

Orthodontic Practice Productivity Q2-2019 (April 1-June 30, 2019)	Single Doctor n= 288	% Change Q2-2018	vs	Multiple Doctor n = 194	% Change vs Q2-2018
Production	\$647,150	4.1%		\$1,074,225	2.8%
Collections	\$607,672	5.7%		\$1,020,800	4.9%
% Production to Collections	106.5%	-1.7%		105.2%	-2.2%
Production per Doctor				\$407,540	2.9%
Accounts Receivable	\$1,627,512	9.8%		\$2,696,115	7.8%
Accounts Receivable as % of Production	251.5%	-13.0%		251.0%	-11.7%
Average Contract Fee		1.0%			1.2%
Average Initial Payment		-1.3%			-1.8%
New Patient Calls	234	3.5%		346	0.0%
Total Patient Exams	188	4.4%		284	2.2%
Adult Exams	58	5.5%		86	4.9%
Child Exams	130	4.0%		198	1.0%
Total Patient Starts	131	3.1%		207	4.0%
Aligners	26	18.2%		42	7.7%
All Other Starts	105	0.0%		165	3.1%
Conversion Rate	64.1%	-0.9%		66.7%	1.4%