

## How healthy is your practice?

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- What is your practice potential?
- Are your collections at 98% or above?
- How many active patients do you have?
- How many new patients do you average per month? Do you know how many You need?
- Are your fees current and competitive?
- What is your staff overhead percentage?
- Are you understaffed or understaffed?
- What are your Dental Supply and Lab Fee overhead percentages? Are they more than 6 and 8% respectively?
- Are your Accounts Receivable below one month's Production?
- What percentage of your accounts receivable is over 90 days? Is it over 10%?
- Do you enjoy coming to work each day?
- Do you enjoy working with each of your staff members and do they enjoy working with you and each other?
- If you have a staff incentive program, does it work? Is it fair to both you and your staff?

If you don't know the answer to each of these questions, you really should. These are the foremost indicators of the health of your practice.