

A PRACTICE OWNER PRESS WORKSHEET

A3 Slot-Value Sheet

Purpose: turn the count into collected value, with every input's source written beside it. Larkspur's figures are the composite example from Chapter 3; fill in the practice's own beside them.

PRACTICE Larkspur Aesthetics

DATE _____

What a booked visit collects.

SERVICE LINE	SHARE OF BOOKINGS Larkspur, composite	COLLECTED PER VISIT Larkspur, composite	SHARE OF BOOKINGS this practice	COLLECTED PER VISIT this practice	WHERE IT CAME FROM
Injectables	40%	\$480	40%	\$480	Booking report; collections report
Laser and skin	35%	\$310	35%	\$310	Same
Facials and peels	25%	\$165	25%	\$165	Same

Collected per booked visit, weighted across the mix (Appendix C): Larkspur \$341.75; this practice _____. Use collections ÷ visits delivered, never list prices.

One month.

LINE	LARKSPUR composite	THIS PRACTICE	WHERE IT CAME FROM
Treatment visits booked a month	420	420	Booking report
No-show rate	8%	8%	Mark it "assumption" until counted
Late-cancel rate, inside the 24-hour window	6%	6%	Mark it "assumption" until counted
Late-cancel slots refilled today	20%	20%	Mark it "assumption" until counted
No-shows a month	33.6	33.6	Calculator
Late cancels a month	25.2	25.2	Calculator
Late cancels refilled a month	5.04	5.04	Calculator
Empty slots a month	53.76	53.76	Calculator
Collected per booked visit	\$341.75	\$341.75	Table above
Collected value of the empty slots, a month	\$18,372.48	\$18,372.48	Calculator

The year, at today's rates (the month × 12): Larkspur \$220,469.76; this practice _____.

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Continued.

DATE _____

Where the empty slots cost most.

SERVICE LINE	VALUE OF ITS EMPTY SLOTS A MONTH Larkspur, composite	THIS PRACTICE	WHERE IT CAME FROM
Injectables	\$10,321.92	\$10,321.92	Empty slots × its share × collected per visit
Laser and skin	\$5,832.96	\$5,832.96	Same
Facials and peels	\$2,217.60	\$2,217.60	Same
All three	\$18,372.48	\$18,372.48	Adds back to the month above

Left out of every line: the client who never rebooks, later years, fees and forfeited deposits, idle provider time.

No client names on this sheet.