

18 Tips to Increase Same-Store Growth



1 Schedule New Patients Quickly

Scheduling within 5 days reduces no-shows and cancellations.



2 Add Capacity

Expand hours, services, or staff to treat more patients.

 Consider opening early, staying late, or adding weekend appointments once a month.



3 Pre-Screen Virtually

Increase starts for orthodontists by inviting potential patients to start a digital assessment online, submit pictures through an online portal, and schedule a virtual appointment to discuss treatment and costs.



4 Provide Same-Day Care

Increase revenue by completing **more treatment in one visit**.

 Identify opportunities through daily chart reviews.



5 Reduce Turnaround Times

Add digital workflows including 3D printing and surgical guides.



6 Shorten Hygiene Appointments

Explore **guided biofilm therapy (GBT)** to replace cavitrons.



Condense appointment length and reduce tension on wrists.



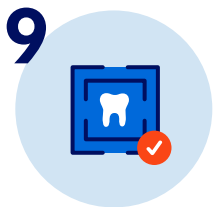
7 Standardize SRP Protocol

Consistently diagnose, treat, and follow-up on perio.



8 Reduce Referrals

Review specialty referrals and **identify opportunities to keep more within your network**.



9 Leverage AI for X-Rays

AI analysis helps identify clinical findings and **increase case acceptance**.



AI-annotated X-rays also may assist with claim approvals.



10 Streamline Operations

Shadow your best performers to identify best practices in scheduling, insurance verification, treatment planning, clinical care, and account reconciliation.



Take detailed notes including timing, phrasing, and efficiencies.



11 Fill Scheduling Gaps

Use QuickFill in Denticon to identify patients who meet the appropriate criteria and send a mass text to let them know about an opening.



The first respondent gets the appointment. Additional respondents receive an automated reply to let them know that time was filled and to call the practice.



12 Enhance Treatment Coordinators

Teach soft skills, psychology, and case acceptance techniques to coordinators.



Consider hiring people comfortable talking about money, including realtors and jewelry store clerks.

13



Reduce Claim Rejections

Use **Denticon's Task Manager** to confirm coding, documentation, and image attachments.



Create treatment plan explosion codes.

14



Offer Payment Plans

People expect the same **convenience of monthly payment plans** that they enjoy with Amazon.

15



Suggest Financing Options

Make it easy for patients to afford treatment by letting them know about third-party financing options and/or your in-office dental membership plan.



Some third parties offer options for sub-prime credit scores too.

16



Keep Card on File

Denticon offers encrypted card-on-file capabilities, which enable practices to **securely save a primary method of payment** and a secondary method for automatic payment plan withdrawals.

17



Expedite Payment

Deploy automated text-to-pay reminders with links that allow patients to pay online.

18



Renegotiate Reimbursements

Review your PPO rates and **renegotiate with carriers** to increase compensation.

