

Disclaimer: This is document should not be considered a tool for financial or operational advice. This excel document should be used a template only, any calculations should be audited by an external source. You should seek appropriate counsel for your own situations.

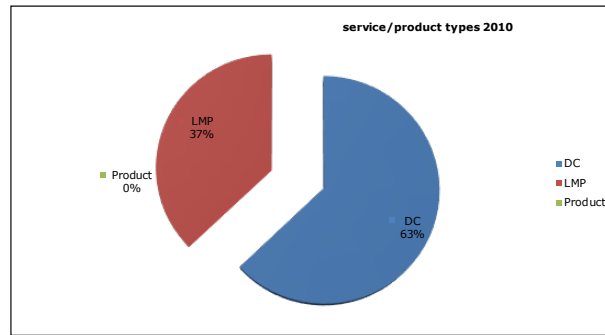
Clinic Production 2010: Sample

Production> chiropractic													
Mon	NP	np/q	tot pts	pts/q	Services	svs/q	Collect	coll/q	tot WO	wo/q	Δ AR/mo	Δ AR/run	coll%
Jan	13		260		\$ 31,730		\$ 28,449		\$ 8,821		\$ (5,540)	\$ (5,540)	90%
Feb	6	35	275	835	\$ 32,003	\$94,745	\$ 22,748	\$80,595	\$ 11,239	\$32,076	\$ (1,984)	\$ (7,524)	71%
Mar	16		300		\$ 31,012		\$ 29,398		\$ 12,016		\$ (10,402)	\$ (17,926)	95%
Apr	24		327		\$ 33,901		\$ 27,111		\$ 6,127		\$ 663	\$ (17,263)	80%
May	10	47	263	882	\$ 26,381	\$90,538	\$ 21,536	\$81,961	\$ 3,979	\$16,954	\$ 866	\$ (16,397)	82%
Jun	13		292		\$ 30,256		\$ 33,314		\$ 6,848		\$ (9,906)	\$ (26,303)	110%
Jul	25		291		\$ 32,250		\$ 19,803		\$ 5,919		\$ 6,528	\$ (19,775)	61%
Aug	12	52	319	936	\$ 30,685	\$96,210	\$ 28,762	\$69,764	\$ 8,343	\$26,394	\$ (6,420)	\$ (26,195)	94%
Sep	15		326		\$ 33,275		\$ 21,199		\$ 12,132		\$ (56)	\$ (26,251)	64%
Oct	19		329		\$ 32,249		\$ 27,398		\$ 8,362		\$ (3,511)	\$ (29,762)	85%
Nov	17	59	317	987	\$ 35,049	\$106,192	\$ 18,123	\$71,748	\$ 7,563	\$24,849	\$ 9,363	\$ (20,399)	52%
Dec	23		341		\$ 38,894		\$ 26,227		\$ 8,924		\$ 3,743	\$ (16,656)	67%
avg	16	48	303	910	\$ 32,307	\$ 96,921	\$ 25,339	\$ 76,017	\$ 8,356	\$ 25,068			79%
total	193		3640		\$ 387,685		\$ 304,068		\$ 100,273		\$ (16,656)		

Production> massage													
Mon	NP	max hrs	staff hrs	actual hrs	tx hrs	services	Collect	tot WO	coll%	gross pay	pay/hr	margin	margin/hr
Jan		266		118	118.00	\$ 14,846	\$ 7,475		50%	\$ 3,410	\$ 29	\$ 674	\$ 6
Feb		280		141	141.00	\$ 20,026	\$ 13,053		65%	\$ 5,313	\$ 38	\$ 1,819	\$ 13
Mar		280		168	129.75	\$ 18,738	\$ 13,665		73%	\$ 4,387	\$ 34	\$ 3,079	\$ 24
Apr		308		150	122.00	\$ 18,214	\$ 9,454		52%	\$ 4,816	\$ 39	\$ 350	\$ 3
May		280		140	100.00	\$ 14,315	\$ 8,250		58%	\$ 3,950	\$ 40	\$ 558	\$ 6
Jun		308			142.00	\$ 15,814	\$ 16,372		104%	\$ 4,351	\$ 31	\$ 4,594	\$ 32
Jul					120.00	\$ 15,591	\$ 12,278		79%	\$ 2,896	\$ 24	\$ 3,813	\$ 32
Aug				158.00	134.00	\$ 19,438	\$ 11,938		61%	\$ 5,611	\$ 42	\$ 912	\$ 7
Sep				220	146.00	\$ 21,204	\$ 14,177		67%	\$ 5,350	\$ 37	\$ 2,396	\$ 16
Oct				210	157.00	\$ 23,004	\$ 16,383		71%	\$ 5,526	\$ 35	\$ 3,425	\$ 22
Nov				220	205.00	\$ 23,412	\$ 13,634		58%	\$ 6,348	\$ 31	\$ 1,101	\$ 5
Dec				224	201.00	\$ 23,806	\$ 13,532		57%	\$ 6,609	\$ 33	\$ 785	\$ 4
avg	#DIV/0!	287	#DIV/0!	175	142.98	\$ 19,034	\$ 12,518	#DIV/0!	66%	\$ 4,881		\$ 1,959	\$ 14
total	0	1722	0	1749	1715.75	\$ 228,408	\$ 150,211	\$ -		\$ 58,567	\$ 34	\$ 23,506	16%
			util %ge		50%		88	78,197.00		39%			

Production> total													
Mon	NP	np/q	tot pts	pts/q	Services	svs/q	Collect	coll/q	tot WO	wo/q	Δ AR/mo	Δ AR/run	coll%
Jan	13		260		\$ 46,576		\$ 35,924		\$ 8,821		\$ 1,831	\$ 1,831	77%
Feb	6	35	275	835	\$ 52,029	\$148,355	\$ 35,801	\$114,788	\$ 11,239	\$32,076	\$ 4,989	\$ 6,820	69%
Mar	16		300		\$ 49,750		\$ 43,063		\$ 12,016		\$ (5,329)	\$ 1,491	87%
Apr	24		327		\$ 52,115		\$ 36,565		\$ 6,127		\$ 9,423	\$ 10,914	70%
May	10	47	263	882	\$ 40,696	\$138,881	\$ 29,786	\$116,037	\$ 3,979	\$16,954	\$ 6,931	\$ 17,845	73%
Jun	13		292		\$ 46,070		\$ 49,686		\$ 6,848		\$ (10,464)	\$ 7,381	108%
Jul	25		291		\$ 47,841		\$ 32,081		\$ 5,919		\$ 9,841	\$ 17,222	67%
Aug	12	52	319	936	\$ 50,123	\$152,443	\$ 40,700	\$108,157	\$ 8,343	\$26,394	\$ 1,080	\$ 18,302	81%
Sep	15		326		\$ 54,479		\$ 35,376		\$ 12,132		\$ 6,971	\$ 25,273	65%
Oct	19		329		\$ 55,253		\$ 43,781		\$ 8,362		\$ 3,110	\$ 28,383	79%
Nov	17	59	317	987	\$ 58,461	\$176,414	\$ 31,757	\$115,297	\$ 7,563	\$24,849	\$ 19,141	\$ 47,524	54%
Dec	23		341		\$ 62,700		\$ 39,759		\$ 8,924		\$ 14,017	\$ 61,541	63%
avg	16	48	303	910	\$ 51,341	\$ 154,023	\$ 37,857	\$ 113,570	\$ 8,356	\$ 25,068			74%
total	193	193	3640	3640	\$ 616,093	\$ 616,093	\$ 454,279	\$ 454,279	\$ 100,273	\$ 100,273	\$ 61,541		

Mon	Serv tot	DC	LMP	Product
Jan	\$ 46,576	\$ 31,730	\$ 14,846	
Feb	\$ 52,029	\$ 32,003	\$ 20,026	
Mar	\$ 49,750	\$ 31,012	\$ 18,738	
Apr	\$ 52,115	\$ 33,901	\$ 18,214	
May	\$ 40,696	\$ 26,381	\$ 14,315	
Jun	\$ 46,070	\$ 30,256	\$ 15,814	
Jul	\$ 47,841	\$ 32,250	\$ 15,591	
Aug	\$ 50,123	\$ 30,685	\$ 19,438	
Sep	\$ 54,479	\$ 33,275	\$ 21,204	
Oct	\$ 55,253	\$ 32,249	\$ 23,004	
Nov	\$ 58,461	\$ 35,049	\$ 23,412	
Dec	\$ 62,700	\$ 38,894	\$ 23,806	
avg	\$ 51,341	\$ 32,307	\$ 19,034	#DIV/0!
total	\$ 616,093	\$ 387,685	\$ 228,408	\$ -



Individual Production 2010

Monthly Production/Dr. Senior

Mon	NP	tot pts	Services	Collect	tot WO
Jan	13	260	\$ 31,730	\$ 28,449	\$ 8,821
Feb	6	275	\$ 32,003	\$ 22,748	\$ 11,239
Mar	16	300	\$ 31,012	\$ 29,398	\$ 12,016
Apr	24	327	\$ 33,901	\$ 27,111	\$ 6,127
May	10	263	\$ 26,381	\$ 21,536	\$ 3,979
Jun	13	292	\$ 30,256	\$ 33,314	\$ 6,848
Jul	25	291	\$ 32,250	\$ 19,803	\$ 5,919
Aug	12	319	\$ 30,685	\$ 28,762	\$ 8,343
Sep	14	326	\$ 33,275	\$ 21,199	\$ 12,132
Oct	19	329	\$ 32,249	\$ 27,398	\$ 8,362
Nov	17	317	\$ 35,049	\$ 18,123	\$ 7,563
Dec	23	341	\$ 38,894	\$ 26,227	\$ 8,924
10 tot.	192	3640	\$ 387,685	\$ 304,068	\$ 100,273
10 avg	16	303	\$ 32,307	\$ 25,339	\$ 8,356

Quarterly Production/Dr. Senior

Qtr/Yr	NP	tot pts	Services	Collect	tot WO
Q1 10	35	835	\$ 94,745	\$ 80,595	\$ 32,076
Q2 10	47	882	\$ 90,538	\$ 81,961	\$ 16,954
Q3 10	51	936	\$ 96,210	\$ 69,764	\$ 26,394
Q4 10	59	987	\$ 106,192	\$ 71,748	\$ 24,849
10 tot	192	3640	\$ 387,685	\$ 304,068	\$ 100,273
10 avg	16	303	\$ 32,307	\$ 25,339	\$ 8,356

Compliance/enrollment/Dr. Senior

Month	sched	actual	WI/CI max	actual	plus/-	NS/CA max	actual	plus/-	compl.
Jan	243	260	24	28	4	24	14	-10	107%
Feb	275	275	28	32	5	28	17	-11	100%
Mar	286	300	29	30	1	29	18	-11	105%
Apr	298	327	30	32	2	30	13	-17	110%
May	249	264	25	31	6	25	11	-14	106%
Jun	270	292	27	42	15	27	16	-11	108%
Jul	281	291	28	28	0	28	23	-5	104%
Aug	285	319	29	56	28	29	18	-11	112%
Sep	302	319	30	48	18	30	17	-13	108%
Oct	306	329	31	40	9	31	20	-11	108%
Nov	327	317	33	28	-5	33	28	-5	97%
Dec	345	341	35	28	-7	35	26	-9	99%
total	3467	3634	347	423	76	347	221	-126	
avg	289	303	29	35	6	29	18	-10	105%

Profitability.1/chiro only

	svc/NP	coll/NP	serv/ov	coll/ov	coll %	tx/case
Q1 10	\$ 2,707	\$ 2,303	\$ 113	\$ 97	85%	24
Q2 10	\$ 1,926	\$ 1,744	\$ 103	\$ 93	91%	19
Q3 10	\$ 1,850	\$ 1,342	\$ 103	\$ 75	73%	18
Q4 10	\$ 1,800	\$ 1,216	\$ 108	\$ 73	68%	17
10 avg	\$ 2,071	\$ 1,651	\$ 107	\$ 84	79%	19

Historical/all services

year	NP	tot pts	Services	Collect	tot WO	coll%
2008	156	2640	\$298,992	\$232,308	\$38,160	78%
2009	178	3195	\$470,894	\$371,835	\$54,550	79%
2010	193	3640	\$616,093	\$454,279	\$100,273	74%
08 avg	13	220	\$24,916	\$19,359	\$3,180	78%
09 avg	15	266	\$39,241	\$30,986	\$4,546	79%
10 avg	16	303	\$51,341	\$37,857	\$8,356	74%

Profitability.2/chiro only

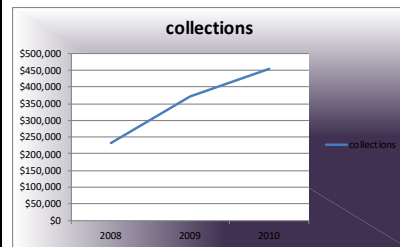
	OH/NP	OH/ov	profit/NP	profit/ov	Q profit	OH%
Q1 10	\$ 1,029	\$ 43	\$ 1,274	\$ 53	\$ 44,595	45%
Q2 10	\$ 766	\$ 41	\$ 978	\$ 52	\$ 45,961	44%
Q3 10	\$ 692	\$ 38	\$ 692	\$ 36	\$ 33,764	52%
Q4 10	\$ 610	\$ 36	\$ 610	\$ 36	\$ 35,748	50%
10 avg	\$ 774	\$ 40	\$ 889	\$ 44	\$ 40,017	48%

Fixed Overhead Projections

Month	\$ 12,000	verification date
Qtr	\$ 36,000	Q3 2010
Year	\$ 144,000	

Financial Tracking 2010

Month	total coll	fixed OH	variable OH	OH %	net	estim.tax	home OH	net-net
Jan	\$ 35,924	\$ 12,000	\$ 3,410	43%	\$ 20,514	\$ 5,129	\$ 6,500	\$ 8,886
Feb	\$ 35,801	\$ 12,000	\$ 5,313	48%	\$ 18,488	\$ 4,622	\$ 6,500	\$ 7,366
Mar	\$ 43,063	\$ 12,000	\$ 4,387	38%	\$ 26,676	\$ 6,669	\$ 6,500	\$ 13,507
Apr	\$ 36,565	\$ 12,000	\$ 4,816	46%	\$ 19,749	\$ 4,937	\$ 6,500	\$ 8,312
May	\$ 29,786	\$ 12,000	\$ 3,950	54%	\$ 13,836	\$ 3,459	\$ 6,500	\$ 3,877
Jun	\$ 49,686	\$ 12,000	\$ 4,351	33%	\$ 33,335	\$ 8,334	\$ 6,500	\$ 18,501
Jul	\$ 32,081	\$ 12,000	\$ 2,896	46%	\$ 17,185	\$ 4,296	\$ 6,500	\$ 6,389
Aug	\$ 40,700	\$ 12,000	\$ 5,611	43%	\$ 23,089	\$ 5,772	\$ 6,500	\$ 10,817
Sep	\$ 35,376	\$ 12,000	\$ 5,350	49%	\$ 18,026	\$ 4,507	\$ 6,500	\$ 7,020
Oct	\$ 43,781	\$ 12,000	\$ 5,526	40%	\$ 26,255	\$ 6,564	\$ 6,500	\$ 13,191
Nov	\$ 31,757	\$ 12,000	\$ 6,348	58%	\$ 13,409	\$ 3,352	\$ 6,500	\$ 3,557
Dec	\$ 39,759	\$ 12,000	\$ 6,300	46%	\$ 21,459	\$ 5,365	\$ 6,500	\$ 9,594
total	\$ 454,279	\$ 144,000	\$ 58,258		\$ 252,021	\$ 63,005	\$ 78,000	\$ 111,016
avg	\$ 37,857	\$ 12,000	\$ 4,855	45%	\$ 21,002	\$ 5,250	\$ 6,500	\$ 9,251 #DIV/0!

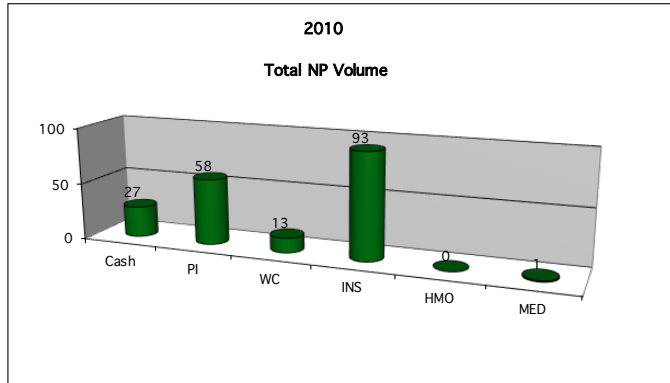


1.25
315,026.25

NP Report 2010: Senior

Total Volume>Payer Types

Month	Total	Cash	PI	WC	INS	HMO	MED
Jan	13	1	6	1	5		
Feb	6		1	1	4		
Mar	16	3	4	2	7		
Apr	24	4	7	1	12		
May	11		3	2	6		
Jun	13	3	4		6		
Jul	24	4	6	3	11		
Aug	13	2	4		7		
Sep	15	1	2	1	11		
Oct	17	2	9		6		
Nov	17	2	6	1	7		1
Dec	23	5	6	1	11		
Totals	192	27	58	13	93	0	1
%age		14%	30%	7%	48%	0%	1%



Referral Sources

Month	DC/Self	DC	MCO	HMO	Staff	Past	Curr.	MD	Para	Atty	Adv	YP	mkt	website	srch eng.	loc	other
Jan	1			1		2	3		2							3	1
Feb					1		3				2						
Mar		1	1				6	1	1	2					2		
Apr	1			2	2	1	9	2	3				1				
May			1				5	2						1	1		
Jun				2	2	1	3	1	1		2				1		
Jul		2		2		2	7	1		1	3			5	1		
Aug				2			3		1							5	
Sep				3	4		4		2		2						
Oct		1		2	2	2	8			1							
Nov				1	1	3	5	3		1							
Dec				7	3	4	2	1		3							
Totals	2	4	2	22	15	19	58	11	10	8	9	0	1	6	5	8	1
%age	1%	2%	1%	11%	8%	10%	30%	6%	5%	4%	5%	0%	1%	3%	3%	4%	1%

