



OVERHEAD ANALYSIS

Historically, general dentistry practices maintain a steady overhead with a Profit Margin expectation of 38-44%. While understanding your Profit and Loss Statement is vital, comparing your spending categories against industry benchmarks is equally important for achieving *greater* profit and enhancing patient care. Through this overhead analysis, we've identified categories you will want to review in more detail to *enhance* your profit margin.



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



Thank You

for providing the Practice Support Team with the reports needed to complete your personalized Practice Analysis reports. 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's Supply Savings Guarantee clients and those spending an average of 40K annually on merchandise with Burkhart. It represents a commitment we have to contribute to the success of your practice.

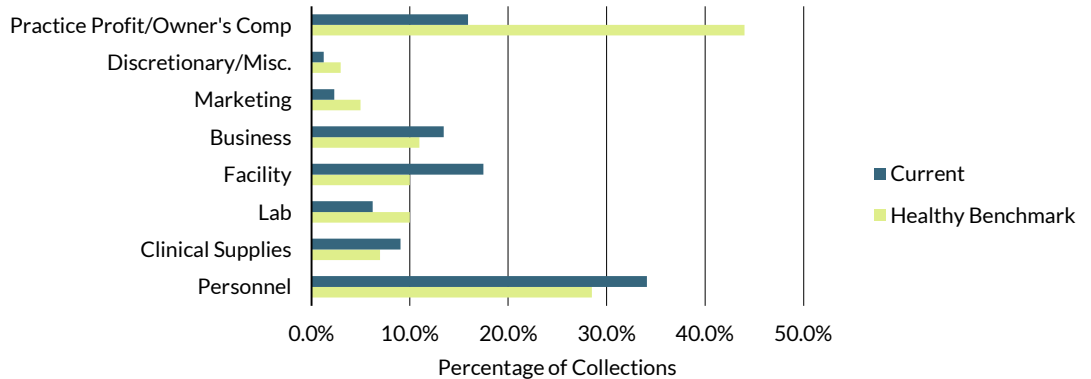


Dental Practice Overhead Analysis

Dr. Joan Sample

Report Date:
Data Date Range:

1/26/2025
2024



Category	Description	Targeted Range (based on collections)	Dr. Joan Sample
Personnel	Wages	22 - 25%	29.6%
	Payroll taxes	2 - 3%	3.4%
	Health insurance, misc. benefits	2 - 3%	1.1%
	Total (should not include retirement benefits, Doctor or Associate costs)	26 - 31%	34.1%
Clinical Supplies*	Dental supplies (should not include service or equipment)	6.5 - 7.5%	9.1%
Lab	Includes milling supplies	6 - 8%	6.2%
Facility	Rent, depreciation, and interest on equip, equip lease, personal property and real estate tax, amortization of practice, repairs/maintenance, utilities	9 - 10%	17.5%
		Rent 5 - 7%	10.4%
Business	Bank charges, legal fees, some CE, dues, liability insurance, office supplies, laundry, phone service, accounting, computers, postage, license/permits, etc.	9 - 11%	13.5%
Marketing	Includes website management, internal and external marketing	2 - 5%	2.3%
Discretionary/Misc.	Business portion of auto, charitable contributions, gifts, life and disability insurance, travel and entertainment, some dues, subscriptions, CE	1 - 3%	1.3%
Practice profit and owner's compensation	Owners compensation, associate compensation, owner retirement plan, profit	37 - 44%	15.9%

*Please note this number will not match your agreed upon SSG percentage as overhead is figured as a percentage of revenue, not production.

**For assistance with understanding and affecting your practice overhead,
call Burkhart's Practice Support Team today!**



Practice Support Team

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