

DOCTOR
OWNED

BLACK LAB



OPTICAL

DOCTOR
DRIVEN

Initial Analysis Existing Optical Dispensary

- _____ Gross charges in optical
- _____ Adjustments for Optical-Write-offs
- _____ COLLECTED REVENUE Eyeglasses
- _____ Total Refractions / RX's written
- _____ Total number of complete RX orders sold
- _____ Total number of lenses ONLY sold
- _____ Total number of Frames on hand
- _____ Total Personal costs (salaries, matching FICA, health benefit costs, incentive bonuses etc.)
- _____ Total number of opticians & other optical personal
- _____ Medicaid % for Optical
- _____ Medicare % For Optical
- _____ Managed care % for optical
- _____ Private pay % for optical
- _____ COGS Frames
- _____ COGS Lab/Lenses
- _____ Occupancy costs (rent, utilities etc.)
- _____ Any other costs charged to optical (marketing, management fees etc.)

Please complete and forward pertinent information to:

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