

Figure 21-1

CATEGORIES TO MONITOR

1. Practice Production/Collections
2. Doctor Production/Collections
3. Doctor Productions/Collections per Hour
4. Hygiene Production/Collections per Hour
5. Hygiene Production/Collections per Hour
6. Collection Percentage to Production
7. Total Accounts Receivable
8. Accounts Receivable Percentage to Production
9. Accounts Receivable Report; 30, 60, 90, over 120 Days
10. New Patients — Referral
11. New Patients — Outside Marketing
12. Dollar Amount Diagnosed
13. Dollar Amount Accepted
14. Case Acceptance Rate
15. Percentage of Practice in Hygiene, if Applicable