

How to **Save** **13 Hours** a Week in 2023



New Year, Same Problems

Even though it's impossible to predict exactly what challenges and opportunities a new year will bring, one thing is for sure – last year's problems didn't disappear when the Times Square Ball dropped. And in dentistry, some of those problems look like this:

- › With a recession predicted, uncertainty continues to loom.
- › Staffing will continue to be difficult, and possibly more expensive.
- › Dealing with insurance will still be a pain, and they'll probably pay you less than last year.
- › Overhead costs are going to rise, just as they have every year.

Despite all this, you have new goals to reach and new growth to create for your practice. How can you do it all when it feels like the deck is stacked against you?

There's no magic formula, but there is a concrete approach that can help you maximize production and minimize burnout during times like these.

It's not "new year, new me." Instead, it's "new year, new systems."

Practices all over the country are finding some relief by automating busy work, using their time more efficiently, and letting their systems take care of the daily grind.

In fact, practices using Dental Intelligence save an average of 13.21 hours every week.

They saved 687 hours last year.

That's about 86 business days.

That's almost 3 months of time reclaimed from the daily grind.

They're using that time to let their team spend more time focusing on the patients in the practice instead of getting patients into the practice. It means they have enough time to remodel the office, supercharge production, and still have additional time outside work for family and friends (and maintaining their sanity).

So how did they do it?

We asked people from all across the industry how much time they spent performing routine office tasks before and after adopting Dental Intelligence. Here's what they told us.

Accounts Receivable

In an average week, how much time do you spend collecting outstanding balances from patients? How much time do you spend collecting patient portions (including explaining fees, collecting payment information, and processing payments)?

Time Spent Before Dental Intelligence	300 Minutes Per Week	5 Hours Per Week
Time Spent With Dental Intelligence	123 Minutes Per Week	2.05 Hours Per Week
Total Time Saved	177 Minutes Per Week	2.95 Hours Per Week

How did they do it?

The short answer? Dental Intelligence Payments allows practices to collect payment through secure emails and texts. Users get a full list of outstanding balances, and with one click, those patients get a personalized text and the practice gets paid. Financing options are also clear, competitive, and easy to understand.

They didn't have to pull balance reports, print them, check for past due dates, download bills, print them, fold them, seal them, stamp them, or mail them. They didn't have to send emails, receive no reply, and call to follow up.

"I can quickly send a patient a link to pay, which helps big time if I am busy when they leave." - Kylie, Wells Dental

It's just one message. No reply after a week or two? Change a few words and send it again. That's all there is to it. Dental Intelligence even offers physical terminals so you can run all your payments in one system for easy reporting.

"[Collecting payments] used to be such a waste of time and resources," [Courtney Mead, Office Manager at KB Dental in Michigan told us](#), "but now Payments is saving me about 16 hours of work for each day we see patients. It is a huge time saver!"

Appointment Scheduling

In an average week, how much time do you spend reaching out to patients to fill chairs? How much time is spent confirming appointments or searching for patients to fill holes in the schedule?

Time Spent Before Dental Intelligence	399 Minutes Per Week	6.65 Hours Per Week
Time Spent With Dental Intelligence	232 Minutes Per Week	3.87 Hours Per Week
Total Time Saved	167 Minutes Per Week	2.78 Hours Per Week

How did they do it?

A combination of Dental Intelligence Patient Finder and real-time Online Scheduling. Patient Finder allows practices to fill gaps in their schedule by finding **patients who meet their needs**, and Online Scheduling makes booking that appointment as easy as clicking a link.

Your schedule doesn't have to be at the mercy of whoever decides to call you. You can pick, choose, and prioritize which patients are the best fit for your practice. Most often, the best targets are patients who have:

- > **Unscheduled treatment**
- > **Unscheduled hygiene**
- > **Remaining insurance dollars**

Targeting these patients first means your staff spends less time filling holes in the schedule. Then, all it takes is one click on an easy scheduling link you

can send via text or email. The patient gets a fully booked appointment, and you stay in control of your schedule. You can even collect insurance information and include any reservation fees.

Patient Management

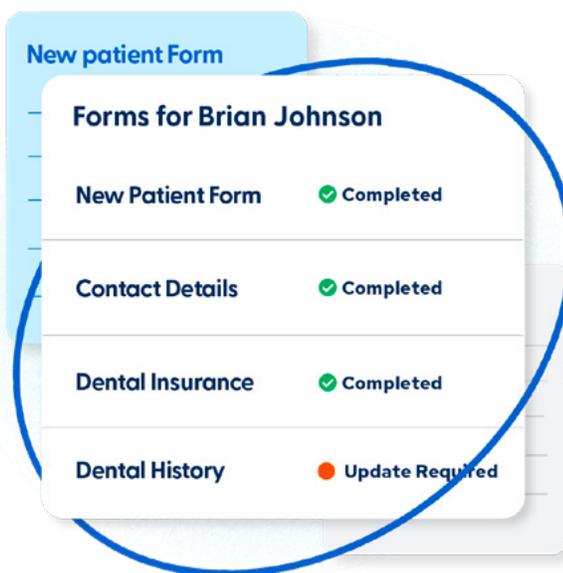
In an average week, how much time do you spend collecting insurance information, dealing with patient forms, getting consents signed and appointments confirmed, and checking patients in for appointments? After all that, how much time do you spend following up with patients by phone, text, or email?

Time Spent Before Dental Intelligence	633 Minutes Per Week	10.55 Hours Per Week
Time Spent With Dental Intelligence	485 Minutes Per Week	8.08 Hours Per Week
Total Time Saved	148 Minutes Per Week	2.47 Hours Per Week

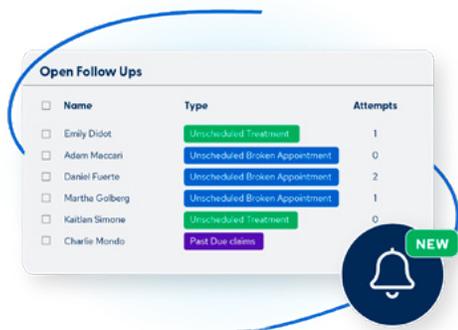
How did they do it?

They took the busy work out of patient management by letting Dental Intelligence handle their forms, appointment communications, follow ups, and check-ins.

When any form can be digital, scanning and data entry become things of the past. Dental Intelligence automatically detects when forms are due from a patient, then securely sends them the necessary forms via email or text. This means patients finish paperwork before arriving, which shortens wait times. Best of all, these forms automatically sync with your practice management system, updating patient information instantly, which means no more manually downloading completed forms or waiting for overnight syncs.



Automated hygiene recall and appointment reminders help you keep your schedule full and get patients confirmed for upcoming appointments effortlessly in the background, so you can focus your patient outreach and phone time on less routine matters.



Follow Ups automatically generates lists of all your patients who need to be contacted, and those messages can be sent with just a click. This means the team doesn't have to rely on sticky notes, or build call schedules themselves. It's a zero-effort way to collect past-due balances, track past-due claims, and so much more.

Screen Pops even make it easier to field incoming calls. When the phone rings, a screen pop shows the front desk who they'll be talking to, and what needs to be discussed whenever a patient calls. No more fumbling with charts to find relevant info – just click the incoming call pop-up and all the relevant information is there.

Team Management

In an average week, how much time do you spend preparing for team meetings and gathering reports? How long does it take to get your team on the same page about goals and patient management? How much time do you spend achieving team alignment on patient needs and treatment steps?

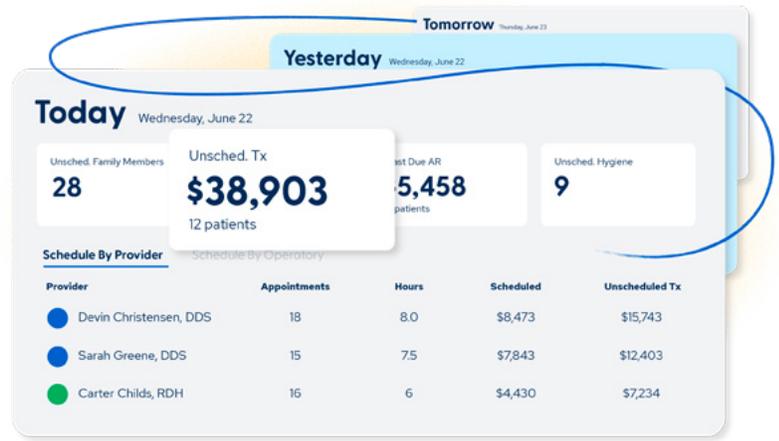
Time Spent Before Dental Intelligence	354 Minutes Per Week	5.9 Hours Per Week
Time Spent With Dental Intelligence	209 Minutes Per Week	3.48 Hours Per Week
Total Time Saved	145 Minutes Per Week	2.42 Hours Per Week

How did they do it?

They had effortless access to Analytics and an automatically generated Morning Huddle – the 15 most important minutes of the day.

At these practices, Dental Intelligence has already built a complete Morning Huddle for the entire team, before the day even begins. That

means no running reports manually, and no more mornings lost digging through the practice management system. Instead, the agenda is set and prepared for presentation before the first team member walks through the door.



Morning Huddle gives you a custom daily prep deck full of opportunities on that day's schedule, including:

- > **Unscheduled Treatment**
- > **Unscheduled Hygiene**
- > **Unscheduled Family Members**
- > **Past Due AR (Accounts Receivable)**

The whole team also gets a breakdown of yesterday's numbers, today's goals and schedule, and tomorrow's opportunities. If team members want a more detailed breakdown of their individual goals and contributions, they can just consult [Provider Pulse](#).

When everyone is on the same page, less time is wasted, and less falls through the cracks.

Business Management

In an average week, how much time does it take to create reports and evaluate business goals? How much time do you spend creating marketing materials, including patient outreach emails and social media? How much time do you spend gathering reviews from patients?

Time Spent Before Dental Intelligence	218 Minutes Per Week	3.63 Hours Per Week
Time Spent With Dental Intelligence	62 Minutes Per Week	1.03 Hours Per Week
Total Time Saved	156 Minutes Per Week	2.6 Hours Per Week

How did they do it?

Instead of spending hours digging up data from the practice management system and putting it into an easy-to-understand dashboard, these practices simply opened Dental Intelligence. It's really that simple. The business analytics take care of themselves, so the team can spend time acting on data instead of trying to make sense of it.

Dental Intelligence provides instant, easy answers to big questions like:

Where does my practice stand?

Where is it headed?

What needs to happen to turn my goals into reality?

And when it comes to growing your business and managing your online presence, we make it easy to get up to 5x as many online reviews without lifting a finger – plus our users have access to a library with hundreds of ready-to-use email and social media templates to boost your marketing efforts.

You only get 24 hours a day. Make more of them yours.

Even if you're not using Dental Intelligence, it's worth taking a look at your systems and processes this year. It may seem like the odds are against you – even against dentistry as a whole. But if you can spend less time bogged down in the daily grind, your practice and your mental health will be in a better position for success. That's a new year's resolution worth making.

If you're ready to save 13 hours a week, you can see a free demo of Dental Intelligence by clicking below. It's the easiest way to Practice Smarter™ in the new year.

[Schedule a Demo](#)



What are practices saying about Dental Intelligence?



"In just one month we were able to recover over \$25,000 in past-due collections and insurance claims with the help of Dental Intelligence's Collections Board. I found patients who hadn't had an x-rays done in many years – including one who hadn't been done in fourteen years! By the time the shutdown ended in California, we had scheduled over \$120,000 in future production – including \$40,000 of that in just seven days."

Dr. Michael Spitzer



"In the first few weeks of being a customer of Dental Intelligence and before we had even been fully trained, we were able to use the Patient Finder to schedule more than \$15,000 just in Hygiene Recare alone! We were so stoked to see how we could find the patients we wanted to schedule so quickly!"

Newton Dental Associates



"We really love that Dental Intelligence sends the forms for us. The patient forms are too much work for us and the fact it goes into Dentrix automatically is great. We love that it is doing everything for us!"

Dr. Arroni DDS