

How Profit-Ready Is Your Practice Really?

In under 3 minutes, discover whether your systems are building profit or quietly leaking it.

Scoring Guide (1 - 5)

| <u>Score</u> | <u>Meaning</u> |
|--------------|--|
| 1 | Rarely present, inconsistent or unclear |
| 2 | Occasionally present, but unreliable |
| 3 | Recognized and improving, but inconsistent |
| 4 | Strong and reliable most of the time |
| 5 | A consistent strength that drives profit and culture |

Clarity & Leadership

Our team has a clear understanding of our vision, goals, and what success looks like.

Score (1-5): _____

Expectations are communicated consistently; priorities are clear.

Score (1-5): _____

Team Alignment & Energy

The team believes in our mission and understands how their role impacts profit and patient experience.

Score (1-5): _____

Team meetings are regular, productive, and focused on growth and accountability.

Score (1-5): _____

Scheduling & Time Value

Open chair time is valued; recall and reactivation are assigned and prioritized.

Score (1-5): _____

Our schedule supports profitability and balance without burnout.

Score (1-5): _____

Patient Value & Case Conversion

The team believes dentistry is a valuable investment in patient health, and it shows in how care is presented.

Score (1-5): _____

Unscheduled treatment is followed up on until there is a clear yes or no.

Score (1-5): _____

Systems & Growth Consistency

Billing, collections, and communication systems run smoothly, and key metrics are reviewed monthly.

Score (1-5): _____

New team members are onboarded and trained through a clear, consistent process.

Score (1-5): _____

Score Breakdown

40-50: You're structurally strong, but likely under-leveraged

30-39: Profit is present but inconsistent

20-29: Systems are costing you growth

Under 20: You're working harder than you need to

Add up your total
score out of 50
____ / 50