



**POLISHED &  
PROFITABLE  
ADVISORS**

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# Scaling up Dental Hygiene, Chairside, and Practice Teams

Polished & Profitable Advisors can create the change you want and need within your dental practice. Our unique process includes in-depth conversations and trainings that are specific to the vision and profit goals of your practice. The results are a cohesive and motivated team that will soon produce amazing results now and well into the future. Our hands-on, personal approach and industry experience allows you to maximize profits and have fun too!

## TYPICAL GOALS

Polished & Profitable Advisors clients typically set and achieve the following goals within the first year:

**#1**

*Grow periodontal percentage by 6% or more.*

**#2**

*Increase overall case acceptance by 7%*

**#3**

*Create an efficient & enjoyable work environment.*

**#4**

*Increase production by 4%*

## TEAM & LEADERSHIP REQUIREMENTS

Delivering on your goals requires input from the entire hygiene team including leadership. Our success is based on the results of the hygiene team & providers and as such, we require both the hygiene team & providers to be present and engaged. This allows Polished & Profitable Advisors to effectively coach and communicate goals to your team efficiently. The most successful leadership teams are open and accepting to our professional advice. Their courage and determination propel them towards their goals faster. A positive mindset from leadership is contagious to your team and Polished & Profitable Advisors will ensure that your personal development is a top priority.

*Dental professionals know that a positive attitude creates the most impactful and lasting impression on your patients – the same goes for your practice!*

# HOW IT WORKS

Our process is tailored to each dental practice. Below is our typical process to help illustrate what is involved:

## #1

### Initial Meeting

**3 day observation & coaching session.**

- **Day One:**  
Normal schedule for the Hygienist with at least 1 new patient.
- **Day Two:**  
Block the morning for coaching & goal setting, seeing patients in the afternoon..
- **Day Three:**
  - Morning Huddle with Coach.
  - Observation of implementing new strategies with patients.
  - Afternoon meeting to overcome obstacles and discuss commitment to change.

## #2

### Monthly

- Hygienists and practice owners will receive monthly updates of their top three metrics to track and keep the hygienist on pace to deliver their future practice vision.
- The monthly updates (aka accountability check-ins) will be 45-minute virtual meetings with the hygienist.

## #3

### Quarterly

Polished & Profitable Advisors will visit your dental practice for an in-person two-day meeting to observe progress made by the hygienist. During these two days, the practice will see patients in the morning for observation and meet in the afternoon to discuss progress towards their goals and how the changes have impacted the hygienist.

## #4

### Annually

This in-person meeting will review the year's accomplishments with the hygienist and practice owner and includes but is not limited to:

- Reviewing data
- Highlighting successes
- Planning for future change

*Contact us if you would like to partner with Polished & Profitable Advisors for a more engaged team and higher profits for your dental practice!*



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