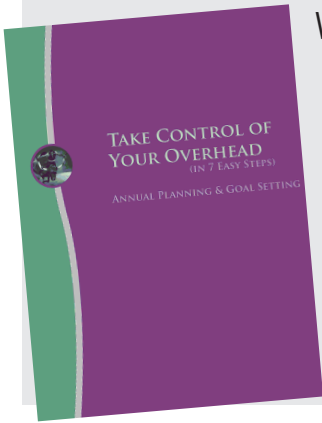


Doctor, it all starts with the numbers...



Without accurate and documented numbers, it's almost impossible to make good planning decisions in a practice. **Plan Your Way to Success & Profitability**, the annual planning and goal-setting process outlined in the book, **Take Control of Your Overhead**, takes just a few hours per year, during which time we walk through the diagnostic and planning steps necessary to 'take control' of your numbers and boost your practice productivity and profitability.

Call today and start now to plan your way to success and profitability!

STEP 1: ANALYZE THE PROFIT & LOSS STATEMENT

What you'll learn:

- How to forecast expenses.
- How to determine actual overhead.
- Why depreciation and amortization are not 'true' expenses.
- How to treat principal and interest for tax purposes.
- How to complete an Expense Projection Worksheet.
- How your practice compares to industry norms.

STEP 2: FORECAST THE COMING YEAR'S EXPENSES

What you'll learn:

- How to categorize and define the four major expenses categories: major expense, minor expense, loans and leases, and Doctor compensation.
- Questions to consider when forecasting expenses.
- What is and what is not "Doctor Compensation."
- How to complete an Expense Projection Worksheet.

STEP 3: DETERMINE THE NEW PRODUCTION GOAL

What you'll learn:

- The three factors that drive production goals.
- Understanding the difference between fixed and variable expenses.
- How to determine a new production goal based on projected expenses.
- What is and is not a 'healthy' collection percentage.
- The 3 most common 'problem areas' in an underperforming collection department.

STEP 4: DETERMINE WORK DAYS

What you'll learn:

- How to plan for days off, holidays, vacations and CE.
- Other important dates that should always be considered.

- What constitutes a full day vs half day.
- Doctor days first, or hygiene days first?

STEP 5: ESTABLISH HYGIENE PRODUCTION GOALS

What you'll learn:

- Why hygiene days are more predictable than doctor days.
- How to determine the hygiene daily production average for the previous 12 months, and use it to forecast the coming year.
- How to deal with 'significant' differences between months.
- Are you meeting your hygiene production potential?
- Possible roadblocks to 'ideal' hygiene production.

STEP 6 & 7: ESTABLISH DOCTOR PRODUCTION GOALS and ACTION PLAN FOR THE COMING YEAR

What you'll learn:

- How to establish the doctor's 'needed production.'
- The effect of seasonal trends, and how to deal with them.
- The definition of 'significant' treatment.
- What to do if it doesn't add up!
- Action plan who, what and when for the coming year.

Call today to schedule your Annual Planning and Goal Setting session.

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MSP Consulting
Management Solutions for your Practice