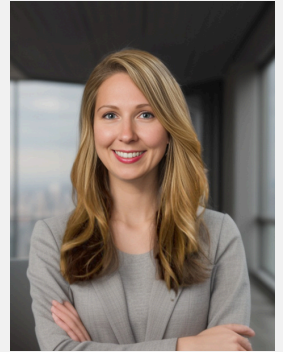


# 5 WAYS I'VE BOOSTED PRODUCTIVITY *in my dental practices*

Without working more hours!



**As a dental practice owner, you work hard to provide exceptional care. Profitability shouldn't come at the expense of your time and well-being. Here are my TOP FIVE actionable strategies to increase your bottom line without adding hours to your day.**

---

## □ Tip #1: Optimize Your Schedule

Your schedule is the backbone of your profitability. Many practices unknowingly lose thousands of dollars due to inefficient scheduling. 📅📈

### Take Action: 📢

- Implement block scheduling to prioritize high-production procedures and to eliminate “no production” days.
- Review your hygiene and doctor schedules side by side to avoid conflicts.
- Confirm appointments at least 48 hours in advance to reduce no-shows
  - 🔥 **HOT TIP:** If you don't already have a cancellation policy in place, make one!
  - 🔥🔥 **Even hotter tip:** Utilize your communication software! 💻 Fill those gaps with one click!

## □ Tip #2: Increase Case Acceptance Rates

Patients often decline treatment not because they don't need it, but because they don't understand the need or feel the value behind it.

### Take Action: 📢

- Use clear, simple language when presenting treatment plans. Avoid dental jargon!
- Using visuals is KEY! Show patients photos of problem areas, before and after pics, videos that explain the procedure, and MORE. USE YOUR TECHNOLOGY!
- Train your treatment coordinators to discuss financial options and benefits.
  -  **HOT TIP:** Do you have financial policies in place? If you do, does your team know them? If not, work on that today!

## □ Tip #3: Track and Manage Key Performance Indicators (KPIs)

Key Performance Indicators are the most important numbers to track. You can't improve if you aren't measuring. The most profitable practices closely monitor their numbers.

### Take Action:

- Some examples of KPIs to track: production by provider, treatment acceptance rate, collections ratio, and end-of-month (EOM)/end-of-year (EOY) trends.
- Review these numbers daily, weekly, monthly, and quarterly. Make this part of your routine!
  -  **HOT TIP:** Train up your office manager to track these numbers regularly.
- Set clear improvement goals and make sure to celebrate wins with the team.
  - **BONUS:** Daily huddles (or morning meetings) are EVERYTHING. Take this time to review the schedule with your team, the numbers for the day, and whether or not you are scheduled to goal. My **“Daily Huddles are Everything” guide is available by request.**

## □ Tip #4: Strengthen Your Hygiene Department

Your hygienists and hygiene visits provide the biggest opportunities in your practice.

### Take Action:

Ensure all patients are pre-appointed for their next visit before they leave the office.

- Educate your patients about periodontal disease and that they are treated appropriately.
- Work with your hygiene team about adding adjunct services, such as: *fluoride, oral cancer screening, sealants, whitening, and laser treatment*, where appropriate.

- **BONUS:** Get my “HYGIENISTS ARE ROCK-STARs” guide to learn more about ways to increase productivity in your hygiene chairs.
- Consider assisted hygiene if you struggle with access to care.

## □ Tip #5: Improve Your Billing & Collections Protocols

Cash is king, and yet many practices leave money on the table due to disorganized policies and undertrained team members. Making this a priority in your practice will drastically change your cash flow.

### Take Action: 📢

- Verify insurance benefits before appointments. Outsource if you need to.
- Work your A/R list (outstanding claims and patient balances) consistently.
- Create solid payment policies for the office and train your front desk team to feel confident in discussing them.
- Collect patient portions on the day of service.
  - **BONUS:** My “Take Control of Your Cash Flow: Structuring a strong front office team” step-by-step guide can help you create solid payment policies for your practice, and provide training for treatment coordinators.

---

## NEXT STEPS: *Book a FREE Strategy Call*

Want help implementing these tips and uncovering even more opportunities?

Schedule your consultation online at:

**[www.lwdentalexcellence.com](http://www.lwdentalexcellence.com)**