



ASCEND AESTHETIC PARTNERS

CASH FLOW TRACKER FOR EXECUTIVE REVIEW



You're holding \$1.52M in AR against \$1.78M in charges. Only 1.31% is aged over 90 days—a strong position. But \$1.3M in patient AR and \$220K in insurance AR are opportunities to turn receivables into ready capital faster.



- ✓ Total Charges: \$1.78M
- ✓ Current AR: \$1.52M
- ✓ >90 Days Aged: \$19.96K (1.31%)
- ✓ Patient AR: \$1.3M (85.67%)
- ✓ Insurance AR: \$220K (14.33%)
- ✓ Greenvale Plastic Surgery: \$1.06M (69.43% of AR)

Why it matters: Patient-heavy AR means slower cash collection. Insurance delays risk aging. Greenvale shows what's possible when processes work at their best.

WHAT'S DRIVING YOUR RESULTS

Your numbers show a clear story: some areas are bringing in cash quickly, others are creating delays that cost you time and money.

THE PATTERNS WE SEE

- Majority of AR is patient responsibility → slower collection timelines
- Top 3 procedure codes exceed \$100K each → potential claims or payment bottlenecks
- Insurance AR concentrated with certain payers → targeted follow-up could quickly release cash flow
- Greenvale's performance could serve as a best-practice benchmark



WHAT WORKS

- Maintaining low >90-day aging rate
- Leveraging top-performing units' collection processes
- Proactive monitoring of aging buckets
- Segmenting AR by payer type for targeted action

The question isn't if your process will cost you—it's *how quietly they already are.*

WHERE YOU WIN (AND LOSE) CASH

01

Risks

- Aging patient AR slows your cash flow
- Insurance claims could age past 90 days
- Heavy reliance on one business unit

02

Opportunities

- Replicate Greenvale's processes across sites
- Launch patient payment plans
- Shorten insurance claim turnaround

03

Recommendations

✓ Immediate Next Steps

1. Clear \$220K in insurance AR within 14 days
2. Offer payment plans for high-dollar patient balances
3. Audit top procedure codes for denials or delays

HOW YOU'LL KNOW YOU'RE WINNING

Key KPIs For Future Analysis:

- % of insurance AR resolved in 30 days
- \$ value of patient AR on payment plans
- Denial rate for top procedure codes
- Faster collections mean more working capital, fewer delays, and stronger financial control—without adding more volume.

