



Team Activity

Team Activity

Series 1 The Fundamentals

Session 5 Why Screening Matters and How to Do It

Listen Online
dst.media/focus5

-
1. Make a copy of this worksheet for each team member to use.
 2. Complete the Team Activity.
 3. Fax or email one “Master Worksheet” containing your team’s collective efforts.
-

Send Us Your Master Worksheet

Fax
615-807-3301

Email
Champions@DentalSuccessToday.net

Team Activity

Step 1 Examine Your Screening Process

What's going well?

What could you be doing better?

Team Activity

How are you helping more patients become “A” patients?

Where do you lose patients’ focus, attention or interest throughout your process?

Where are there breakdowns in communication, consistency or flow from each step and point of engagement in the patient experience?

Consider this from the vantage point of both new and existing patients.

Team Activity

Step 3 What Are Your Protocols?

Describe your approach for cultivating patient interest and incorporating creation into your screening processes for these different types of patients.

Consults

Emergencies

Comprehensive New Patients

Hygiene / Restorative Patients
