

OVERHEAD IS A TERRIBLE # TO LOOK AT

HERE IS WHY TRUE PROFIT AFTER DEBT (TPAD) IS THE ONLY PROFIT INDICATOR THAT MATTERS

	A Monthly	A Yearly	B Monthly	B Practice	B Difference	
Gross Production \$	\$125,000	\$1,500,000	\$100,000	\$1,200,000	-\$300,000	
Writeoffs/Adjustments	\$33,333	\$400,000	\$8,333	\$100,000	-\$300,000	
Net Collections \$	\$91,667	\$1,100,000	\$91,667	\$1,100,000	\$0	
Overhead %	55%	55%	55%	55%	0%	
Gross Profit \$ (after OH)	\$41,250	\$495,000	\$41,250	\$495,000	\$0	
the profit deception zone	Note on the Practice	\$5,000	\$60,000	\$2,500	\$30,000	-\$30,000
	Note on the Building	\$6,000	\$72,000	\$0	\$0	-\$72,000
	Note on a CBCT	\$2,500	\$30,000	\$0	\$0	-\$30,000
	Note on Renovation	\$4,300	\$51,600	\$0	\$0	-\$51,600
	True Profit After Debt	\$23,450	\$281,400	\$38,750	\$465,000	\$183,600

Number of Team Members	13		8	-5
Writeoffs/Adjustments	26.67%	1 / 3.74 free	8.33%	1 / 12 free
Days Worked / Year	210		194	16 days less
Collections / Day	\$5,238		\$5,670	
Who is in Control of Your Future	someone else controls my fees forever		I control my fees forever	