



Performance Pulse Report

Sample Dentist Practice

April 2018

Production	April	YTD Average
Practice Total Gross Production	\$100,000.00	\$96,000.00
Less Practice Total Production Adj	\$7,000.00	\$6,800.00
Total Practice Net Production	\$93,000.00	\$89,200.00
Dr. Net Production	\$75,000.00	\$70,000.00
Hyg Net Production	\$18,000.00	\$19,200.00
Net Collection	\$89,000.00	\$85,816.67
Net Production Collection Ratio	95.70%	96.25%
\$ Amount Net Production Less Net Collection	\$4,000.00	\$3,383.33
\$ Amount Collected Less \$ Deposited	\$2,000.00	\$2,816.67
Dr. Net Production Per Hour	\$750.00	\$710.53
Dr. Net Production Per PT	\$500.00	\$466.67

A/R Total	April		YTD Average	
0 - 30	\$50,000.00	60.98%	\$46,666.67	59.83%
31 - 60	\$10,000.00	12.20%	\$9,333.33	11.97%
61 - 90	\$7,000.00	8.54%	\$6,666.67	8.55%
91+	\$15,000.00	18.29%	\$15,333.33	19.66%
Total	\$82,000.00	100.00%	\$78,000.00	100.00%
Last Mo Total A/R	\$82,000.00			
Difference Between Last Month and This Month A/R	\$0.00			
Accounts Payable			\$0.00	

New Pts. Total	April		YTD Average	
Age Below 20	5	16.67%	6.67	22.22%
21 - 40	5	16.67%	6.67	22.22%
41 - 60	10	33.33%	8.33	27.78%
61+	10	33.33%	8.33	27.78%
Total	30	100.00%	30.00	100.00%
Pt. Loss	5		4.00%	

Allocations	April		YTD Average	
Savings/Profit	\$1,000.00	1.12%	\$1,000.00	1.17%
Dr./Owner Compensation Total	\$15,000.00	16.85%	\$15,000.00	17.48%
Taxes	\$10,000.00	11.24%	\$10,000.00	11.65%
Expenses				
Total Team Compensation	\$24,000.00	26.97%	\$22,833.33	26.61%
Occupancy	\$7,000.00	7.87%	\$6,666.67	7.77%
Equip and Physical Resource	\$6,000.00	6.74%	\$5,833.33	6.80%
Dental Supplies and Products	\$6,500.00	7.30%	\$6,133.33	7.15%
Marketing and Advertising	\$2,000.00	2.25%	\$2,000.00	2.33%
Lab	\$8,000.00	8.99%	\$7,333.33	8.55%
Business Admin and Other	\$7,000.00	7.87%	\$7,166.67	8.35%
Total Business Expenses	\$60,500.00	67.98%	\$57,966.67	67.55%
Grand Total	\$86,500.00	97.19%	\$83,966.67	97.84%

Recare Effectiveness	April		YTD Average	
Total # Pts. in Recare System	1200	100.00%	1208.33	100.00%
18 mos +	50	4.17%	75.00	6.21%
12 - 18 mo	50	4.17%	53.33	4.41%
6 - 12 mo	100	8.33%	106.67	8.83%
Less Than 6 mo	200	16.67%	206.67	17.10%
Total # Pts. Past Due	400	33.33%	441.67	36.55%

Dr. Schedule	April	YTD Average
% Time Scheduled	91.67%	92.93%
% of Time Cancelled	18.18%	20.06%
% of Time Recovered	50.00%	53.33%
Total Worked Hrs.	100.00	98.33
Utilization of Time	83.33%	84.34%

Hyg. Schedule	April	YTD Average
% Time Scheduled	100.00%	98.15%
% of Time Cancelled	25.00%	24.51%
% of Time Recovered	60.00%	56.67%
Total Worked Hrs.	180.00	170.00
Utilization of Time	90.00%	87.78%

Hygiene Dept	April	YTD Average
Total Hyg Net Production	\$18,000.00	\$19,200.00
% Hyg Production to Practice Production	19.35%	21.73%
Total # Pts. Seen	220	210.00
% of Pts. Seen in Practice	59.46%	58.27%

Hygiene Overhead	April		YTD Average	
Admin Team Support	\$3,567.57	19.82%	\$3,496.03	18.21%
Occupancy Overhead	\$1,354.84	7.53%	\$1,432.64	7.46%
Equipment Overhead	\$1,161.29	6.45%	\$1,259.49	6.56%
Marketing Overhead	\$387.10	2.15%	\$434.54	2.26%
Business Admin Overhead	\$1,354.84	7.53%	\$1,564.99	8.15%
Supplies Overhead	\$1,891.89	5.56%	\$2,071.07	10.79%
Hygiene Compensation	\$12,000.00	66.67%	\$11,500.00	59.90%
Total Overhead	\$21,717.52	120.65%	\$21,758.74	113.33%
Hygiene Department Profit	-\$3,717.52	-20.65%	-\$2,558.74	-13.33%
Net Production Per Patient	\$81.82		\$92.44	
Net Production Per Hour	\$100.00		\$114.67	