



Determining Your Perio Potential

Estimate Perio in Existing Patients:

Step 1 _____ Approximate # of Patients in recare

Step 2 Ask yourself 'what percentage of existing adult patients who come into our practice for prophyl or perio maintenance have some level of Active Periodontitis?' _____%. We're going to be even more conservative in Step 3.

Step 3 # Patients in recare _____ x 10% = _____ x 2 quads = _____ Annual quads SRP potential in existing patients

Step 4 Annual Quad potential \div 12 months = _____ SRP Quads potential per month in existing patients

Estimate Perio in New Patients:

Step 5 Ask yourself 'what percentage of new adult patients who come into our practice via a New Patient Comp Exam have some level of Active Periodontitis?' _____%

Step 6 # New Adult Patients per month (D0150 or D0180) _____ x _____% (from Step 5) with active perio x 2 quads SRP = _____ SRP Quads potential per month in new patients

Step 7 Add SRP potential in existing patients + SRP potential in new patients = _____ Total Potential Quads/month

How many quads does the practice average per month now? _____