

Leading Indicators			Key Production Indicators		
LI			KPI		
Weekly			Monthly		
	# of days to next NP	<7 days		Net Production	_____
	# of days to next Rock appt(\$1,500 in production)	<7 days		Collections	_____
	Fluoride Rate	>90%		Overhead% (Ex-Dr)	<60%
	CX/NS	<4 %		Collections %	>99% Ave.
	Forward Production target	(Sheet)		New Patients/month	>25/Doc
	Case Acceptance Rate	>90%		Doc% of Total Production	75%
	Ave Review Score	5		Ins Writeoff %	_____
Monthly				Lab %	6%
	NP ScRP Rate	>40%		Supply %	4%
	% of Existing Patients referring in NP	>20%		Staff Payroll %	16%
	Days in AR	< 24 Days		Hyg Payroll %	9%
	Re-Appoint Rate	>95%		Production/Chair	_____
	Phone Call Close Rate	>80%		Daily Prod per Provider	_____
	Total Patient Count	Increasing			
Others			Others		
	# of Exams/week	<150		Cost per Procedure	
				NP Income	Production on NP in first 6 months in practice
				Patient Value	Total revenue/active patients during a time frame, usually 1 year
				Procedure Mix	Dr. procedures divided into each category
				Patient Attrition	Patients 18mo + 1 day