



# Metrics You Should Know and Review Regularly

Metric	Frequency	Resource
Profitability	Annually	Tax return
\$ Revenue	Monthly	
% growth from same month prior year	Monthly	
Revenue by Category	Monthly	
Dentistry		
Laboratory		
Other		
Revenue by FTE Doctor	Monthly	
Practice Revenue by FTE Doctor		
Medical Revenue by FTE Doctor		
Individual Doctor Revenue		
Transactions by FTE Doctor	Monthly	
Practice Transactions by FTE Doctor		
Medical Transactions by FTE Doctors (visits)		
Individual Doctor Transactions		
Average Transaction Charge	Monthly	
Practice ATC		
Medical ATC		
Individual Doctor ATC		
Discounts and missed charges	Monthly	Medical Records
Revenue and Profits Per Square Foot	Revenue (Monthly) Profits (Annually)	PIMS
Compliance Metrics	Monthly	PIMS
Accounts Receivable	Monthly	PIMS
Total \$		
% of gross		
Aging		
Expenses	Monthly	FS, PIMS (need production for doctor analysis)
Doctor Labor Costs		
Cost of Goods sold (drugs, medical supplies, laboratory, food, etc)		
Rent and other facility costs		
All other		

FS: Financial Statement PIMS: Practice Information Management System

