

Practice Focus Team Activity: Reactivation and Practice Growth

Scott has provided a team activity to use during your team meeting(s) to facilitate the execution of his Practice Focus of the month. Use the space below to document your action plan and record your victories.

Make a copy of this worksheet for each team member to complete and fax one "Master Worksheet" of the team's collective decisions to Tyrella at: (615) 807-3290.

This will allow DST to review and monitor your progress and either provide guidance or share in your victories (or both!).

1. Who will monitor the Reactivation for each category?

a. Hygiene: _____

b. Recency: _____

c. Expired Exams: _____

d. Unscheduled Treatment: _____

Remember to utilize the materials that we have created and provided for you including postcards, letters, email templates and phone scripts.

Be very specific when listing your action plan; ; *ex. Suzie will run the report for all hygiene patients from 6 months ago who do not have an appointment scheduled and will follow up with them via letter and email then phone call 7-10 days after letter is sent.*

2. Describe the Protocol/Action Plan for Hygiene Reactivation: List your specific protocol below.

3. Describe the Protocol/Action Plan for Recency Reactivation: List your specific protocol below.

4. Describe the Protocol/Action Plan for Expired Exams Reactivation: List your specific protocol below.

5. Describe the Protocol/Action Plan for Unscheduled Treatment Reactivation: List your specific protocol below.
