



**inspired***hygiene*

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Return On Hygiene  
**Workbook**



# Worksheet

## Is your hygiene department profitable?

- 1 - Determine the net production for all hygienist for a 12 month period
- 2 - Determine your hygiene compensation including benefits for the same time period
- 3 - Divide Annual Production by Annual compensation in the table below

Annual Hygiene Production	\$	
Annual Hygiene Wages & Benefits	\$	
Annual Production/Annual Wages & Benefits	=	:1 Profitability

Example: \$200,000 production/\$60,000 compensation = 3.3:1 Profitability Ratio

Our profitability ratio is:

If your hygiene production is less than 3 times compensation, how far off are you?

## Calculate open time %

Open Time % = #hrs open/ #hrs available

Hours Open.....

Hours Available.....

Open Time.....

 %

(don't forget to move the decimal point to get the percentage)

# Rate Your Hygiene Department

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Ask yourself these questions:

1 - Do my hygienists consistently take patients as far down the diagnostic path as possible?

Yes  No

2 - Do my hygienists take photos on every patient that has a restorative need BEFORE I come in to do the hygiene exam?

Yes  No

3 - Do my hygienists share & discuss the photos with the patient before the exam?

Yes  No

4 - Do my hygienists re-present incomplete treatment to patients before I have to bring it up with them?

Yes  No

5 - Is the level of co-diagnosis and enrollment consistent among all my hygienists?

Yes  No

6 - Does 60% of restorative care come out of hygiene?

Yes  No

7 - In your estimation, what percentage of restorative care comes out of hygiene?

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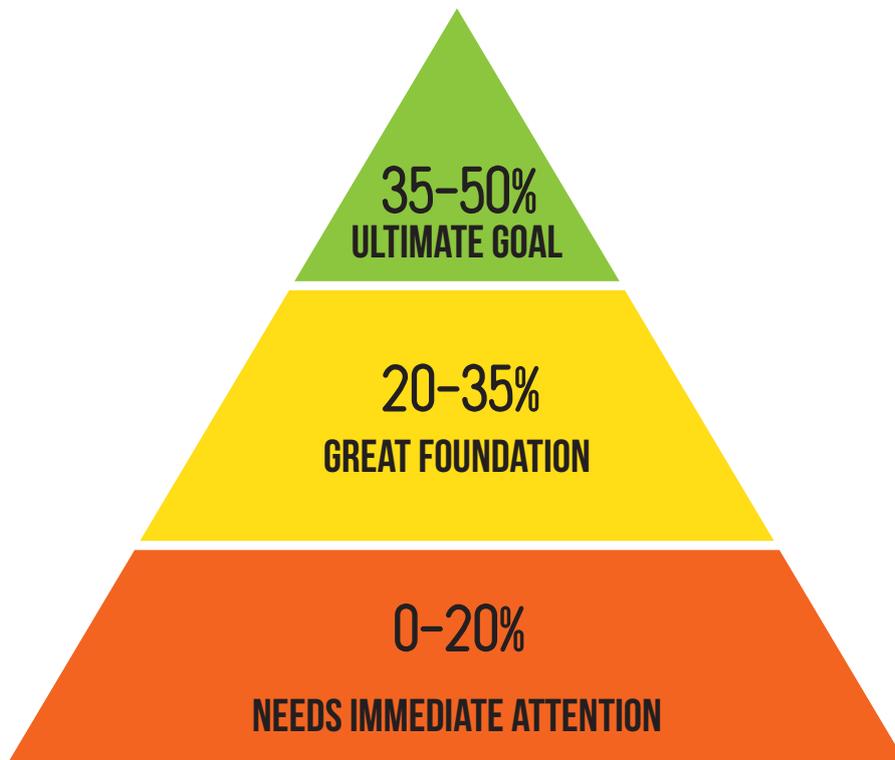
If you answered no to any of these questions, there's potential to grow in this area.

# Perio Percentage Calculator

## Instructions:

- 1 - Print a Production by Procedure Report
- 2 - Determine in total number of procedures for the above codes
- 3 - Enter those numbers in the appropriate yellow box
- 4 - View your perio percentage

# PERIO PERCENTAGE



Scaling & Root Planing (D4341 + D4342).....

Perio Maintenance (D4910).....

Adult Prophy (D1110).....

Perio Percentage.....

Our Perio Percentage for the last 12 months is \_\_\_\_\_%

# Worksheet

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What is your perio percentage?

1 - What percentage of the NEW adult patients seen in our practice present with 4mm or deeper, bleeding and even slight crestal bone loss?

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2 - What percentage of the EXISTING adult patients seen in our practice in recare (prophy or perio maintenance) present with 4mm or deeper, bleeding and even slight crestal bone loss?

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Now compare those percentages to your current perio percentage. Is there a gap?

Gap:

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Where are your perio patients coming from?

Average Adult Comp Exams per Month	
Average Quads (4341+4342) SRP per Month	

# Obstacles, Strengths and Opportunities

*What are the barriers keeping your hygiene department from being its best?*

*Time barriers:*

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*Mindset barriers:*

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*Systems barriers:*

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**R-factor:**

*If we were to meet 1 year from today, what are the things that would have happened to make you happy with your progress?*

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*Our one year goal is:*

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**Identify the following things that will help or hinder your progress toward that goal:**

Obstacles	
Opportunities	
Strengths	

# Hygiene Potential Worksheet

## Hygiene Benchmarks

## Industry Standard

## Your Hygiene Stats

Profitability Ratio

3:1

Open Time

8-10%

Perio Percentage

>25%

Restorative from Hygiene

60%

Our profitability ratio is:

Our open time % is:		Open Time %
Our Perio Percentage for the last 12 months is		%

Our goal for 1 year from now is:

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List action steps that will be taken to overcome barriers and reach your 1 year goal

Step 1	
Step 2	
Step 3	
Step 4	
Step 5	