

VALUATION

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SERIES



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A valuation is not about selling a practice, but a guide on improvements to pursue.



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**A strong hygiene
program can
strengthen more than
production.**

Questions about your practice?
Let's connect.

PATIENT CARE, RECURRING ACTIVITY AND RELIABLE SYSTEMS CAN ALL CONTRIBUTE TO A STRONGER PRACTICE.

WHAT TO CONSIDER

PATIENT REAPPOINTMENT & RECALL:

Are patients leaving with their next visits booked? Are overdue patients being consistently followed up on?

HYGIENE EFFICIENCY:

Do your available hygiene hours align with your active patient base and the frequency of care being recommended?

TREATMENT FOLLOW-THROUGH:

Are clinical findings and treatment needs identified during hygiene visits clearly communicated, documented and carried through to the next step?

HYGIENE REPORTING:

Are hygiene reports reviewed regularly to track patient return, unscheduled treatment, cancellations and overall program performance?

TEAM ALIGNMENT:

Are the hygienist, dentist and front team communicating consistently about patient needs, recommendations and next steps?

HYGIENE BUILDS VALUE

A strong hygiene program forms an important foundation of any successful general practice.

From a practice-value perspective, an established hygiene program demonstrates less dependency on the owner's personal production.

A busy hygiene schedule is not the same as a strong hygiene program.

Strength comes from the systems behind it: patient education, individualized care, recall management, team engagement and consistent execution. Strong systems can contribute to a more predictable and transferable practice for tomorrow.

THE QUESTION TO CONSIDER:

If you evaluated your hygiene program today, would you find a full schedule, or a system performing at its potential?

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VALUE AND READINESS ARE DIFFERENT