



Healthy Targets

Area	Targets
Annual Fees	3-5% Fees should be properly positioned and balanced prior to increases
Percentile for Fees	80th percentile
Accounts Receivable over 90	8- 10%*
Over-the-Counter Collections	30 - 35%
Total Accounts Receivable	4-6 weeks production*
New Patients	25 per month per full-time Doctor
Dr.-to-Hygiene Production %	60 - 65 / 35 - 40
Case Acceptance Rate	80%
Periodontal Coding Statistics	40 - 50% of patient base in periodontal care
Openings in Schedule	<5 open hours per month per provider

*Target expanded for flexibility of payments in light of post-COVID economic difficulties.