

SYSTEMS TEAMS & TECHNOLOGY

Creating Balance Driven Success in your Practice



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Systems Teams & Technology-Creating Balance Driven Success in Your Practice

Intro-Have you ever juggled? Most dental owners juggle every day between the business, the clinical area, the team and your home life. Although it may feel like you have 25 balls in the air, let us walk you through how to prioritize and organize to narrow it down to 3 main areas of your practice with the goal of a balanced day. Let's start with clean well defined Systems, making sure there are standard operating procedures to follow. Move next to your Team, the heart of your practice, and understanding techniques to achieve a happy, high performing team. Lastly, we will add Technology. It is only good when it is utilized in an efficient way. It's time to define and refine this balancing act, don't drop the ball!

Systems

The world revolves around systems and standard operating procedures. Do you have a Systems Manual?

YES NO

What you need to be effective:

Ownership

What We Have	What WE NEED

Administrative

What We Have	What WE NEED

Business

What We Have	What WE NEED

Clinical

What We Have	What WE NEED

Hygiene

What We Have	What WE NEED

Teams

"People are not your most important asset. The RIGHT people are." Jim Collins, Good to Great

Hiring

The Discovery

Who is Your Ideal Team?

Admin/Business

Clinical

 Hygiene

Making Sure You Are Prepared

 Job Descriptions

 Advertising

i. Interviews

In Person	
Videos	
Questions	
Working Interviews	
DiSC	

Retaining

“If you can learn to recognize and motivate your staff, they will be inspired to return your faith in them with high efficiency and productivity. Shape your enterprise around your people and propel them to excellence” Sir Richard Branson

Training & Education

Team Building

Lunch & Learns

CE's

Incentives

Firing

“Don't find fault, Find A Remedy. Anyone can complain” Henry Ford

Make it quick

Legalities

Technology

PMP & Digital

Electronic Services

The Business of Dentistry

What is Overhead

Common KPI's in the dental office are:

KPI	Why we track?
Gross Production vs. Net Production	
Gross Collections	
Collection Ratio	
Total Outstanding AR	
Patient AR	
Insurance AR	
NEW Patients	

Growth

*Creating Balance Driven Success through Systems Teams
and Technology*

About the Presenter

Laci discovered at an early age her true passion for speaking and entertaining audiences. As a founding partner at Practice Dynamics she combines her knowledge of dentistry with her passion for teams to deliver customized coaching, workshops and speaking events throughout the country.

Laci began her road to coaching as a chairside assistant while going to college to pursue a dream of one day having her own talk show. While working her way to the business side of dentistry, she was fortunate to learn from top industry professionals. The experience gained on this journey gives her unique insight into the technology and business side of dentistry. The excitement of working in high tech offices, as well as, high-end cosmetic practices has instilled in her the passion and the knowledge to coach dental teams on their road to excellence. Balancing coaching dental teams with her speaking career is a dream come true. Each time she takes the stage her passion for dentistry and the dental team comes to life in her words and the lessons she teaches.

Practice Dynamics specializes in coaching teams to reach their goals through balance driven success using systems, teams and technology.

