

## Dental Consultant Master Academy

### **Action Sheet - Week 35** **Presenting the Practice Analysis**

◊ Do your best to find a colleague (dentist) or at best a real live practice to present the Practice Analysis to

◊ Send an email prior to your PA appointment

◊ Request the information you will need to complete the PA

◊ At the end of your PA present your findings and schedule a time for the follow up with doctor to discover if working with them and the team is a good fit.

#### HINTS

◊ Print out the forms with information you will need for the day of your PA

◊ Put these in a folder and bring with a notebook the day of your PA

◊ After you have your #s for the PA you need to interview each of the team members personally for a few minutes

◊ The entire PA should take approximately 2 ½ - 4 hours depending upon the number of team members

◊ Present your findings to doctor when you have completed your written report

◊ This may mean that you meet privately with doctor outside the office and on another day. Spend no more than 45 mins on this final presentation

◊ Your consultation fee should not exceed 3% of the total office collections

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