

EP. 59 Celebrating 20,000 On-Site Solution Trainings!

Scheduling Institute's Training team hit their **20,000 On-Site Solutions** Training in November. In this episode, we take a walk down memory lane and discuss where we were and where we are now. When was the last time you did this?

We did our first New Patient Mastery Training (formerly known as the 5-Star Telephone Training) back in 2007. In just 10 years that number has grown to 20,000! We couldn't have done that without our awesome clients. Our growth is a direct reflection of their growth.

In 2011, we launched our first Clinical On-Site Solutions Training.

Now we have a total of 60 trainers (16 who are clinical). We are in 8 countries and we have trainers that live in 3 countries.

It's easy to get caught up in the moment and forget to realize how far we've come.

When was the last time you took a look at your practice growth? Where were you ten years ago versus today? What about your hygiene department?

In our Hygiene Vision and Growth Training, we have the doctor and team reflect on this. It's always fun and rewarding to see how much progress they've made over the last years.

Meet with your team and take your own walk down memory lane. What are your major milestones? When did you start your practice? When did you add space/equipment? When did you add an associate or hygienist? What was your revenue when you started and what is it now?

Take a moment to celebrate the milestones and then set your goals for the future!