

Advanced Practice

MANAGEMENT

Shelly Ryan RDA, Dental Management Consultant
Website: www.AdvancedPracticeManagement.com
Shelly@AdvancedPracticeManagement.com • 952-921-3360

CASE PRESENTATION/ACCEPTANCE CHECKLIST

- Is the clinical team “briefing” the Doctor at the evaluation consistently to include:
 - _____ Patient concerns
 - _____ Medical history
 - _____ X-rays (necessary and taken)
 - _____ Perio evaluation and recommendations
 - _____ Recare recommendations
 - _____ Clinical needs (previous and new)
 - _____ Intra-oral camera pictures taken
 - _____ Cari-vu/Diagnodent utilized
 - _____ Adult fluoride recommendations
- Role-play the briefing.
- What is the hygiene production per visit? _____ goal? _____
- What % of adults are receiving fluorides? _____ goal? _____
- What is the production per exam? _____ goal? _____
- Do we need to calibrate on any procedures? _____
- What objections to care or financial arrangements are patients presenting and how are we overcoming them? (no exam, no x-rays, no fluoride, no money, etc.) _____
 - _____ Role-play these scenarios
 - _____ Role-play “Committing patients to care” statements.