



Managing Your Practice with KPIs

This discussion will review the financial pulse points a manager can monitor to gauge whether the practice is performing at the expected level. These pulse points can be found in a Profit and Loss statement as well as areas within the practice management system. Practice Managers have different levels of access based on the owner's philosophy on open book management. We will be sure to have something for all participants to identify with. Some areas we will discuss will be: compliance with DVM recommendations for medical services such as dental and preventive wellness in addition to the traditional heartworm and intestinal parasite testing and preventive dispensing. Besides these traditional areas we will also explore methods on how to bring in Associate production reports and future areas for growth into the analysis.