

A6 Break-Even Mix Sheet

How many occasional and slipping members it takes to carry each regular, and whether the expected mix does.

PRACTICE _____

DATE _____

MIX The members who were already coming

LINE	PLAN	WHERE IT CAME FROM
Loss per regular member		A3
Gain per occasional member		A3
Gain per slipping member		A3
Occasional members needed per regular		Loss ÷ gain
Slipping members needed per regular		Loss ÷ gain
Expected regular members		A3 assumption
Expected occasional and slipping members		A3 assumptions
Expected already-regular share		Regular ÷ all
Does the mix clear break-even?		Segment totals

If a gain line is zero or negative, no number of members in that segment pays for a regular. Change the fee, the discount or where the plan is offered, and fill the sheet again.

This is what they already pay us.

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