

A PRACTICE OWNER PRESS WORKSHEET

A3 Recall Value Sheet

PRACTICE Kestrel Park Family Dental

Mark each line A (assumption), C (counted) or F (formula).

DATE _____

YEAR ONE Every line of the estimate

LINE	THIS PRACTICE	WHERE IT CAME FROM	A / C / F
Recall visits a month	250	Checkout report	C
Booked before leaving, now	64%	Chapter 1 count	C
Booked before leaving, target	80%	Set by Marisol and Dr. Okafor (Chapter 5)	A / C / F
Bookings that lapse	6.25%	Assumption	A
Stage baselines 1 / 2 / 3	50% / 20% / 12.5%	Assumption, until a trace or a record replaces it	A
Reach by stage 1 / 2 / 3	90% / 80% / 70%	Composite estimate from contact records	C
Follow-up response by stage 1 / 2 / 3	40% / 25% / 10%	Assumption	A
Crossings a month, now	35	Chapter 2 flow; matches Marisol's flow record	C
Crossings a month, with the routine	10.42	Calculator	F
Kept off the list a month	24.58	Formula	F
Checkout part / follow-up part	13.13 / 11.46	Formula, each patient counted once	F
Start lag for follow-up months	2	Assumption	A
Collected per recall visit	\$180	Collections, as in <i>The Inactive Patient List</i>	C
Kept visits, year one	193.34	Formula	F
Gross, year one	\$34,801.20	Formula	F
Checkout cost, year one	\$720	Extra bookings × minutes × loaded hour	F
Follow-up cost, year one	\$3,511.08	Calculator	F
Net, year one	\$30,570.12	Formula	F
Left out	The next visit, treatment found, family, later years, timing	Named, not counted	A / C / F

Counts and totals only: no patient names on this sheet.