



Start your own phlebotomy clinic

A step-by-step pathway for phlebotomists to
open and grow their own clinic.



Regulated by



Your Own Phlebotomy Clinic

Opening your own clinic can give you the **freedom and flexibility** to do what you love, at the times you choose, while earning more than would ever normally be possible as a phlebotomist.

It doesn't have to be scary - we'll be with you every step of the way - and it doesn't have to be a big expense. All you need is a space to practise.

A pop-up clinic simply means finding a local room or space – perhaps in a village hall, gym, hair or beauty salon, or GP surgery.

Spaces like these are often available for **£10–£15 an hour**, with completely flexible hours.

You can start small – for example, one afternoon a week – and grow your clinic as demand increases.

The following pages outline every stage of your journey – from training, to joining our mobile network, to running your own fully-supported clinic.

Why CQC Registration Matters

The Care Quality Commission (CQC) regulates health and social care in England, ensuring that healthcare providers deliver safe, effective and high-quality care.

In 2025, it was confirmed that it is now a **legal requirement** for all private phlebotomists to be registered with the CQC under the regulated activity of *Diagnostic and Screening Procedures*.

Registration also demonstrates quality and professionalism, helping clients trust your services and providing assurance that you operate to nationally recognised standards.

Under our **Partnership** and **Associate** models, your pop-up clinic will operate as a *satellite centre of Bloods & Beyond* and therefore be covered under our CQC registration — you simply need to follow our policies and governance procedures.

Alternatively, we can support you to become CQC-registered yourself under our **Independent** and **Enterprise** models.

GP SURGERY



One of our phlebotomists hires a room in a local GP surgery, which includes sharps bins, a reception and waiting room, for just £10 an hour. He runs a two-hour clinic each Friday, and now has a loyal client base of regulars.

VILLAGE HALL



Another has rented a room in her local village hall, which costs just £12 per hour as she's a resident of the village. She runs a busy clinic two mornings a week.

Your Journey with Bloods & Beyond

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- Training & Clinical Experience

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- Self-Employed Mobile Phlebotomist

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- **B&B Clinical Partnership**
 - B&B Partner
 - B&B Associate
 - B&B Independent
 - B&B Enterprise

Clinical Partnership Model Summary

Model	Name	Setup Fee	Pay Structure	Who Pays for Location	CQC Cover	Support	Ideal For
1	B&B Partner (Fixed Hourly)	£0	£40/ hour	B&B	B&B	Managed by B&B	Phlebs seeking stability and guaranteed hours
2	B&B Associate (Per Collection)	£0	£15/ collection	Phleb	B&B	Managed by B&B	Phlebs wanting flexibility and higher earning potential
3	B&B Independent (CQC Support)	£2,000	£15/ collection + your own clients	Phleb	Own	Optional	Phlebs ready to register and grow independently
4	B&B Enterprise (Business in a Box)	£3,000 + £250/ month	£15/ collection + your own clients	Phleb	Own	Monthly	Phlebs seeking full business support and growth



Training & Clinical Experience



This booklet is mainly aimed towards experienced phlebotomists. But if you're not yet a qualified phlebotomist, we can help you get there.

Our accredited courses take you from complete beginner to competent professional, including opportunities for **shadowing, mentoring, and hands-on practice** within our growing network of pop-up clinics.

Highlights:

- ◆ CPD-accredited Venepuncture training with optional Advanced and Paediatric modules
- ◆ Mentoring and access to learning resources through our online support network
- ◆ Shadowing and work experience opportunities
- ◆ Pathway to join the Bloods & Beyond mobile network once competent

Next Step:



Once you're trained and clinically experienced, you can join our **mobile network**.





Self-Employed Mobile Phlebotomist



Rate: £35 + per collection

Join our nationwide team of mobile phlebotomists and collect samples in clients' homes, workplaces, or community venues.

This is an excellent way to begin your journey as a **self-employed professional** while still benefiting from Bloods & Beyond's governance, booking system and client base.

Your Responsibilities

- ◆ Provide your own transport, basic consumables and PPE
- ◆ Follow our Governance policies and SOPs
- ◆ Maintain your CPD training, DBS checks and malpractice insurance
- ◆ Maintain professional standards and accurate records
- ◆ Complete your own tax returns

Our Responsibilities

- ◆ Supply appointments from partner labs and private clients via our booking system
- ◆ Maintain a lone worker system to keep you safe
- ◆ Handle payments and CQC governance
- ◆ Offer operational and clinical support
- ◆ Produce remittances, keep track of mileage and offer support with tax returns

Potential Income:

3+ clients per week × £35 = **£105 weekly** (£420 monthly)

Next Step:



Progress to your own local clinic through one of our **Partnership Models**.

Advantages

- ✓ Flexible, independent working – choose to take appointments at times that fit in with your schedule
- ✓ Regular income potential alongside other commitments
- ✓ Valuable step toward running your own clinic

Disadvantages

- × Requires good time management and confidence working alone
- × You must have a lot of clinical experience
- × Demand varies by region



B&B Partner



Fixed Hourly

Rate: £40 per hour

Your Responsibilities

Find a location that you are happy to commute to, charging within £10–£20 an hour. Follow our Governance Policies.

Our Responsibilities

We supply all equipment for blood draws, sharps collection, and appointments from our lab and clinical partners. We pay for the room hire.

Example Income:

3hr clinic 1 day/wk = £40 x 3 = **£120 weekly** (£480 monthly)
+ **optional mobile phlebotomy.**

Advantages

- ✓ Guaranteed income and set hours, even with low client numbers

Disadvantages

- × Limited flexibility – hours and locations are set based on demand



B&B Associate



Per Collection

Rate: £15 per collection

Your Responsibilities

Find or provide your own location and pay for the space. Manage sharps disposal. Follow our Governance policies.

Our Responsibilities

Supply equipment, appointments via our partners and marketing campaigns, and cover payments via Stripe.

Example Income:

3hr clinic, 5 clients/hr, 1 day/wk – £15/hr room hire =
(3 x 5 x £15) – (3 x £15) = **£180 weekly** (£720 monthly)
+ **optional mobile phlebotomy.**

Advantages

- ✓ Higher income potential and freedom to find clients locally

Disadvantages

- × Income depends on local demand
- × Pay your own expenses



B&B Independent



CQC Support

Cost: £2,000 set up fee

Includes **everything from model 2** plus:

- ◆ Full support to help you achieve your own **CQC registration**, allowing you to operate independently.

*If CQC registration isn't achieved, we will refund **£1,500**.*

*Optional mock CQC inspection: **£500**.*

Example Income:

4hr clinic, 20 clients (15 from B&B @ £15, 5 from your own sources @£30), 1 day/wk – £15/hr room hire =
 $(15 \times £15) + (5 \times £30) - (4 \times £15) = \textbf{£315 weekly}$ (£1,260 monthly)

+ potential for income from additional services and mobile phlebotomy.

Advantages

- ✓ Greater earning potential, full control over your clinic, freedom to set prices for your own clients

Disadvantages

- × Higher startup costs
- × Ongoing governance responsibility
- × Must find your own clients



B&B Enterprise



Business in a Box

Rate: £3,000 set up fee + £250/month

Includes **everything from model 3** plus:

- ◆ One annual mock CQC inspection worth £500
- ◆ Dedicated webpage on our site
- ◆ 50% off additional courses to provide additional services
- ◆ Ongoing social media, business and governance support

Example Income:

As model 3

Advantages

- ✓ Comprehensive governance support and higher income potential

Disadvantages

- × Higher startup and monthly cost

Additional Services You Can Offer

Your vein-finding and venepuncture skills can open up several exciting new avenues.

If you don't yet have these skills, we can train you to the required standard.

All Bloods & Beyond partners and mobile phlebotomists receive **20% off** the cost of training, while **Enterprise Partners receive 50% off**.

These additional services can help you diversify your clinic, attract new clients, and increase your income potential:

IV & IM Vitamin Therapy

Provide clients with tailored vitamin infusions and injections for wellness and recovery.

PRP (Vampire) Facials

Offer regenerative skincare using your clients' own plasma – a growing aesthetic service.

Therapeutic Blood Letting

Some clients - for example, those with **haemochromatosis** or elevated red blood cell levels (often linked to testosterone therapy) - require the removal of larger volumes of blood, similar to a donation.



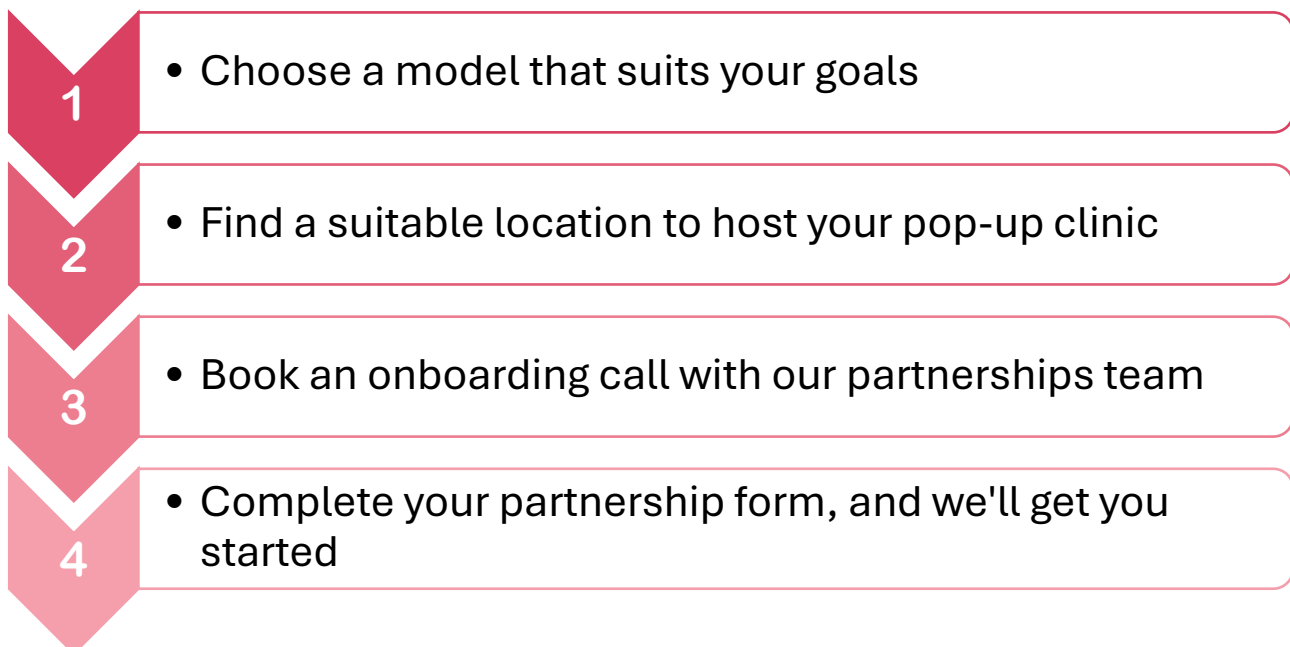
What All Partners Receive

Every Bloods & Beyond Partner - across all models - receives a comprehensive welcome package designed to help you succeed from day one.

Included as Standard:

- ◆ **Branded pull-up stand** for your clinic or events
- ◆ **Marketing materials** and social media content to help promote your services
- ◆ **B&B stress balls and tourniquets** for client comfort and consistent branding
- ◆ **Digital B&B ID** for client reassurance and professional verification
- ◆ **Ongoing support** through our national network of phlebotomists and partners
- ◆ **At least 20% off all training courses** (Enterprise Partners receive 50%)
- ◆ **Exclusive partnership offers** from our affiliated labs and clinics
- ◆ **Free online CPD training modules** through our online training platform
- ◆ **Free annual Basic Life Support (BLS) training**

Next Steps



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