PRACTICE DIAGNOSTIC NEEDS ANALYSIS

PRIME PRACTICE

PRACTICE OWNER:

DATE:

	Please take a few moments to diagnose the needs of your practice. Concerning my practice, I am confident that...	Type YES Below
1	In the past six months, more than 50% of my patient base has returned to the practice.	
2	The current patient optimum case selection is greater than 50%.	
3	I have a team that is aligned with the vision of the practice.	
4	I have production goals for myself, all clinicians, and everyone knows their goals.	
5	All team members currently have written job descriptions.	
6	I currently conduct performance reviews for all team members every year.	
7	I have a yearly business plan that guides the growth of the practice.	
8	I know the sources of new patients and review the effectiveness of each source on a regular basis.	
9	My team is well-skilled to reduce FTAs & cancellations.	
10	I am aware of how my front-office handles patient phone-calls and am confident in their ability to motivate patient attendance.	
11	Our practice conducts effective team meetings at least every two weeks.	
12	The team engagement in the practice is high.	
13	I am well-skilled to lead & motivate team engagement.	
14	The appointment book is well-scheduled to create predictable days that run on-time and meet financial goals.	
15	All policies and procedures in the practice are currently recorded and easily accessible.	
16	We measure the Patient Experience (PX) on a regular basis.	
17	I maintain a tight control over the practice's operating expenses.	
18	I have a skilled person who manages the practice (not the principal dentist).	
19	I am satisfied with the profitability of the practice.	
20	I have a trusted advisor I can speak to when issues arise in the practice.	
21	We implement a Quality Assurance programme to ensure we are compliant with current Infection Prevention and Sterilisation best practice requirements.	
22	I have a clear marketing strategy in place for the next 12 months.	
23	New patient flow is sufficient for practice growth.	

Please circle your top 3 needs that are not currently being addressed how you would like.