

Your *Best* Production Worksheet

Procedure	High Net Profit	Energizing/Enjoyable	Easy to Deliver	High Patient Acceptance	Sustainable/Large Potential Market	Delegable (team/associate)	Total Score
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							
11.							
12.							
13.							
14.							
15.							

Your **BEST Production** Worksheet *Instructions:*

The goal of this exercise is to find the procedure or procedures performed in your office that create the BEST production (or Pay Day) for you. This is NOT simply what you charge the most for or what has the highest margin—it's the procedure or procedures that are also enjoyable, easy and sustainable for you to deliver.

Procedures: First list up to 15 procedures that you perform in your office. If you do A LOT more than 15 procedures in your office, limit your list to 15 procedures that you enjoy doing (or you enjoy because your team is able to do most of it). If you know you don't like to do something, don't put it on the list—unless you're just curious how it will score.

Scoring: With each of the following criteria you will score from a low of 1 (terrible) to a high of 5 (outstanding). If a criteria is mostly neutral, that would score a 3.

High Net Profit: How profitable is the procedure? Consider lab costs, and of course your and your team's time.

Energizing/Enjoyable: Does the procedure energize you or drain you? Do you enjoy it or dread it?

Easy to Deliver/Perform: How easy or difficult is the procedure? Does it require multiple visits, or complex steps? Are the patient's expectations typically easy or difficult to meet?

High Patient Acceptance: How easy or difficult is it to acquire case acceptance? Do most patients to whom the procedure is recommended move forward?

Sustainable/Large Potential Market: Is it a procedure that many people need? Are you able to do it long term physically? Is it likely to be just as needed in the future?

Delegable: Can the procedure, or a large part of the procedure, be delegated to team members? If not, could it be taught and delegated to an associate dentist, or does it have to be performed by you personally?