



Have you checked your Vital Signs?



Is it time to check your practice Vital Signs?

Physician practices, like all other businesses, have key measurements and statistics that should be monitored on a regular basis. Monitoring and investigating variances in key statistics can help you avoid financial pitfalls, evaluate opportunities, and grow your practice.

Can you answer the following?

What is your charge to collection ratio by payer? How has this changed?

What is your cost per patient visit? Is it increasing, decreasing, staying the same? Why is it changing?

Are you collecting everything you should? How do you know?

What is your payer mix?

How has your payer mix changed over the last 6 months, year, two years?

What are your AR days?

How do you compare to other providers in your market?

Payer mix, cost per patient visit, net income per patient visit, staff productivity, and AR days outstanding are just some of the stats every practice should monitor each month. In conjunction with the monthly review of your financial statements, these and other statistics specific to your specialty provide you with the tools you need to monitor your business and to make sound business decisions.

To assure you are collecting what you should, and that you are not overpaying for goods and services, an independent party should complete services, accounts receivable and accounts payable audits. Annual audits are recommended.

SSA's "Vital Signs" review and audit programs will provide you with everything you need to report and monitor the financial health of your practice.