

Your Practice Made Perfect



You Make A Difference

Walmart 
Vision Center

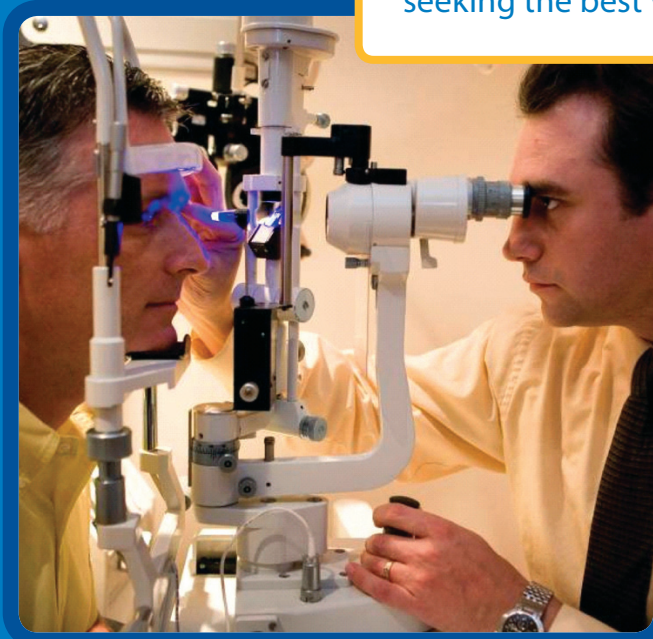


It's your practice. Make a difference in patients' lives.

Imagine a practice where thousands of potential new patients pass by your office each week.

A purity of eye care where the patient is more important than the product. As an Independent Optometrist, with Walmart or Sam's Club, you'll run your own practice your own way. Experience the difference you can make in people's health when you have Fortune's #1 retailer behind you.

Our Vision: “To be the trusted eye health care provider of choice for patients seeking the best value.”



2009-2010 Gross Fee Income

	Median
Total Affiliated Practices	\$155,000
Walmart Locations	\$166,000
Sam's Club Locations	\$108,000

2010 Gross Fee Income Quintiles

	Fee Income	Median Fee Income
Highest 20%	\$255,000+	\$345,000
Next 20%	\$180,000 - \$254,000	\$220,000
Median 20%	\$133,000 - \$179,000	\$154,000
Next 20%	\$101,000 - \$132,000	\$122,000
Lowest 20%	\$100,000 or less	\$68,000

Affiliated Practice Life Stages

Life Stage	Years at Location	Gross Fee Income	Active Patient Base	Annual Complete Eye Exams	Exams per OD Hour
Mature-prosperous	10 or more	\$220,000 or more	10,000 or more	3,500 or more	1.4 or higher
Early maturity	7-9	\$170,000-\$220,000	5,500-7,500	2,600-3,500	1.3
Growth	3-6	\$110,000-\$170,000	4,000-5,000	1,800-2,600	1.1
Start-up	2 or less	\$110,000 or less	3,000 or less	Less than 1,800	0.8

Walmart and your success go hand-in-hand.

As a Doctor Partner with Walmart or SAM'S CLUB, you can make a difference in patients' lives. You have the autonomy to determine the scope of care in your practice. We encourage our Optometrists to practice full scope, to provide their patients with quality eye care. With company support, our doctors make a difference in their patients' lives every day!

It's your practice. We want to see it grow.

The potential for success is real. The median affiliated practice in a Walmart location reported annual fee income of \$166,000 during 2009-2010. Sam's Club locations reported median fee income of \$108,000, with the top 20% of practices averaging \$255,000 gross annual fee income.* With these successful practices, our optometrists are still able to focus on patient care, seeing less than 2 patients an hour!

The potential for growth is real. Walmart Doctor Partners show a tremendous amount of growth in their gross annual fee income, especially during the first 10 years of the practice. This is with little or no initial investment.

*Source: Measuring Optometric Practice Performance at Walmart and Sam's Club/2011, Prepared by CIBA Vision



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