PCPS
PRIVATE COMPANIES PRACTICE SECTION

Client Evaluation

Client Name	Job Risk/ Complexity	Job Recovery/ Profitability	Referral Source/ Client Tie in	Additional Potential Services	Timeliness of Payment	Client Satisfaction	Score	Rank
							0	
							0	
							0	
							0	
							0	
							0	
							0	
							0	
							0	
	5=No Risk	5=100% or more	5=Excellent referrer/Tied to an "A" Client	5=Could be doing a lot more	5=30 days or less	5=Great to work with and our team enjoys them	A Client=25-30	
	4=Below Average risk	4=90-99%	4=Occasional referrer/Tied to another client	4=A few additional opportunities	4=31-60 days	4=Good environment	B Client=20-25	
	3=Average Risk	3=80-90%	3=Possible referrer, if asked	3=Full now but future potential	3=61-90 days	3=OK job, we get through it	C Client=15-20	
	2=Above Average Risk	2=75-80%	2=Tied to another client	2=Reached full potential	2=90-120 days	2=Can be stressful at times	D Client=14 or less	
	1=High Risk	1=75% or less	1=No referral/No tie	1=doesn't value what we do now	1=over 120 days	1=Client hates us and treats our people poorly		

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