

Financial Summary	This Year		Last Year		This Year - Last Year	
	Month	Yr-to-Date	Month	Yr-to-Date	Month	Yr-to-Date
Total Collections	\$119,830	\$1,108,470	\$118,887	\$1,043,245	\$943	\$65,225
Total Expenses	\$57,428	\$542,212	\$56,002	\$517,887	\$1,426	\$24,325
Total Production (Charges)	\$123,673	\$1,113,057	\$128,948	\$1,023,653	(\$5,275)	\$89,404
Total Credit Adjustments	\$3,780	\$32,874	\$4,689	\$42,887	(\$909)	(\$10,013)
Total Debit Adjustments	\$450	\$3,567	\$567	\$4,890	(\$117)	(\$1,323)
ADJ Production (Chg +/- Adj.)	\$120,343	\$1,083,750	\$124,826	\$985,656	(\$4,483)	\$98,094
Growth to Date (This Yr CHG / Last Yr CHG	10%					
Total Amount Past Due	\$12,823		\$14,734		(\$1,911)	
Pts. Started from Observation	10	91	16	77	-6	14

Exam Summary	This Year		Last Year		This Year - Last Year	
	Month	Yr-to-Date	Month	Yr-to-Date	Month	Yr-to-Date
Total New Pt. Exams	35	315	39	339	(4)	(24)
Total Placed on OBS	9	54	7	61	2	(7)
Total Will-Call-Back (W-C-B)	8	71	12	75	(4)	(4)
Total No-Tx Wanted or Needed	0	2	1	3	(1)	(1)
Invisalign Starts	0	9	1	9	05 Chg/Start	04 Chg/Start
Invisalign Charges	\$6,880	\$61,920	\$6,345	\$58,770	\$6,880	\$6,530

Daily Tx Summary	This Year		Last Year		This Year - Last Year	
	Month	Yr-to-Date	Month	Yr-to-Date	Month	Yr-to-Date
Total Pt Tx Days worked	14.5	132.5	14.5	133.0	0.0	(0.5)
AVG Hours/Day Worked	7.6	7.5	7.2	7.3	0.4	0.2
AVG Pts SEEN per Day	54	52	54	55	0	(3)
% Failures/Cancellations (goal <12%)	4%	4%	3%	4%	1%	0%
% SOS/Emergencies (goal <8%)	3%	3%	4%	3%	-1%	0%
Number of FULL DeBANDS	30	271	DeBand % of Starts		112%	

Year-to-Date Trends	JAN	FEB	MAR	APR	MAY	JUN
(SALES) Exam Conv. (Goal >75%)	75%	74%	77%	80%	74%	77%
This Mo. Exam Conv. (Goal >75%)	86%	89%	87%	90%	88%	83%
12-Mo AVG Exam Conv. (Goal >75%)	77%	81%	82%	84%	84%	83%
Ph-II/Ph-I Conv. (12-mo AVG)	67%	69%	71%	72%	70%	72%
OBS Recall Conv. (Goal >65%)	29%	28%	35%	34%	29%	33%
Full Starts per Day (Yr-to-Date)	1.46	1.54	1.55	1.60	1.61	1.62
Mo. % Past Due (Goal <20%)	10%	11%	11%	9%	13%	15%

Goal Summary (Y-to-D)	JAN	FEB	MAR	APR	MAY	JUNE
NP Exams - Goal	33	66	99	132	165	198
NP Exams - Difference	2	3	(3)	(5)	(7)	(6)
Production - Goal	\$113,000	\$226,000	\$339,000	\$452,000	\$565,000	\$678,000
Production - Difference	\$22,295	\$42,590	\$68,885	\$89,180	\$105,475	\$133,770
Collections - Goal	\$105,000	\$210,000	\$315,000	\$420,000	\$525,000	\$630,000
Collections - Difference	\$46,900	\$38,765	\$40,490	\$23,345	\$48,657	\$58,902
Expense - Budget	\$60,300	\$120,600	\$180,900	\$241,200	\$301,500	\$361,800
Expenses - Difference	\$3,410	\$3,210	\$1,222	\$544	\$890	\$1,789

Crucial Factor(s)
To Pay Attention To...

See 3rd Quarterly Analysis

Tx Starts Summary	This Year		Last Year		This Year - Last Year	
	Month	Yr-to-Date	Month	Yr-to-Date	Month	Yr-to-Date
Full Starts	23	185	32	167	(9)	18
PH-II Starts	3	27	1	19	2	8
PH-I Starts	5	38	4	26	1	12
LIM Starts	4	36	6	39	(2)	(3)
Avg CHG / FULL Start	\$4,867	\$5,012	\$4,794	\$4,886	\$73	\$126
Avg CHG / Ph-II Start	\$3,789	\$3,856	\$3,887	\$3,967	(\$98)	(\$111)
Avg CHG / Ph-I Start	\$2,645	\$2,444	\$2,583	\$2,439	\$63	\$5
Avg CHG / LIM Start	\$5,123	\$5,011	\$4,867	\$4,988	\$256	\$23
% INIT PMT per ALL Starts	35%	32%	36%	33%	-1%	-1%

Tx Consult Summary	This Year		Last Year		This Year - Last Year	
	Month	Yr-to-Date	Month	Yr-to-Date	Month	Yr-to-Date
Total Tx Conferences	14	126	9	122	5	4
Total Placed on OBS	2	18	1	8	1	10
Total Will-Call-Back (W-C-B)	4	36	1	32	3	4
Total No-Tx Wanted or Needed	0	1	0	1	0	0
% DENTIST Referral	49%	44%	50%	47%	-1%	-3%
% NON-Dentist Referral	51%	56%	50%	53%	1%	3%

Team Staffing	This Year		Last Year		This Year - Last Year	
	Month	Yr-to-Date	Month	Yr-to-Date	Month	Yr-to-Date
Chairside DA's Needed/Tx-Day	2.4	2.3	2.4	2.3	0.0	0.0
Records Tech's Needed/Tx-Day	0.4	0.4	0.3	0.4	0.1	0.0
T.C.'s Needed/Tx-Day	0.7	0.8	0.8	0.7	(0.1)	0.1
Receptionist's Needed/Tx-Day	0.9	0.9	0.9	0.9	0.0	(0.0)
Bookkeepers Needed/Tx-Day	0.8	0.8	0.8	0.8	0.0	(0.0)
Total Team Needed/Tx-Day	5.2	5.1	5.6	5.6	(0.4)	(0.5)

Year-to-Date Trends	JUL	AUG	SEPT
(SALES) Exam Conv. (Goal >75%)	75%	78%	79%
This Mo. Exam Conv. (Goal >75%)	87%	83%	80%
12-Mo AVG Exam Conv. (Goal >75%)	85%	84%	81%
Ph-II/Ph-I Conv. (Goal >75%)	74%	75%	77%
OBS Recall Conv. (Goal >65%)	34%	35%	40%
Full Starts per Day (12-mo Avg)	1.61	1.64	1.65
Mo. % Past Due (Goal <20%)	14%	12%	13%

Goal Summary (Y-to-D)	JULY	AUG	SEPT
NP Exams - Goal	231	264	297
NP Exams - Difference	(20)	(19)	17
Production - Goal	\$791,000	\$904,000	\$1,017,000
Production - Difference	\$123,456	\$178,365	\$66,750
Collections - Goal	\$735,000	\$840,000	\$1,050,000
Collections - Difference	\$69,345	\$63,212	\$58,470
Expense - Budget	\$422,100	\$482,400	\$542,700
Expenses - Difference	\$1,233	\$888	\$488

See
3rd Quarter
Analysis

Year-to-Date AVERAGES

Production/Mo	\$121,295
Goal =	\$113,000
Production/Day	\$8,179

Collections/Mo	\$119,830
Goal =	\$105,000
Collections/Day	\$8,366

Profitability	51%
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NP Exams/Mo	35.0
Goal =	33

Days/Mo	14.7
Goal =	14.5

Full+Ph-II Starts/mo	23.6
Goal =	20.5

Tx Efficiency Analysis

Tx Mech Efficiency	108%
Supers Avg	100%
DA Utilization	90%
Ideal: 80%-90%	
Minutes/Appt	28
Supers Avg 29 min	
Appt. Efficiency	82%
Supers Avg	100%
DeBand Rate.	112%
Ideal: 90%-110%	
DCB Comments	
☺ Doing Well	
although, your	
appointment efficiency	
is low	
(see analysis)	