

HEALTHY OVERHEAD RANGES FOR DENTAL PRACTICES



@ MOORE
PRACTICE
SUCCESS

RESTORE YOUR PRACTICE, REVIVE YOUR PASSION

MINOR EXPENSES (6-10%)

Includes accounting, office supplies, consulting, phone

DENTAL SUPPLIES (5-8%)

Includes restorative, hygiene, implant supplies

FACILITY (4-8%)

Includes rent/FMV mortgage, custodial, insurance

MARKETING (1-3%)

Includes advertising, website, branding, promotion

LAB (8-12%)

Includes outside lab, materials, for in-house C&B/ortho

DOCTOR DIRECT (2-4%)

Includes Dr. CE, CE travel, liability insurance, prof. dues

PERSONNEL (22-33%)

Includes gross wages, fringe benefits, payroll taxes

DOCTOR COMPENSATION (>25%)

Includes salary/draw, taxes, fringe, i.e.: car, medical

TBD BY INDIVIDUAL PRACTICE:

ASSOCIATE DOCTOR: Includes gross salary, benefits, payroll taxes
LOANS/LEASES: Includes P+I on equipment/practice loans, purchases

