



VITAL SIGNS OF A HEALTHY PRACTICE

1.	Collection Ratio of Net Production	95-98%
2.	Accounts Receivable Ratio of Average monthly production	1 to 1.5
3.	Lab Expense Ratio to Dental Supplies	3.5 to 4
4.	Hygiene Salary Ratio to Hygiene Production	33-38%
5.	Lab Expenses	
	A. Solo	8.00%
	B. Group	7.50%
	C. Partnership	8.60%
6.	Dental Supplies	
	A. Solo	6.30%
	B. Group	6.70%
	C. Partnership	7.00%
7.	Staff Salaries	
	A. Solo	23.7-24%
	B. Group	25.00%
	C. Partnership	22.50%
8.	Payroll Taxes	
	A. Solo	3.20%
	B. Group	3.60%
	C. Partnership	4.00%
9.	Rent/Mortgage Payments	
	A. Solo	5.00%
	B. Group	4.40%
	C. Partnership	4.90%
10.	Total Overhead	
	A. Solo	60%
	B. Group	60%
	C. Partnership	56%
11.	Doctor Compensation	25-30%
12.	Savings	10-15%