

Renovation Worksheet

Practice Name: _____

Practice Address: _____

How to Open a
DENTAL
Practice.com

(Check all that apply)

Patient Perception:

- Our practice looks basically the same 10+ years ago
- Patients have commented that our practice looks “old” or “dated”
- Our reception area is not too welcoming and/or furniture is old
- We lose more than 30% of our first-time patients that come in for consult or cleaning

Functionality & Workflow:

- Storage is an ongoing problem
- Our patient flow is inefficient – we feel cramped
- We would like to increase production – could use more exam room/treatment room
- Our current set up makes it hard to adapt new technology

Compliance & Technology:

- o Our equipment is over 12 years old
- o Our practice may not meet current ADA accessibility standards
- o Our practice doesn't have proper lighting or plumbing requirements
- o Digital equipment integration is difficult in our current set up
- o We need space for new technology/equipment

Business Goals:

- o We want to increase high value case acceptance
- o We want to improve patient comfort and retention
- o We plan to sell the practice in the next 5 to 7 years
- o We want to compete better with other practices in the area
- o We want to increase production by adding an associate or specialist

0-3 Checks: You are in good shape. Plan ahead for future updates

4-7 Checks: You are starting to see the limits of your space – Time to explore options

8+ Checks: Your practice is overdue for renovation – Patients may already be noticing