SAME DAY DENTISTRY

Ideal Process

Do it TODAY!

5 REASONS SAME DAY DENTISTRY MAKES SENSE:
1.PATIENT CONVENIENCE
2. ELIMINATES BROKEN APPOINTMENTS
3. CHANGES PERSPECTIVE OF THE TEAM
4. MAKES UNPRODUCTIVE TIME PRODUCTIVE
5. DRAMATICALLY INCREASES PRODUCTIVITY WITHOUT RAISING OVERHEAD

Emergency Call ins

"How soon can you get here?"

New Patient Conversion from Limited to Comprehensive

Restorative Patients: More than what is scheduled.

"While you are here, and numb in this area.."

Doing More Same Day Dentistry

Ask these questions!

1 "If possible would you like to get this done today?"
2 "it might mean a little bit of a wait, is that OK?"
3 (If applicable) "Would you like the first available doctor, or would you prefer to see Dr X?"

Hygiene Patient: Newly diagnosed care

Hygiene patient: Care previously diagnosed and not done



Incentives for the team member who Sells it

Incentive for the the team member who takes it

Smoother Same Day Dentistry

Ask the Patient!

Radio the team



Financials
Solid Handoffs

Efficiency in set up, move to the patient!

Identify Opportunity early!