



Compensation

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A team of at least two Success Consultants will work each office, with one being the Lead Success Consultant. If there are more than two people servicing an office, the percentage of commission split will vary. The example below illustrates how the formula is used in a 2-person team. Again, this is only an example and the your situation may vary based on the number of team members and/or agreed upon responsibilities. Please discuss what your commission percentage will be for each office with the Launch Team and Team Leader prior to starting your service opportunity.

STARTUP

SIZED DENTAL OFFICE

SMALL

SIZED DENTAL OFFICE

MEDIUM

SIZED DENTAL OFFICE

LARGE

SIZED DENTAL OFFICE

ENTERPRISE

SIZED DENTAL OFFICE

\$25,000

\$40,000

\$100,000

\$150,000*

\$750/mo

\$1,250/mo

3.5%

3.0%

2.5%

If the office's insurance collections are below \$25,000/month and there is no existing insurance AR, the fee for this service is \$750/month.

If the office's insurance collections are under \$40,000/month, the fee for this service is \$1250/month

If the office's insurance collections are between \$40,000 and \$100,000/month, the fee for this service is 3.5% of the total insurance collections.

If the office's insurance collections are between \$100,000 and \$150,000/month, the fee for this service is 3.5% of the first \$100,000 and 3.0% of the remaining up to \$50,000 total insurance collections.

If the office's insurance collections are over \$150,000/month, the fee for this service is 3.5% for the first \$100,000, 3.0% for the next \$50,000 and 2.5% for anything over \$150,000 insurance collections.

Standard Commission Structure for Dental Billing

Typically, independent contractors are paid the first \$250.00 of their commission on the 15th of the month with the remaining commission paid on the last business day of each month. Payments are made in arrears for work done the prior month. Payments **may** be prorated, based on when you started servicing the dental office.

Offices with 2 team members – 50/50 Split

For teams with 2 Success Consultants, the best practice is to split commission and responsibilities 50/50. The most effective eAssist teams share responsibilities in order to best serve the client. This means sharing the responsibilities of sending claims, posting payments, and working aging.

Unless specially agreed to, for Dental Billing, the base commission split between the team of Dental Billers and eAssist is 60/40 (60% goes to the Dental Billing Team and 40% stays with eAssist). This is the baseline commission split. Every Success Consultant has the ability to earn a 5% bonus on every serviced Dental Billing office. This is the Balanced Scorecard (BSC) bonus. When you achieve the BSC bonus, the commission split is 65/35. In addition to the BSC bonus, for each continuous year of service with your client, you earn an additional 1% bonus when you achieve the BSC bonus. For example, if you have serviced an office for 2 continuous years and you achieved the BSC bonus for the month, your commission would be 67% (60% baseline + 5% BSC bonus + 2% tenure bonus).



The split of the commission that remains with eAssist pays for all eAssist support functions; eAssist IT Team, Team Leader assigned to the office, Sales cost for bringing on the client, etc.

Formula	Office insurance collection total x billing rate (depends on collection amount) x 60%			
Example	If an office collects \$50,000 in insurance, they are billed 3.5%, which is \$1750.00			
50/50	Team is splitting commissions 50/50 = \$875 per person			
Lead Success Consultant commission	50% team split, 60% eAssist split	$\$1750 * 50\% = \875 $x 60\% = \$525$	\$250 paid on 10th of the month	\$275 paid on 25th of the month
Success Consultant commission	50% team split, 60% eAssist split	$\$1750 * 50\% = \875 x $60\% = \$525$	\$250 paid on 10th of the month	\$275 paid on 25th of the month

The above goal does not account for the Balance Scorecard (BSC) or tenure bonus. In order to find the monthly commission when you achieve the BSC bonus, replace the 60% in the equation with 65%.

STARTUP

SIZED DENTAL OFFICE

SMALL

SIZED DENTAL OFFICE

MEDIUM

SIZED DENTAL OFFICE

LARGE

SIZED DENTAL OFFICE

ENTERPRISE

SIZED DENTAL OFFICE

\$40000

100,000

\$150,000

\$200,000*

\$500/mo

If the office is collecting under \$40,000/month, the base price is \$500/month

\$750/mo

If the office is collecting between \$40,000 and \$100,000/month, the base price is \$750/month

\$1050/mo

If the office is collecting between \$100,000 and \$150,000/month, the base price is \$1050/month.

\$1450/mo

If the office is collecting between \$150,000-\$200,000 / month, the base price is \$1400/month



Please contact us for pricing if the office is collecting over \$200,000/month

The independent contractor(s) is paid a flat monthly commission equal to 75% of the office billed amount. This is paid on the 25th of the following month.

Ledger Audits are reimbursed at \$9.00 per audit, by request from the office

IC is paid Postage and handling for all customized letters sent to patients: .59 per letter

	TIER 1	TIER 2	TIER 3	TIER 4	TIER 5	TIER 6
Fee to the client	500	750	1050	1400	1800	2250
PP AM compensation	350	526	738	988	1275	1600