

# *Dental Practice by Design* **Professional Practice Analysis**

- What is your annual production? \_\_\_\_\_ As a %, how much collected? \_\_\_\_\_
- What is your staff size and job description? \_\_\_\_\_
- What is your total overhead %, not including *your* salary and benefits? \_\_\_\_\_
- What is your staff (all members) overhead % including benefits, taxes, etc.? \_\_\_\_\_
- What is the average number of Crown & Bridge units you do monthly? \_\_\_\_\_
- What is your Crown Fee? \_\_\_\_\_ What is your lab fee per unit? \_\_\_\_\_
- What percentage of your crowns are single unit cases? \_\_\_\_\_
- Lab bill as a % of production? \_\_\_\_\_
- What is your current Accounts Receivable? \_\_\_\_\_
- How many new patients do you average per month? \_\_\_\_\_
- How many \$5k - \$10k - \$20k cases do you do monthly? \_\_\_\_\_
- What would interest you more:    Less Stress?    More Money?    More time off?
- On a scale of 1-10, how interested are you in achieving your goals with our support? \_\_\_\_\_

Please return to Sherran. FAX: 832-442-5519  
All information and figures are held in strict confidence.

Dr. \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Office Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email Address: \_\_\_\_\_

Best time to talk: \_\_\_\_\_ am/pm

**Comments:** \_\_\_\_\_

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*You are also signed up to receive our newsletter for FREE! You'll receive ways to get and stay motivated, practice development and management strategies, tips for managing your team, success stories from winning teams, special offers and more!*