

EP.13

Taking the Reins

Teams who feel the fear and do it anyway: See results fastest
Don't get stuck in, "This won't work for us."

Get over the hump way faster

HOW?

1. Be responsible for yourself and what you can do to contribute to the bigger picture and growth of the practice
2. Think outside the box on how you can provide the best patient care possible. Ex: Is it just a prophylaxis, exam, and x-ray day? Or is there something else the patient could benefit from?
3. Prepare for the patient prior to seeing them to see what opportunities may arise
4. Learn from your results to keep doing what you're doing or adjust. Ex: Don't let a "no" keep you from trying again! Use it as a learning experience to learn a better way to get patients to say, "yes" to what they really need.

What does the mentality Hygienist who takes the reins look like?:

1. Confident
2. Owns the room
3. Results driven
4. Always wants the best for their patients
5. Prepared
6. Engaged

Success in this will not develop over night!:

1. Keep trying and you will figure out what works.
2. Practice verbiage to become more comfortable discussing what is best for our patients.

How does the patient win?

1. Walking out healthier
2. Walking out happier
3. More understanding of what they need to do long term

How do you win?

1. Patients will feel your confidence and authority.
2. Your patients will be more likely to say, "yes!"
3. Think about how rewarding will that feel? You will enjoy your job more and be less likely to experience burn out.