

## Perio Management Consultants



### Comprehensive Care Training

### Our Consulting Relationship

Our mission as dental hygiene consultants are to assist dental teams in creating and implementing systems to establish a common philosophy and standard of care that promotes overall health and excellence in dentistry. Toward this goal we work with dental teams to instill a new passion for dentistry, and create a positive working environment that allows team members to be partners in care, giving them the ability to utilize all their skills to their fullest potential and motivating them toward the future. The end result... a more efficient, productive, motivated and less stressed hygiene department.

*Note: All of these programs may be customized to meet your practice's specific needs.*

*For more information, please contact Jayne Carey, RDH at (617)962-1102, or visit us on the web [www.perioconsultants.com](http://www.perioconsultants.com)*

### Consulting Programs

#### Self-Guided Transformation with Lift off Workshops

(2 days on-site training)

- 4 hours in-office seminar (philosophy, treatment programs, codes, and, fees)
- 4 hours of clinical role play of protocols and diagnosis skills
- 8 hours in-office clinical support for hygienists in case presentations and staff support
- 1 workshop module:
  - Probe/Chart workshop
- 8 / 30-minute phone coaching sessions
- Self-monitor progress

**Average expected growth in hygiene revenues: 20%**

#### Cornerstone Program: Self-Directed Transformation

(4 consecutive days of on-site training)

- 8 hour in office seminar (philosophy, treatment programs, codes, and fees)
- 4 hours clinical role play of protocols and diagnosis skills
- 16 hours in-office clinical support for hygienists in case presentations and staff support
- 4 hours of staff meetings
- 4 Workshop Modules:
  - Probe/Chart
  - Diagnosis skills,
  - Communication skills
  - Behavior Modification
- 8 / 30-minute phone coaching sessions
- 6 monthly statistical reports

**Average expected growth in hygiene revenues: 35%**

#### Comprehensive Practice Transformation

(8 days of on-site training over 6 month time period)

- 14 hours in-office seminars (philosophy, treatment programs, codes, fees, and adjunctive products)
- 8 hours clinical role play of protocols and diagnosis skills
- 40 hours in-office clinical support for hygienists in case presentations, communication skills, and staff support
- 8 hours of chart review
- 10 hours of staff meetings
- 7 Workshop Modules:
  - Probe / Chart Workshop
  - Diagnosis skills
  - Communication skills
  - Behavior Modification
  - Perio Maintenance
  - Adjunctive products
  - Treatment notes protocol
- Standard Operating Procedures (SOPS) Manual
- Personal Periodontal Evaluations
- "Mastering the Art of Diagnosis" Workshop
- Creative Compensation Programs for Hygienists
- Ongoing support through the paradigm shift and resistance to change
- Unlimited telephone support during transformation
- 12 monthly statistical reports

**Average expected growth in hygiene revenues: 50%**

#### **Materials included in all Consulting Programs:**

- Comprehensive Care Hygiene Training Manual for up to 10 team members (complete with patient education letters and tracking forms)
- 1 Modifiable disc of forms