

Hygienist									
<b>Basic Expectations</b>									
Attend morning huddle prepared each morning with ideas to get to goal									
Understand all meetings and come prepared for each completely									
Provide appropriate paperwork to patients either before their appointment for your procedures on tablet									
Follow HIPAA guidelines									
Manage the cleanliness, order of your op									
Post EOD checklist on Teams									
Consistently obtaining iTero scan on pts 1 time year									
<b>Tier System Promotion Levels</b>									Doctor Sign off on skills
<b>Tier One \$40-43/hr Must be at 3.0x cost to move to next tier</b>									
Understand your daily goal and how to get to it consistently									
Schedule hygiene appointments correctly - correct type and on the correct time									
Use interoral photos to capture specific dental concerns - cracks, inflammation, etc.									
Be able to navigate through the schedule, know hygiene columns and Dr. columns									
Perio %'s above 20% each month									
FL (FL+Cervitec) %'s above 80% each month									
Know all Doctors and the procedures they perform and days they are scheduled									
Begin learning to prepare simple treatment plans									
EOD checklist done without compromise 95% of time									
Understand most dental procedures well enough to discuss with patients (implants, surgeries, cosmetics, orthodontics, whitening options, all on X)									
Stay on time for appointments 85% of time (within 5 min of appt time)									
Check out Hygiene Patients with 100% accuracy and reschedule as needed									
Run CC payments for FL, small procedures out of op									
Know frequencies for hygiene appointments and limitations for hygiene appointments to the extent needed to schedule future appointments									
Excellent handoffs to front desk - little to no follow up questions necessary for them to help the patient									
Can accurately help guide replacement process with front desk and patient									
Begin learning basic insurance plans, coinsurance, deductibles, frequencies, yearly max, to the extent needed to have a very basic conversation									
Accurately diagnose D1110, D4346, SRP, and PM									
Offers and completes LBR 75% on PM and D4346 pts									
20 Quads of SRP/month for 3 months straight									
Able to confidently run the New Patients									
Able to co-diagnose basic fillings, crowns, decay etc.									
<b>Tier Two \$43-47/hour 3.0x cost BONUS ELIGIBLE!!!!</b>									
<b>Tier one plus...</b>									
Can help co-diagnose with patients their occlusal, esthetic, missing teeth, periodontal surgery needs well									
Able to offer Comprehensive services such as LABR, LAPT consistently and with 90% case acceptance									
Consistently discussing comprehensive treatment options such as realignment, perio surgeries, comprehensive esthetic solutions confidently									
Understand nightguard options vs. realignment (Invisalign) and can discuss with patients									
Perio %'s above 30% each month									
Understand all funding options for patients well and be able to discuss easily with patients									
Able to easily understand staging of tx plans to help patients navigate through stages									
Confidently co-diagnosis so the patients have an understanding what the dentist is going to say and is accurate									
KPI's hit 90% of time - FL % over 90% and Perio % over 25% per month									

