



Understanding the Business of Hygiene:

Uncovering Opportunity

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Perio Awareness

What % of my patients have active perio infection?

New Patients _____

Patients in Recare _____

Homework: How do the above numbers compare to our Perio Percentage?

Find out by downloading the tool at www.InspiredHygiene.com/periotool

Perio Percentage Benchmark - _____ or greater

Low Perio Percentage is often an indicator of:

- _____
- _____
- _____
- _____

Your Perio Potential

Perio in Existing Patients:

Hygienists ____ x 600 adult pts = ____ pts in recare

Patients in recare x 10% = ____ x 2 quads SRP = ____ /12mths
= ____ **quads/mth existing pts**

Perio in New Patients:

New Adult Patients per month ____ x ____ % with active perio
x 2 quads SRP = ____ **quads/mth new pts**

Total Potential Quads/mth = _____

How many quads do you average per month now? _____

Open Time

% = # hours open/# hours available

Open Time Benchmark _____ or less

Profitability

For a hygiene department to be profitable, it must produce _____ times the hygiene compensation (salary + benefits).

Co-Diagnosis

Present 3x what you want to _____