

Projecting Practice Growth Rate & Income for the Established Practice

- A. Production “fees” or business done for the past 12 months A. _____
- B. Production for the 12 months preceding that period B. _____
- C. Percentage of growth for the period ($A \div B$) C. _____
- D. Production for past 6 months D. _____
- E. Monthly average for the period ($D \div 6$) E. _____
- F. Production for 12 months preceding that period F. _____
- G. Monthly average for the period G. _____
- H. Production growth from G to E ($E \div G$) H. _____
- I. Average production last 6 months (E) I. _____
- J. Production for same 6 months last year J. _____
- K. Monthly average for that period K. _____
- L. Percentage of growth from K to I ($I \div K$) L. _____
- M. Total of C, K, L M. _____
- N. Divide by 3, place answer on line O N. _____
- O. Your current rate of growth O. _____
- P. Your production for the past 12 months P. _____
- Q. Multiply line P by O and place answer on R Q. _____
- R. Your estimated production for next 12 months R. _____
- S. Add or subtract the approximate dollar loss and any predictable reduction in production in the next 12 months because of extra time off or other factors. S. _____
- T. Corrected projection of production T. _____
- U. Multiply line T by projected gross collection ratio U. _____
- V. Projected gross practice income for the 12 month period starting this date V. _____

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