

# Inspecting Your Indicators



What do you do when you look at your Profit and Loss Statement and find that there's not much left after expenses?

*Don't give up. Learn how to analyze your financial statements* by comparing your expenses to industry norms. Compile data that will enable you to **gain control of your practice**. Learn how to engage the team in looking at the revenue by department, cash flow indicators, marketing results and case acceptance.

Participants will learn the skills necessary to **implement a monthly action plan** to get back on top of the game.

## Course Objectives:

- Know the difference between abdication and delegation
- Learn to compare your expenses to industry norms
- Set realistic goals for your practice
- Engage your team in evaluating your numbers
- Implement an easy to monitor bonus system
- Determine your navigational north/core values



*"Laura has a deep understanding of the numbers that matter in a dental practice and she presents this material in an easy to understand format."*

~ Thomas Giacobbi, DDS, FAGD;  
Editorial Director,  
**Dentaltown Magazine**

## *Know Your Numbers*



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