

What is your team's current mindset about same-day-dentistry? (be honest):

What are the reasons for Same Day Dentistry?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

SAME DAY DENTISTRY MASTERCLASS

MODULE 1: WHY SAME DAY?



What is Head Trash?

1. _____
2. _____
3. _____
4. _____
5. _____

The "Stop Watch" Exercise. Calculate your direct patient care. How much time are you actually in DIRECT PATIENT CARE?



Do You Have Available Opportunity? Available opportunity is when you are producing less than \$30,000 per opp.

Calculate your opportunity

of ops: _____ Divided by Collections per month: _____ = _____

I have opportunity available Y N

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MODULE 2: MAXIMIZING THE IMPACT



Are you a schedule watcher? Y N

Do your team members "own" their rooms or column in the schedule? Y N

Are your rooms set up in advance for an upcoming procedure? Y N

If YES, do you have a process for set up and instrument handling? Y N

Who is demotivating the team towards same-day-dentistry?

Dr.? _____

Team? _____

What are the ways to motivate the team towards same-day-dentistry?

1. _____

2. _____

3. _____

What are the Win-Win-Win Activity Bonuses?

Bonus to _____

Bonus to _____

Bonus to _____

Assign a _____ to help with watching and filling
schedule flow

DAILY SET-UP FOR SAME-DAY-DENTISTRY AT THE MORNING HUDDLE

1. We are starting the day with: _____

We are looking for: _____

2. Review of yesterday's schedule - focus on: _____

3. Are we on track to hit our goal? _____

4. Today's same-day opportunities: _____

5. Today's new patients: _____

What are the 3 Hygiene Same-Day Opportunities?

1. _____
2. _____
3. _____

Do we have an use a Risk Assessment process to identify risk? Y N

What is the preventative services list?

1. _____
2. _____
3. _____
4. _____
5. _____

What is your mindset on each of these services?

How do I do same-day sealants?

1. Sealant set-ups in each _____
2. Begin discussion with _____ at the beginning of the _____
3. Streamline communication with _____
4. Prescreen teeth with _____

What are our fees?

What is our fluoride fee? _____

What is our sealant fee? _____

What is our bonded services fee? _____

What is our radiograph fee & protocol? _____

What is your opportunity with these preventative services (patient care and financial)?

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MODULE 4: HYGIENE OPPORTUNITIES



Do you know how much unscheduled treatment your practice has? Y N

What is the dollar amount of unscheduled treatment: _____

What are the steps to convert unscheduled treatment into same-day-dentistry?

1. _____

2. _____

3. _____

4. _____

What is the urgency language (for Hygienists)?

Do we have a standard of using intraoral cameras always, everytime? Y N

If no, what do we need to do to make this happen? _____

What are the 3 same-day-dentistry questions?

1. _____

2. _____

3. _____

What are the steps when you get a "Yes" to the above questions?

1. _____

2. _____

3. _____

4. _____

5. _____

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MODULE 5: FACILITY



Are your rooms equipped and supplied the exact same? Y N

If no, what do you need to do to make this happen? _____

What are the office set up ideas?

1. _____
2. _____
3. _____
4. _____
5. _____

How do we manage/improve mental energy?

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Eliminate your drains:

What annoys you? _____

What frustrates you? _____

What makes you angry? _____

How are you compulsive? _____

How do you fall behind on your expectations? _____

What is the biggest focus? _____

What are the mental drains in the office?

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Horizontal Schedule Mindset - Whiteboard (centrally located)

1. _____
2. _____
3. _____
 - a. _____
 - b. _____
 - c. _____
4. _____
5. _____
6. _____
7. _____

