

BEST PRACTICE ASSESSMENT QUESTIONS

The key to this assessment is honesty and self-awareness. We can't improve unless we're willing to acknowledge our weaknesses and create plans to change. However, this assessment will also be a great opportunity for you to recognize your strengths! For a more complete analysis, please reach out to the SynergizeDental team any time.

1 Very Weak | 2 Weak | 3 Neutral | 4 Strong | 5 Very Strong

1. We have a clear vision in writing, on display, and it has been communicated to everyone in the practice?

1 2 3 4 5

2. We have great people in the right seats, and each team member is held to accountable to their role?

1 2 3 4 5

3. We have systems and processes for the way we do business?

1 2 3 4 5

4. We are proactive and tracking crucial numbers with data instead of reacting to a poor month/quarter.

1 2 3 4 5

5. Our target market is clear and our sales and marketing team collaborate and communicate them?

1 2 3 4 5

6. We have a proven process of patient care with our patients, and every team member is adhering to it?

1 2 3 4 5

7. We have a system for receiving employee and patient feedback and know their level of satisfaction?

1 2 3 4 5

8. A culture of service, execution, focus, and accountability has been defined?

1 2 3 4 5

9. We have open communication with our patients and they have access to communicating with us in their time?

1 2 3 4 5

10. We are organized with a set budget for all overhead categories such as supplies, marketing, and payroll and adhere, observe, and track results?

1 2 3 4 5

11. Do you as a leader model an environment for learning and growth?

1 2 3 4 5

12. Verbal and nonverbal communication between telephone, email, text, and body language are monitored and role play is practiced?

1 2 3 4 5

13. Do you provide flexibly financial options that business team can guide the patient towards?

1 2 3 4 5

14. Do you use cross-channel marketing that includes internal and external marketing?

1 2 3 4 5

15. Have you utilized your production potential in the clinical and hygiene department?

- ① ② ③ ④ ⑤

16. Is the appearance of the practice up to date and visually demonstrates high standards?

- ① ② ③ ④ ⑤

17. Is each team member trained to make the most of EACH patient interaction?

- ① ② ③ ④ ⑤

18. Are you personally continuing your education and reading clinical articles?

- ① ② ③ ④ ⑤

19. Do you have good patient flow, maximum productivity, and less stress for both patients and team members?

- ① ② ③ ④ ⑤

20. Are you open and honest with yourself and team members of what the current state of the practice is?

- ① ② ③ ④ ⑤

Now add up your points to rank your dental practice as a whole:

- 0-20** Immediate Action Required
- 21-40** Prioritize Significant Changes
- 41-60** Identify Areas for Improvement
- 61-80** Optimize Current Efforts
- 81-100** Only Minor Support Needed

In today's dental industry, independent practitioners are required to manage challenges of the industry more than ever before.

Many dentists think they have to do it all, from handling insurance negotiations to recruiting new providers or team members.

If you're feeling overwhelmed by the daily burden of running your independent practice, it's time to talk about a better solution.

INSURANCE OPTIMIZATION

BUSINESS RESOURCES

MERCHANT SERVICES

SUPPLY SAVINGS

ACCOUNTING

TRANSITIONS

CONSULTING

REPORTING

PAYROLL

We all have room for improvement. Let's work together to elevate your dental practice to its highest potential.