



How much did you lose last year due to an inefficient front desk?

In these tough economic times can you afford to lose 5%-10% of production and/or collection potential? Lack of appropriate front desk systems can easily cost you this much or more. Consider this: for a \$1,000,000 practice this is **\$50,000-\$100,000** out of your pocket! Can you afford this?

How does your front desk compare to these benchmarks?

Scheduling-Does your staff use block scheduling and consistently schedule to an established daily goal for each doctor and hygienist?

Collections-Are your collections 98% of your production?

Accounts Receivable-Is your Accounts Receivable equal to or less than one month's production? Do you have to wait for insurance payments?

Phone Skills-Is your staff converting "shoppers" to new patients? Does your staff know the right verbal skills to use when a patient asks: "Do you take my insurance?", "How much does a cleaning cost?"

Recall & Unfinished Treatment Plan Reports-Are 75% of your patients in recall? Is your staff working these reports effectively and have the verbal skills to get patients to schedule?

Team Meetings-Are you holding powerful morning meetings that create more productive and less stressful days? Are your team meetings effective in solving your roadblocks and making your team more productive?

Division of Front Desk Duties-Is your front desk staff working efficiently together?

Do not lose any more money! Call 303-660-4390 today or send an email to julie@julieweir.com to find out more about our System Check.