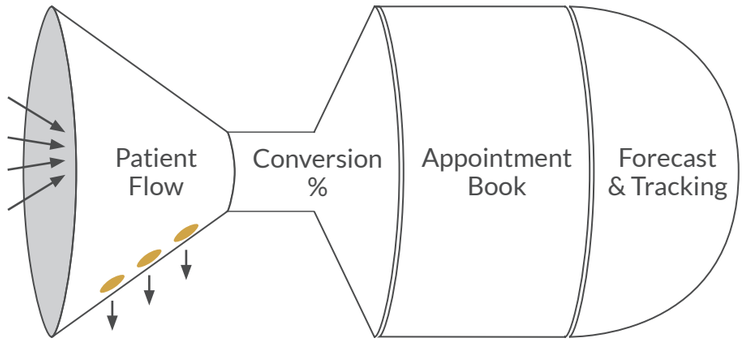
The **Plan**

SAVVY DENTIST

GENERATE REVENUE

Use the Money Machine (R) to systemise revenue generation and measure progress against the financial forecast

Critical Drivers - Dashboard



MAXIMISE CASHFLOW

Optimise the 8 Cashflow Levers.

REVENUE
- No. Patients ↑
- Frequency of transaction ↑
- Average dollar spend ↑

EXPENSES
- COGS ↓
- Operating Expense ↓

BALANCE SHEET
- Acct. Receivable ↓
- Acct. Payable ↑
- Inventory Days ↓

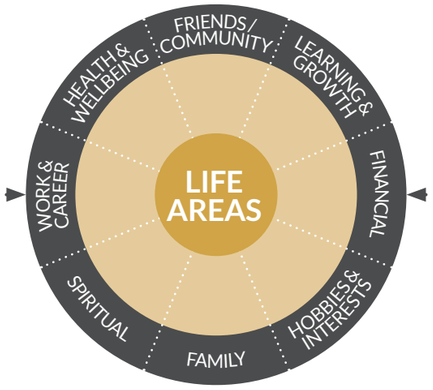
OPERATING CASHFLOW (EBOC)

1. Capacity Management
2. Leadership
3. Management
4. Team Development
5. Systems
6. Reporting

Practice Owner
Time System

TIME

Masterplan



Real Estate
Stocks
Commodities
Cash and equivalents
Currencies
Business

Wealth Mindset
Prosperity Plan

Trading
Tax / Team Liabilities
Rainy Day
Profit
Capital Expenditure
Charity

CREATE LEVERAGE

Optimise the 6 elements of leverage.

LIFE BY DESIGN

Create meaning and fulfillment by focussing on the areas of life that matter most to you.

BUILD WEALTH

Build wealth outside the practice by investing in other assets.

MANAGE MONEY

Set up different bank accounts and quarantine money for specific purposes.

Money · Time · Meaning

Adapted from work by Bruce Campbell

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