

A PRACTICE OWNER PRESS WORKSHEET

A3 Plan Value SheetPRACTICE Kestrel Park Family Dental

DATE _____

In the last column, write A for an assumption, C for a count or F for a formula.

A3, FILLED Kestrel Park's Proposed Plan _____ composite

LINE	REGULAR	OCCASIONAL	SLIPPING	WHERE IT CAME FROM	A / C / F
Patients in the pool	180	270	150	A1	C
Paid in the baseline year, per patient	\$730	\$455	\$202	A2	F slipping visits A
Share who join	35%	25%	15%	Assumption	A
Member visits	2	1.7	1.4	Assumption	A
Members	63	67.5	22.5	Patients × share	F
Member fee	\$399	\$399	\$399	Plan design	C practice choice
Other treatment × 1 - member discount	\$255	\$170	\$85	A2, plan design	F
Processing + front-desk time per member	\$19.47	\$19.47	\$19.47	Processing rate × fee + minutes ÷ 60 × hourly cost	F processing rate A
Change per member	-\$95.47	\$94.53	\$262.53	Fee + discounted treatment – baseline – costs	F
Year-one change	-\$6,014.61	\$6,380.78	\$5,906.93	Members × change	F

PART 2 The plan floor

TOTALS	PLAN	WHERE IT CAME FROM
Change before setup	\$6,273.09	Sum of the segments
Setup hours × hourly cost + outside review	\$2,100	Chapter 8; the review is a quote or a placeholder
Plan floor, year one	\$4,173.09	Change – setup
Per member	\$27.28	Floor ÷ members
Already-regular share	41.18%	Regular members ÷ all members
Left out	Renewals, new patients drawn by the plan, treatment found at extra visits, family members, patients kept from the inactive line	Named, not counted

Change before setup \$6,273.09; setup \$2,100 (review placeholder A); **plan floor \$4,173.09**, \$27.28 per member; already-regular share 41.18%.

This is what they already pay us.

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