Revenue Chart

REVENUE ____ # of FTE DVMs

	Well-Managed Practices	Your practice
All revenue	$605,700/Dr.	$ _____
Medical revenue	$535,100/Dr.	$ _____
Other revenue	$70,600/Dr.	$ _____

AVG. DOCTOR TRANS. (ADT)

	Well-Managed Practices	Your practice
ADT	$157	$_____
Exam	$46	$_____
Other	$52	$_____

TRANSACTIONS

	Well-Managed Practices	Your practice
All transactions	5,700/Dr.	_____
Medical transactions	3,300/Dr.	_____
Other transactions	2,400/Dr.	_____

FEES SERVICES

The overall fee structure and the service/product mix are the two main determinants of a hospital's ADT.

ACTIVE CLIENTS

Well-Managed Practices	Your practice
1,185/Dr.	_____

VISITATION

	Well-Managed Practices	Your practice
Medical	2.8/Yr.	_____
Other	2.0/Yr.	_____

A/R

Well-Managed Practices	Your practice
1.6%	_____ %

NEW CLIENTS

Well-Managed Practices	Your practice
20/Mth/Dr.	_____

RETENTION

Well-Managed Practices	Your practice
4.9 yrs.	_____

AWARENESS

How well known is your hospital in the community?

PNCC SCHEDULED

Well-Managed Practices	Your practice
70%	_____ %

AGE OF ACTIVE PATIENTS

	Well-Managed Practices	Your practice
< 3 Yrs	27%	_____ %
3–6 Yrs	26%	_____ %
6–9 Yrs	22%	_____ %
> 9 Yrs	25%	_____ %