



ONE MILLION THINGS

run through your head on a daily basis.



Well, that's a rough estimate and our best guess.
As a Dentist and business owner, you wear a
lot of hats. Let's discuss a win-win-win – for you,
your practice, and your potential associate.



ASSOCIATE ASSESSMENT

Dr. Joe Sample

Did we mention this is a complimentary service for our partners?

Data Date Range
01/01/2022-12/31/2023

Report Date: May 4, 2023



THANK YOU

for providing the Practice Support Team with the reports needed to complete your personalized Associate Assessment. This assessment gives us the first glimpse into the story of your dental practice.

After reviewing this analysis, let's discuss the story behind the numbers. We invite you to set up a free call to review the findings. We want to celebrate your team's strengths and discuss potential growth opportunities. Our goal is to build an action plan with you!



Burkhart's Practice Support Team is a value-added, complimentary consulting service available to Burkhart clients. It represents a commitment we have to contribute to the success of your practice.

**YOUR SUCCESS IS OUR SUCCESS.
PLEASE REACH OUT TO US ANYTIME.**

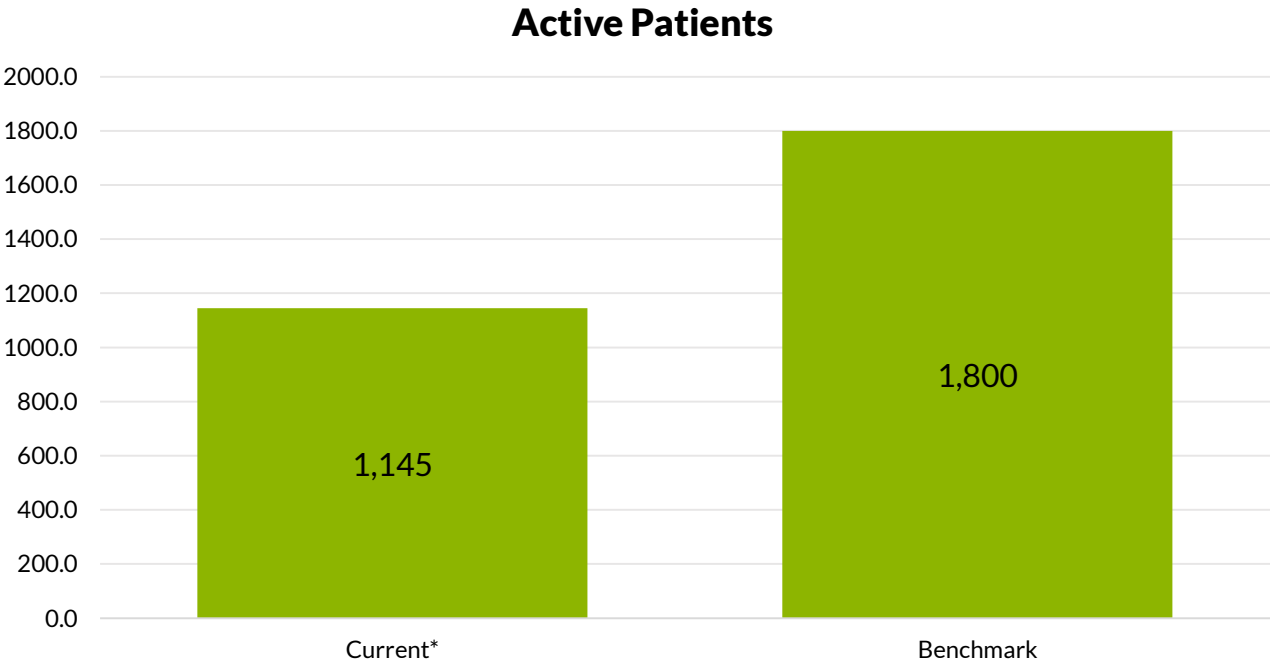
**PracticeSupportTeam@BurkhartDental.com
1.800.665.5323**



Active Patients

Summary

- Approximately 300 - 450 patients = 1 day/week of Doctor time when booked out 3-4 weeks.
- A more conservative diagnostic style requires additional patients, while a more comprehensive treatment planning approach requires fewer patients.
- Fewer patients are needed if traditionally referred treatment can be completed in-house.
- 1,800 active patients is a long-standing benchmark used to determine the need for an Associate. Your clinical philosophy of care, in-house treatment vs. referrals and patient demographics can impact this number.



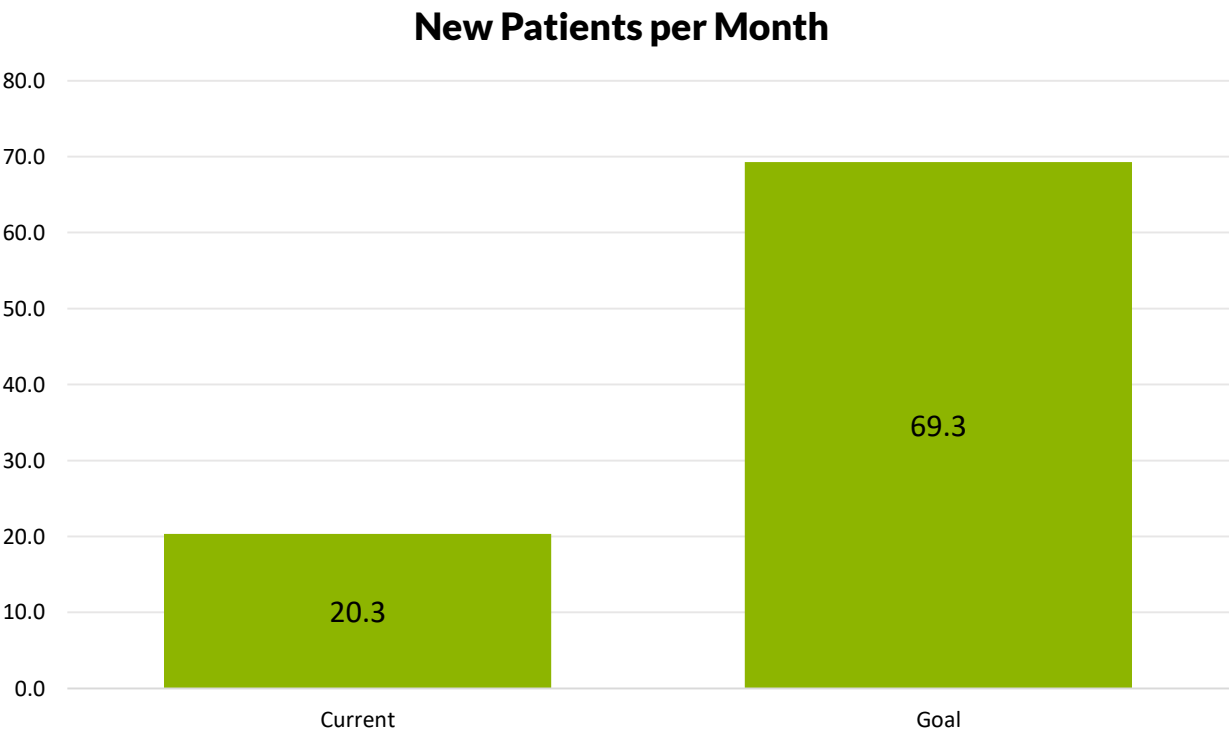
*Active patients based on a total calculation of the number of patients receiving hygiene services in addition to the number of comprehensive new patient exams provided and a 10% inflation to cover emergencies and non-hygiene patients such as denture cases, all on 4 treatment, etc.



New Patients

Summary

- D0150 and D0180 coding determine new patient volume – this does not include new patients brought in under limited exam (D0140) coding.
- It is possible to reduce your current wait time for a new patient with the addition of an Associate. The added availability can result in more new patients per month. Ideally, a new patient opportunity is available within two weeks of inquiry.
- Healthy benchmarks indicate 2 new patients per working day for each Doctor are necessary for growth in patient volume and production.



Dr. days/wk reported: **8**

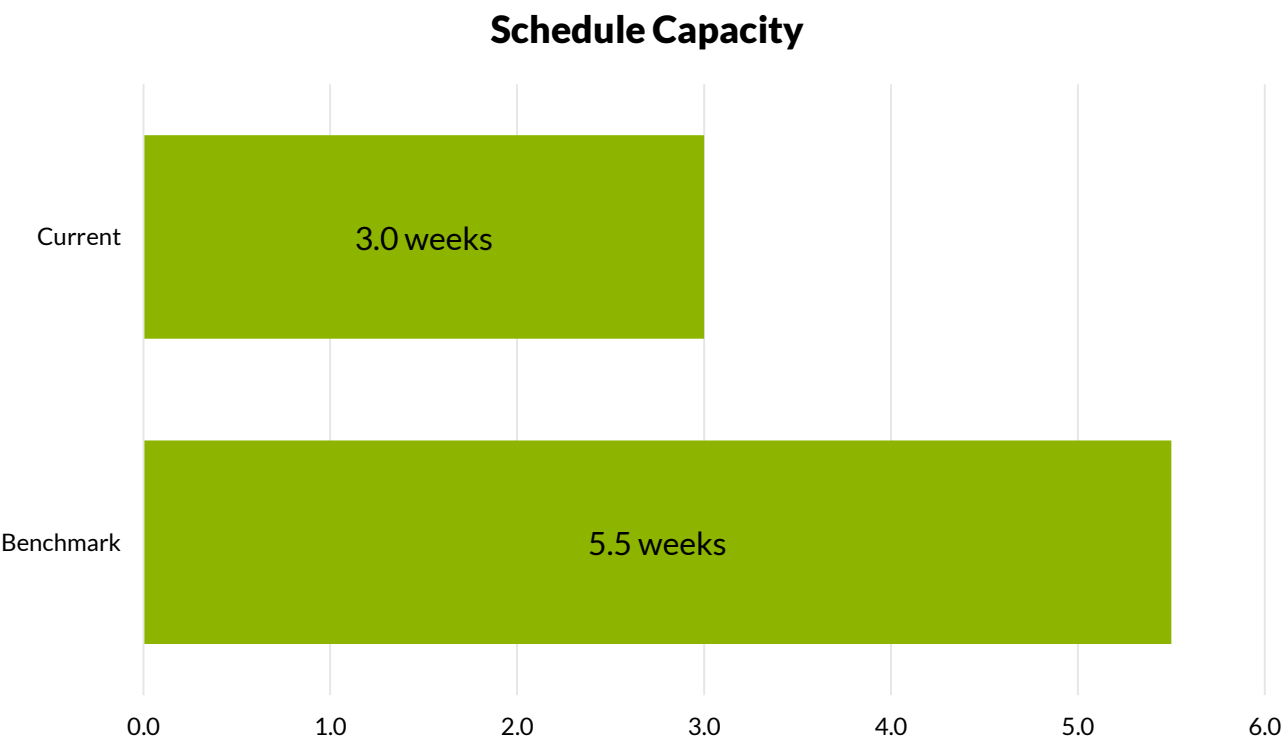


Scheduling Capacity

Summary

- In a healthy practice, the restorative schedule should be booked out approximately 5.5 weeks, allowing for reserved emergency time.
- Scheduling capacity is impacted by operator availability. Fewer operators may require creative scheduling, or additional patient care hours, to maximize your
- Scheduling protocols will also impact your capacity. Call Burkhart's Practice Support Team if current operator capacity is a challenge, or scheduling templates are needed.

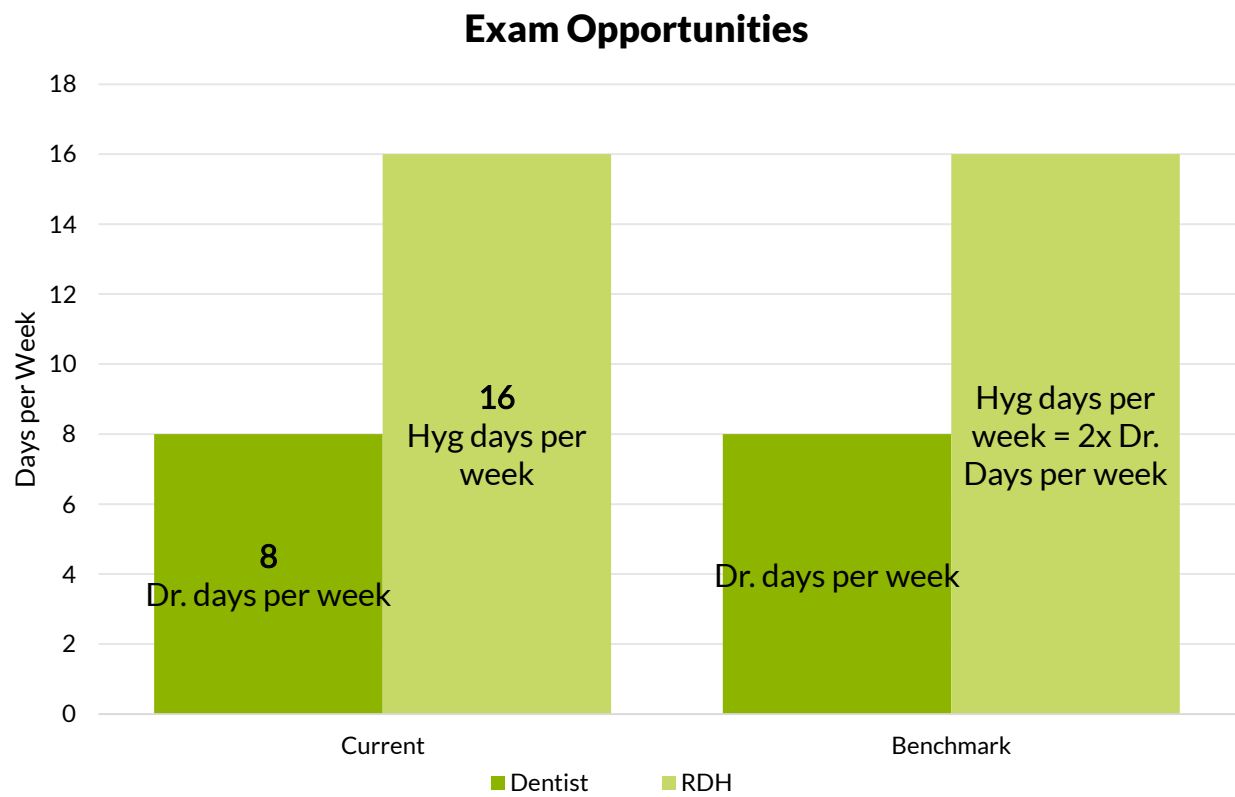
Current Number of Ops: 3



Exam Opportunities

Summary

- Ideally, each Doctor has access to 1.5 - 2 exams per hour. This requires two hygiene days per week for every one Doctor day per week.
- A comprehensive approach to treatment planning, additional new patient growth, and added services will be instrumental in successfully integrating an Associate.

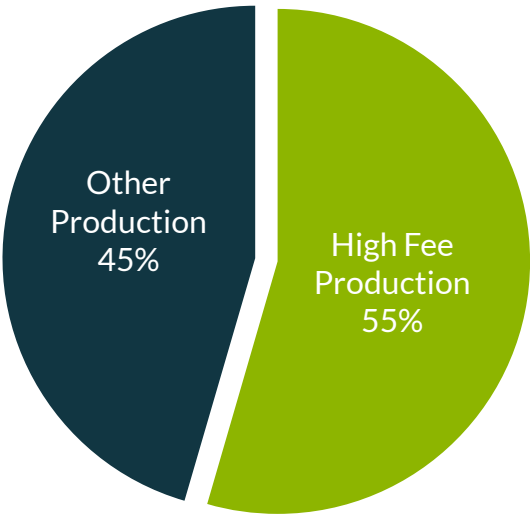


Restorative Mixture of Services

Summary

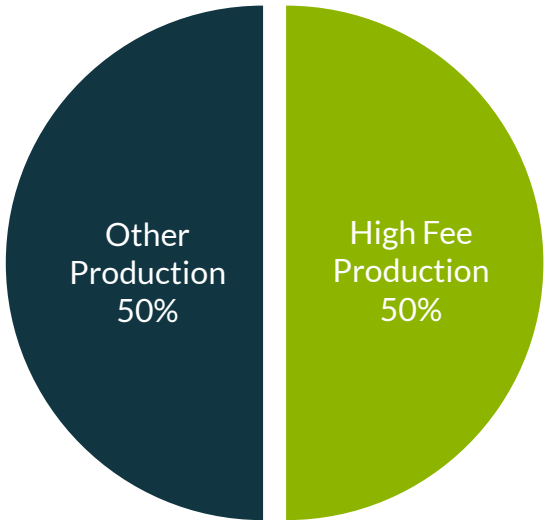
- The case completion rate for higher fee services (such as crown, bridge, veneer, implants, and orthodontic treatment) gauges the practice's ability to promote treatment generally requiring a higher out-of-pocket expense for the patient.
- When sound patient communication systems are followed, the healthy benchmark of 50% is met.
- The use of intraoral images, before and after photos, a healthy perio program, and a comprehensive patient interview model contributes to case acceptance.
- Financial systems must also be in place to ensure affordability for the patient. Healthy systems will promote the success of a future Associate.

**Dr. Sample's
Production % for Higher Fees**



vs.

**Healthy DDS Production %
for Higher Fee Services**



***Estimated active patients: 1,145**
Annual per patient value: \$1,290

Healthy annual per patient value
is a minimum of \$785

*Active patients based on a total calculation of the number of patients receiving hygiene services in addition to the number of comprehensive new patient exams provided and a 20% inflation to cover emergencies and non-hygiene patients such as denture cases, all on 4 treatment, etc.

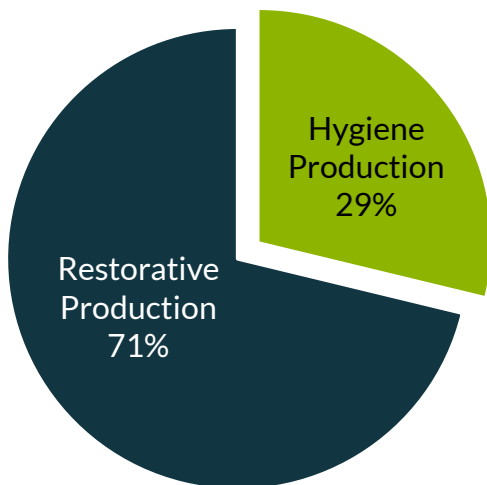


Hygiene Contribution

Summary

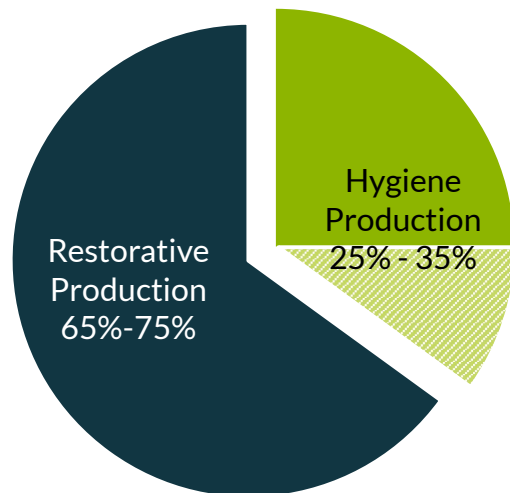
- A healthy contribution from hygiene services is 25-35% of the total production for a practice.
- Building the hygiene department creates passive income for the dentist and builds long-term loyalty for patients.
- The patient demand must be in alignment with hygiene opportunities offered.
- A healthy hygiene recare system must also be in place and actively managed.

**Dr. Sample's
Hygiene Production % of Gross**



VS.

**Healthy Hygiene Production %
of Total Production**



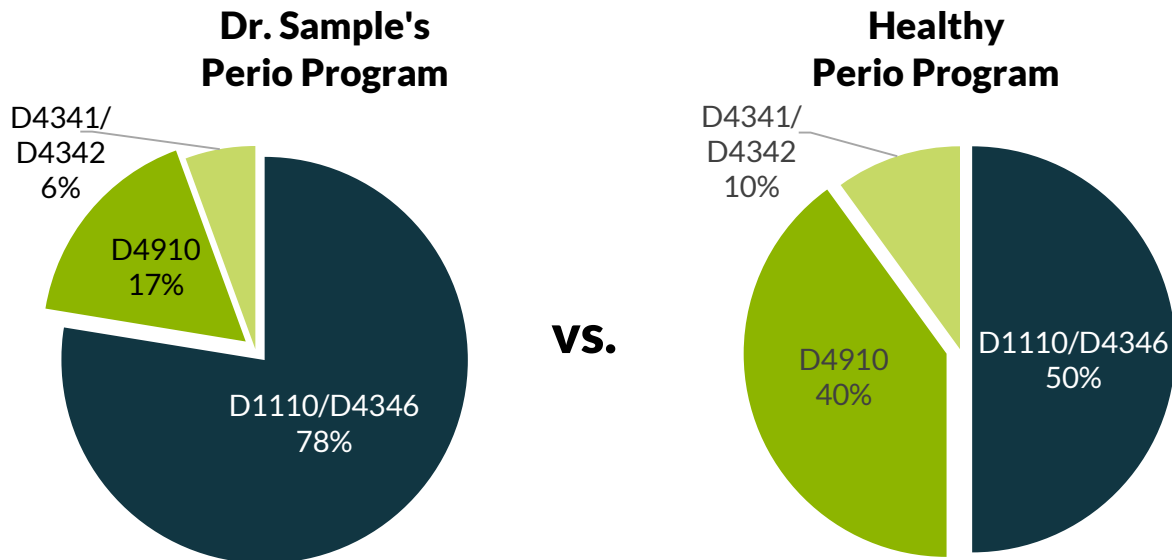
Perio Program

Current vs. Healthy

Summary

- According to the Center for Disease Control (CDC), 47.2% of Americans have periodontal disease.
- The American Dental Association (ADA) considers periodontal disease prevalent, yet under-diagnosed.
- The codes selected for hygiene treatment reflect your diagnosis.
- We have found many practices code a prophylaxis (D1110) when in fact they are providing a periodontal maintenance procedure (D4910)
- Inaccurate coding creates unnecessary liability for the dental practice, sends the wrong message to the patient, negatively impacts case acceptance and hampers job satisfaction.
- Call Practice Support Team for further support if needed.

Potential Growth Opportunity: \$37,414.80



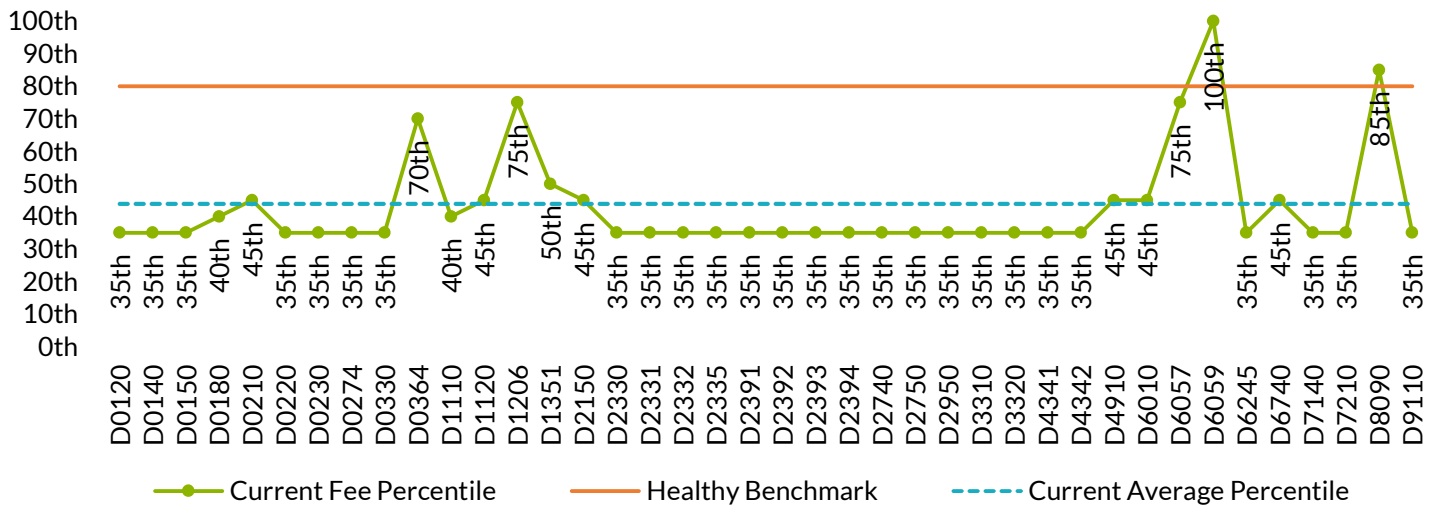
Wins from a Healthy Perio Program:

- Higher oral health awareness for patient
- Increased patient loyalty, fewer no-show
- Higher job satisfaction for RDH
- Increased restorative case acceptance
- Improved scheduling
- Improved profitability



Dr. Joe Sample

Current Fee Percentile Range



Overall fee percentile = 44th

Code	Practice Fee	Fee Percentile	Zip code 75087
			80th
D0120	\$62	<40th	\$75
D0140	\$88	<40th	\$110
D0150	\$107	<40th	\$132
D0180	\$114	40th	\$138
D0210	\$159	45th	\$187
D0220	\$28	<40th	\$44
D0230	\$26	<40th	\$36
D0274	\$73	<40th	\$90
D0330	\$136	<40th	\$162
D0364	\$396	70th	\$425
D1110	\$109	40th	\$130
D1120	\$83	45th	\$96
D1206	\$55	75th	\$58
D1351	\$69	50th	\$77
D2150	\$220	45th	\$261
D2330	\$199	<40th	\$243
D2331	\$246	<40th	\$291
D2332	\$299	<40th	\$352
D2335	\$369	<40th	\$450
D2391	\$218	<40th	\$260

Code	Practice Fee	Fee Percentile	Zip code 75087
			80th
D2392	\$275	<40th	\$331
D2393	\$342	<40th	\$404
D2394	\$403	<40th	\$476
D2740	\$1,340	<40th	\$1,573
D2750	\$1,325	<40th	\$1,585
D2950	\$320	<40th	\$380
D3310	\$893	<40th	\$1,051
D3320	\$1,021	<40th	\$1,203
D4341	\$298	<40th	\$365
D4342	\$223	<40th	\$276
D4910	\$164	45th	\$195
D6010	\$2,283	45th	\$2,602
D6057	\$949	75th	\$979
D6059	\$2,136	>95th	\$1,867
D6245	\$1,293	<40th	\$1,573
D6740	\$1,371	45th	\$1,557
D7140	\$223	<40th	\$276
D7210	\$310	<40th	\$405
D8090	\$6,586	85th	\$6,416
D9110	\$155	<40th	\$191



Fee Increase Recommendations

Dr. Joe Sample

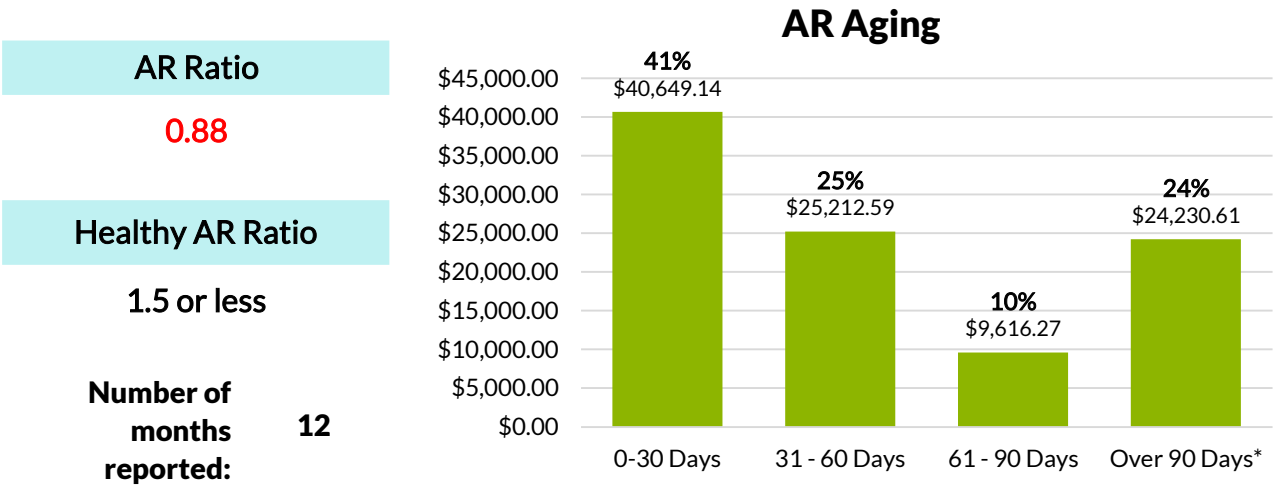
Zip Code: 75087

CODE	Office Fee	80th PERCENTILE	Fee Change	Recommendation	Recommended Fee
D0120	\$62	\$75	\$13	Increase to 60th	\$68
D0140	\$88	\$110	\$22	Increase to 60th	\$99
D0150	\$107	\$132	\$25	Increase to 60th	\$118
D0180	\$114	\$138	\$24	Increase to 60th	\$125
D0210	\$159	\$187	\$28	Increase to 60th	\$170
D0220	\$28	\$44	\$16	Increase to 60th	\$39
D0230	\$26	\$36	\$10	Increase to 60th	\$33
D0274	\$73	\$90	\$17	Increase to 60th	\$84
D0330	\$136	\$162	\$26	Increase to 60th	\$147
D0364	\$396	\$425	\$29	Increase to 80th	\$425
D1110	\$109	\$130	\$21	Increase to 60th	\$118
D1120	\$83	\$96	\$13	Increase to 60th	\$88
D1206	\$55	\$58	\$3	Increase to 80th	\$58
D1351	\$69	\$77	\$8	Increase to 80th	\$77
D2150	\$220	\$261	\$41	Increase to 80th	\$261
D2330	\$199	\$243	\$44	Increase to 80th	\$243
D2331	\$246	\$291	\$45	Increase to 80th	\$291
D2332	\$299	\$352	\$53	Increase to 80th	\$352
D2335	\$369	\$450	\$81	Increase to 80th	\$450
D2391	\$218	\$260	\$42	Increase to 80th	\$260
D2392	\$275	\$331	\$56	Increase to 80th	\$331
D2393	\$342	\$404	\$62	Increase to 80th	\$404
D2394	\$403	\$476	\$73	Increase to 80th	\$476
D2740	\$1,340	\$1,573	\$233	Increase to 80th	\$1,573
D2750	\$1,325	\$1,585	\$260	Increase to 80th	\$1,585
D2950	\$320	\$380	\$60	Increase to 80th	\$380
D3310	\$893	\$1,051	\$158	Increase to 80th	\$1,051
D3320	\$1,021	\$1,203	\$182	Increase to 80th	\$1,203
D4341	\$298	\$365	\$67	Increase to 60th	\$330
D4342	\$223	\$276	\$53	Increase to 60th	\$250
D4910	\$164	\$195	\$31	Increase to 60th	\$175
D6010	\$2,283	\$2,602	\$319	Increase to 80th	\$2,602
D6057	\$949	\$979	\$30	Increase to 80th	\$979
D6059	\$2,136	\$1,867	(\$269)	No Change	\$2,136
D6245	\$1,293	\$1,573	\$280	Increase to 80th	\$1,573
D6740	\$1,371	\$1,557	\$186	Increase to 80th	\$1,557
D7140	\$223	\$276	\$53	Increase to 80th	\$276
D7210	\$310	\$405	\$95	Increase to 80th	\$405
D8090	\$6,586	\$6,416	(\$170)	No Change	\$6,586
D9110	\$155	\$191	\$36	Increase to 80th	\$191



Collections

Accounts Receivable Aging is a key performance indicator that allows you to monitor the health of the systems that support collections. These systems require diligence from your administrative team as well as your clinical team.



Accounts Receivable:

\$99,708.61

Past Due (over 90 days*):

\$24,230.61

*Orthodontic treatment may reflect a higher than average over 90 day balance

Healthy benchmarks indicate your aging AR over 90 days should be 10% or less of the total AR. Note that this does not include orthodontic balances as they are often paid over the term of the treatment. The AR Ratio measures how effectively the practice manages credit and is calculated by dividing the total AR by the average monthly net production.

12-Month Collection %

Gross %	Net %
81%	88%

Gross Production as indicated on Procedure Code Report	Net Production	Collections
\$1,476,152.09	\$1,365,025.11	\$1,200,795.98

Are your collections lower than desired? Adjustments higher than desired?
Reach out to the Praticce Support Team for additional strategies to maximize your reimbursements.





fewer ONE MILLION THINGS

need to run through your head on a daily basis.



We invite you to set up a free call to go over the findings of this report, discuss your dental practice, and the story behind the numbers. Let's discuss a win-win-win – for you, your practice, and your potential associate. Our goal is to build an action plan with you!

YOUR SUCCESS IS OUR SUCCESS.
PLEASE REACH OUT TO US ANYTIME.

PracticeSupportTeam@BurkhartDental.com
1.800.665.5323