



# THE DENTAL PRACTICE: Business Foundations - Quarterly Report

Quarter #: 9

Practice #: 8

Player #: 8

## \*\*\* INCOME AND EXPENSE STATEMENT \*\*\*

## INCOME:

Production	140,695	
+ Pmts from A/R	44,837	
- Pmts into A/R	66,127	
Collections		119,405

## EXPENSES:

## Variable Costs

Dental Supplies	5,911	
Dental Lab	9,345	
Office Supplies	2,814	18,070

## Fixed Costs

SPACE	Rent or Lease	6,000	
	Utilities	2,500	
	Depreciation	1,645	10,145
STAFF	Wages	32,928	
	Payroll Taxes / Ins.	4,281	
	Hiring / Training Costs	5,000	42,209
OFFICE	Bus Taxes / Insurance	1,300	
	Office Expenses	130	1,430
MKTG	Advertising	1,158	1,158
OTHER	Professional Services	350	
	Interest Expense	3,364	
	Bank Charges	0	
	Miscellaneous	200	3,914

Total Expenses 76,926

PROFIT (LOSS) THIS QTR: 42,479

## \*\*\* ECONOMIC &amp; PRACTICE INFORMATION \*\*\*

## Economic Indicators:

Business Index This Qtr:	106
Business Index Est Next Qtr:	108
Prime Interest Rate This Qtr:	8.0

## Practice Information:

Number of Operatories:	2
Capacity (Visits):	873
Capacity Utilized (%):	75.0
Total Office Visits:	659
Total Dr. Visits:	366
Total Hygienist Visits:	293
Diag / Prev Patients:	293
New Patients:	44
Recall Patients Seen:	249
Recall Patients Due:	249
Diag / Prev Seen by Dr:	0
Office Hours This Qtr:	520
Staff Turnover:	1.0
Loan Balance:	205,828
Total Loan Pmt (Qtr):	13,703
Uncollectibles:	4,160
Cummulative Profit to Date:	69,726

Staff	Number	Pay Rate
Receptionists:	0.5	24.88
Assistants	0.5	18.09
Hygienists	1.0	41.84

## \*\*\* CASH MANAGEMENT \*\*\*

Ending Cash Last Qtr	31,908
+ Overdrawn Checks Paid	0
+ Profit (Loss)	42,479
+ Depreciation Expense	1,645
+ Loan Addition (- Xtra Payment)	(10,000)
- Normal Loan Principal Payment	10,339
- Draw	21,240
Ending Cash This Qtr	34,453

## \*\*\* RECAP OF DECISIONS FOR QTR 9 \*\*\*

1. Hours:	2	5. Asst:	0.0	9. Fee:	4
2. Ops:	0	6. Hyg:	0.0	10. Loan:	(10,000)
3. Credit:	2	7. Pay:	3	11. Draw:	5,000
4. Rec:	0.0	8. Adv:	5	12. Case:	3

## \*\*\* MESSAGES TO PLAYERS \*\*\*

Susan left your practice. The program has automatically hired a replacement for her. Your staff pay decisions was changed to (3).

Many patients complained about your large increase in fees.

You had 1.0 staff member(s) leave. They have been automatically replaced for you. 1.0 of the total turnover was due to your Case decision.

Several patients voiced concern that you cut back their most favored hours.