

NP Focus in Hygiene

- ** Why are NP important to the hygiene part of the business?
- ** Why is it ideal for NP come into the practice through Hygiene first?
- ** When is it a good idea for the NP to see the Dr. First
- ** Hygienist have a higher trust from the patient so when they can set the Dr. up for success by preheating the patient - case acceptance increases.
- ** 65% or more of the work on the Doctor's side should have come through hygiene (they are the start of relationship building and creating value to follow through with treatment.
- ** Motivation around seeing the NP in the hyg schedule. Look at as an opportunity vs a long non profitable visit.
- ** NP in Hygiene first gives the hygienist the opportunity to create a relationship that will ensure patients return for a lifetime.
- ** Are you patient centric and meet the patients needs by allowing them to get the CE and PX done on same day - 1st visit. Most NP's now a days are about convenience - Be the place they can easily access the care they desire.

Hygienist Role in NP attraction

- ** How can Hygienist increase NP's? (Creating value, nurturing relationship with patients, asking for referrals/testimonials.)

Embrace the NP in your schedule and look at it as an overall opportunity for you to help the practice grow and serve the patients in your community with convenience.