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Speaker | Coach | Author



Heidi Arndt, RDH, BSDH has been training and coaching dental hygiene teams for over 13 years. She is an expert at improving dental hygiene profits through development of the dental hygiene team. Her focus on improving leadership, teamwork, organizational systems, patient care, patient service, verbal skills and sound business strategy makes her one of the most well rounded hygiene coaches in the nation.

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Dental Hygienists: Partners in Success!

If we described a team member who produced 30% of the practice revenue, was the reason over 80% of new patients came into the office, and from whose operatory 60% of restorative treatment was discovered, you may likely be thinking this is one heck of an associate and partner.

Actually, we have just described the hygienist!

As a provider of care, generator of revenue, and a chief draw of new patient and recall traffic, the hygienist should be viewed as a partner in the practice.

In this course, Heidi will lead hygienists to discover their “real” value in the practice, and how they can positively impact the financial health of the practice, and empower them with the tools to be a significant contributor of revenue, referrals, and recall business.

Heidi will walk the hygienists through some of the hottest non-clinical related topics in dental hygiene practice today. Topics including: Hygiene Compensation Trends, working smart-not hard, and how to work seamlessly with other team members in the practice.

Course Objectives:

- Key Hygiene Business Targets every dental hygienist should know.
- Tips to improve your “value” in the practice.
- How to manage your hygiene schedule, while eliminating chaos.
- Clear understanding of current hygiene compensation trends and how they are affecting the industry.

Grand Slam Hygiene Exam

Doctors, do you cringe every time you hear that call for a hygiene exam?
Hygienists, do you wish your doctor would complete the exam in a timely fashion?

Whatever the challenges are, Heidi will teach you how to create a productive, efficient and patient centric exam in 3 simple steps.

The hygiene exam is the most crucial segment of the dental hygiene appointment; this is where you build patient trust and practice revenue. Is it time to hit your exams out of the park?!

Course Objectives:

- Key information that needs to be shared at the hygiene exam.
- Doctor + Hygiene Collaboration = Productive & Comprehensive Treatment Plans.
- Tips for consistency and efficiency, so everyone stays on time.

Everything Counts: Know Your Hygiene Numbers!

Doctors & managers, are you confused on what you can expect from your hygiene team? Hygienists, are you struggling to understand the 'business' side of hygiene and why it is important?

Patient care is the foundation of every dental practice, and understanding how well the hygiene team is performing is important too. Using key metrics, you can monitor the health of your hygiene department and together identify how you can provide better care to your patients while improving your bottom line.

Course Objectives:

- Learn the top 5 metrics you need to track for hygiene success.
- How to get your hygienists engaged and motivated to take your hygiene department to the next level.
- 3 simple steps to to accelerate your hygiene revenue today!