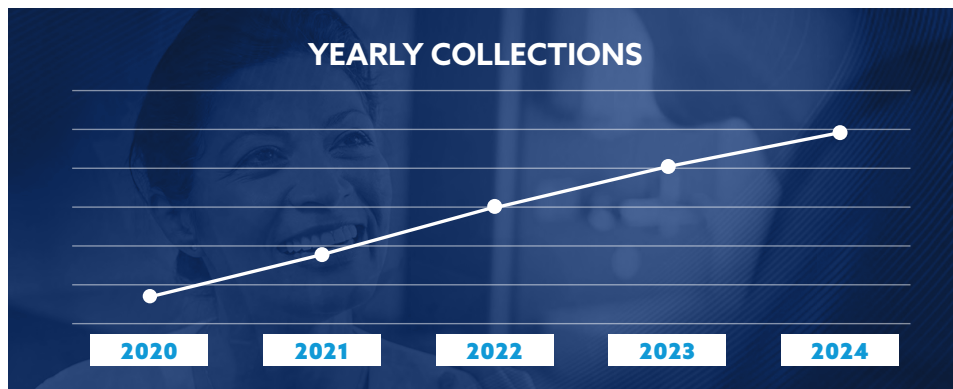
Dr. Jin's practice grew from just two team members to a team of 12. In just three years, collections skyrocketed 406%, from \$400,000 to over \$2 million. What once seemed impossible became a reality, and with each milestone, his vision expanded.

More than just financial success, Dr. Jin built a thriving, unified practice culture, creating a positive environment that patients immediately notice. That same mindset has transformed his role—he's no longer just growing a practice; he's creating opportunities for his team. "My 'why' now is to provide as many opportunities for my team as have been given to me."

Today, Dr. Jin isn't just thinking about his current success—he's planning for even bigger growth. Dr. Jin's journey is proof that the right coaching and mindset can make anything possible.



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