



The Team Approach to Maximizing Practice Technology

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“Great things in business are never done by one person. They’re done by a team of people.”

~ Steve Jobs

Maximizing Technology + Team

1. Cast VISION _____
2. PLAN your strategy _____
3. Invest in TIME and TRAINING _____
4. Create PROCESSES _____
5. COMMUNICATE effectively _____
6. MONITOR progress _____

Delegation = _____

_____ = Excellent Use of time

For you and for your patient!

“A great dental team is a group of leaders working cohesively toward a common set of goals.”

~ Cathy Jameson, PhD

■ The Great 8 ■

1. Intraoral Cameras ~ Every Patient, Every Appointment

Benefits:

- _____
- _____

Powerful Verbal Skills

⇒ Hygienist: _____

⇒ Dentist: _____

2. Digital Extraoral Camera

- Proper extraoral imaging matters from the first appointment.
- Marketing ensures you will complete additional cases.
- A dental contrastor is used to absorb the light to make editing easier.

Notes:

3. Transillumination

1. _____

2. _____

3. _____

4. _____

There's a Code for that!

ADA: _____

4. CAD/CAM Technology and Best Practices for Integration

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Understand the proper timing

1. _____
2. _____
3. _____

Appointment Total Time:

1. CRAWL: 3 HOURS
2. WALK: 2 ½ HOURS
3. RUN: 2 HOURS

Specific Roles in the office with Cad/Cam Technology

Hygienist:

- Understand the _____.
- Be able to explain the _____.
- Know the _____ of Cad/Cam dentistry.
 - (Computer aided design/Computer aided milling)
- _____ about this new technology.

Assistant:

- Learn _____ the new equipment efficiently.
- Ensure there is a _____ as well as an intraoral pre-op.
- Provide a _____ this restoration was necessary.
- Provide _____ about the schedule and the patient's knowledge.
- Update the _____ to include the new necessities.
- Create value for the _____ with follow up.

Business Team:

- _____ in the schedule to complete the procedure without disrupting other patients.
- Be prepared to explain the procedure to patients _____.
- Discuss _____ on the same day of the appointment.
- File insurance with the correct _____ and with the correct _____.

5. 3D Cone Beam

1. Precision
2. Accuracy
3. Ability to “work backwards”

Procedures Commonly Used with Cone Beam Technology:

Implants, Root Canal Therapy, Extractions, Full mouth restorations, Diagnostic abilities

Communication At its finest – between all team members AND the patient!

Notes:

6. Digital Radiography

- ⇒ Not new to dentistry but don't take them for granted!
- ⇒ Show them to the patient – every visit
- ⇒ Just like IOC images, a picture is worth 1,000 words

Hygienist Role: Have the most concerning radiograph on the screen for the doctor.
Transfer the information.
Include the patient in the conversation.

Assistant Role: Review the radiographs with the patient prior to treatment.
If applicable, show images during and post op.

7. Practice Management Software Technology

- Use your daily _____.
- _____ your schedule.
- Know where to schedule your _____ patients.
- Look for your _____.

Notes: _____

8. Patient Communication with Technology

- Automatically ask _____.
- Inform your patients _____ that matter.
- Follow up _____.
- _____ online.
- Automate _____.
- Epic _____ new patients.
- _____ for patients.
- Automate _____.
- Send digital _____ after walk out.

“If you always do what you always did, you will always get what you always got”
~ Albert Einstein

