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Complete the form online and click the SAVE button at the end of the quiz. Save the pdf to your computer. Email the pdf as an attachment to **ceu@thesupplycenter.com**. To fax or mail your answers, print the form after you have entered your responses.

**The Supply Center**  
21301 Van Owen Street, Suite D  
Canoga Park, CA 91303  
818-710-6855 (fax)

**QUIZ: Basing Business Decisions on Cost Per Patient**

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

CA Acupuncture Board License Number: \_\_\_\_\_

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Credit Required?      CA CEU      NCCAOM

**COURSE FEE: \$20.00**

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*All questions must be answered in order to receive credit.*

## Questions: Business Decisions Based on Cost Per Patient

1. Expenses that do not change, regardless of the number of patients seen defined as fixed expenses.
  - A. True
  - B. False

*For questions two through nine, indicate which of the following expenses are either fixed or variable.*

2. Rent for the office
  - A. Fixed
  - B. Variable
3. Massage Oil
  - A. Fixed
  - B. Variable
4. Postage for patient bills, newsletters, etc.
  - A. Fixed
  - B. Variable
5. Office staff salary
  - A. Fixed
  - B. Variable
6. Your salary
  - A. Fixed
  - B. Variable
7. Leases for equipment
  - A. Fixed
  - B. Variable

8. Acupuncture Needles

- A. Fixed
- B. Variable

9. Herbs

- A. Fixed
- B. Variable

You are looking to move into an office and begin practice. You have no patients at this point. The following are the monthly expenses for this office. The first step is to determine your cost per patient to help with the evaluation. The office expenses are:

Fixed Expenses:	
Rent:	\$1,000
Your Salary:	\$3,000
Malpractice Insurance:	\$ 100
Liability Insurance:	\$ 50
Advertising:	\$ 100
Variable Expenses	
(Based On 130 patient visits per month)	
Medical Supplies:	\$ 150
Office Supplies:	\$ 100
Telephone:	\$ 100

10. For the above fixed and variable expenses, what is the monthly cost for this office?

- A. \$4,500
- B. \$4,550
- C. \$4,600
- D. \$4,700
- E. \$4,800

11. Even though you have no patients at this time, assume your practice will support itself and your salary with seeing 30 patients per week or 130 visits per month. What is your cost per patient?
- A. \$153.33
  - B. \$ 35.38
  - C. \$ 38.33
  - D. \$ 40.66
  - E. \$ 30.33
12. You have a job on the outside working as a waiter that will keep you financially solvent until you hit 130 patient visits per month. You work five nights per week, six hours per shift and make \$220 per night. What is your monthly income as a waiter? (Use 4.33 weeks per month to compute your monthly income)
- A. \$4,000
  - B. \$4,200
  - C. \$5,715
  - D. \$4,400
  - E. \$4,763
13. Is this income adequate to support you and your practice?
- A. Yes
  - B. No
14. Let's say you are going to charge \$50 per visit on average for all the services you do. At what number of patient visits per month will you meet your expenses for the office using the correct answer in number 10 as the total expenses?
- A. 90
  - B. 92
  - C. 94
  - D. 96
  - E. 98

15. Based on the above answer, how many patients is this per week (Hint: use 4.33 weeks in one month to convert months to weeks.)
- A. 19
  - B. 21
  - C. 25
  - D. 23
  - E. 24
16. Based on the answer in question 14, if you work five days per week, how many patients do you need to see per day to meet this monthly patient volume?
- A. 3
  - B. 3.25
  - C. 4
  - D. 4.25
  - E. 5