

ADVANCED

February 2021

Exclusively to Clients and Friends
of Advanced Practice Management**BULLETIN**

Bill Rossi

**PRACTICE STATS FOR 2020 –
QUARTER BY QUARTER**

In unusual years like 2020, it is helpful to get a perspective on how you did compared to others. The statistics listed below are based on our “Dental Dow,” which is a sample of mature upper Midwest practices.

First Quarter of 2020:

In the first quarter, production was down about 9% and collections were about even with the first quarter of 2019.

First Half of 2020:

At the end of June, practice production was down 30% and collections were down 20%.

**Third Quarter 2020 compared to Third
Quarter 2019:**

Most practices rebounded pretty strongly in the third quarter. About 20% of our sample practices had all-time record months in June or July. In the third quarter of 2020, production was up 10% and collections were up 5% compared to the third quarter of 2019.

Year to date though, through the third quarter, production and collections were down 17%.

Rebound – The Last Half of 2020:

The last half of 2020 showed practice production up about 4% and collections up 2% compared to 2019’s averages. So, in the second half of the year, most practices had attained or exceeded somewhat the same level they were at in 2019.

2020 Wrapped Up:

Overall, production and collections were down about 12% for the year. However, patient flow was down more than that – 18%. New patients were down 20%. Production per patient went up, but most practices had a couple months’ worth of “missed” Continuing Care and new patients. Most practices experienced quite a backlog in the third quarter, but lighter and spotty schedules in the fourth quarter. Still, considering that most practices were closed for about two months, dental offices showed a strong recovery and have pretty good reason to hope for a decent, though probably not spectacular, 2021.

Another recent survey we did showed that dentists were reasonably optimistic about the coming year. 73% of dentists were positive or very positive about the possibilities for 2021.

**OUR TEAM IS YOUR TEAM!**

Advanced Practice

MANAGEMENT and TRANSITIONS

We Believe In You!

We believe that Independent Private Practice is the best way to deliver dentistry. It is best for the patients, the doctors and the staff. Private practices can be more selective with their continuing education and technology. They can also be more adaptable and efficient. **Most importantly, the people who make decisions about patients’ dental care are the ones in direct contact with them.** We also believe that professional management support helps **good practices be better** and thrive in a competitive environment.

