

# Calculate Your Opportunity Worksheet

Fill in the **red** spaces with your data.

Include patients who don't show up for the time slot they reserved for any reason without a courtesy call, and cancellations that occur any time after the appointment was set to the expected date of service that resulted in an unfilled appointment slot.

1



Ex. 500 \_\_\_\_\_

How many appointment slots does your practice have available every week?

2



\$125 \$ \_\_\_\_\_

What is the average dollar value of each appointment slot?

3



500  
x \$125      x \$ \_\_\_\_\_  
\$62,500

Calculate the dollar value of a 100% full schedule

4



25 no-shows  
10 late cancels  
10 late reschedules  
+ 5 underutilized days      +  
\_\_\_\_\_ + \_\_\_\_\_  
50 patients

Sum the weekly number of no shows, cancellations, and unfilled cancellations

5



50  
x \$125      x \$ \_\_\_\_\_  
\$6,250

Multiply the average number of no-shows by the average dollar value of an appointment slot.

6



\$6,250 \$  
x 52      x  
\$325,000 \$

Extrapolate for a year by multiplying weekly no-show rate \* 52 weeks in a year.

Ex. Total revenue lost:

\$325,000  
per year

Your revenue loss:

\$

per year



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