



Rachel Wall, RDH, BS

Speaker Packet



inspired*hygiene*

Elevating your hygiene
service, systems and profits.



Learn the **FIVE** essentials *every dentist and team must do* to increase hygiene profits and empower the hygiene team – *all while delivering outstanding care.*

MIX AND MATCH COURSE SEGMENTS TO CREATE:

Single- or Multi-Segment Breakout Session
Full Day Lecture - *or* - Two Day with Hands-on Workshop

H Understanding the Business of Hygiene

Uncovering Opportunity with the Hygiene Analysis

While patient care is the primary focus, practice statistics are often the gauge for measuring the level of care being provided. Knowing how to analyze and monitor hygiene department statistics enables you to know at any moment how well your systems are being implemented - when to celebrate and when to get re-focused.



- Uncover specific areas of the hygiene department that hold untapped potential for growth
- Learn the FIVE down and dirty hygiene department benchmarks to track and report every month
- Discover how open time in hygiene can actually be a good thing
- Determine the true level of periodontal disease awareness in YOUR practice

Suggested Format: Consider adding a half-day workshop where attendees bring their hygiene department statistics to analyze.

H The Motivated Mindset

Why We Do What We Do



Uncover the most common mistakes that when corrected can easily triple the amount of perio therapy you're performing, increase production, reduce stress and set you apart as a true healthcare professional.

- Resources to get the entire team on the same page with a common Perio Standard of Care
- Science-based rationale to overcome mental barriers that hold hygienists and dentists back from recommending ideal perio treatment
- Develop critical thinking skills to create customized treatment plans and increase case acceptance
- Specific language for presenting perio treatment to existing patients-and getting a surprisingly high acceptance rate

H Get Over It!

Identify and Clear the Most Common Hygiene Department Obstacles

Learn how to identify and clear the five most prevalent barriers that may be preventing you and your team from delivering high level care and reaping the rewards of a profitable hygiene department.



- The 5 most common obstacles that keep practices from implementing new systems and services and how to overcome them
- How to resolve typical scheduling challenges that hurt hygiene productivity and the care provided to patients Tips to get out of the Prophy Trap for good

H Implementing Hygiene Systems for Increased Productivity

Learn a systematic approach for the entire hygiene appointment that will increase treatment enrollment, decrease stress and improve the efficiency of hygiene appointments no matter your role on the dental team.



- How what you do in the first 20 minutes of the hygiene visit effects the entire practice
- How to drastically reduce the time it takes for the doctor exam while dramatically increasing the effectiveness
- The #1 activity that is responsible for most hygienists running over
- How to uncover critical information that may be hiding in your patients' medical history

H Empower the Team

The Self-Managing Hygiene Department



Empowering hygienists to take initiative to improve their own skills and hold each other accountable actually starts with strong doctor leadership. In this course, learn the four T's needed to transform a hygiene team from employees to business and clinical partners.

- Groom the high-performing Doctor/Hygiene team approach using intra-oral photography and co-diagnosis skills to increase restorative enrollment from hygiene
- Real-life examples of hygiene departments that went from good to great
- Compensation strategies that serve the hygienist, the patient and the practice
- Strategies to allow doctors to empower and trust their hygienists rather than micromanaging

H Clinical Skills Development Workshop (Can be added as **SECOND DAY**)

Refining and calibrating clinical diagnostic and treatment techniques will ensure consistent high-level care and treatment plans that are patient-centered. This course will reveal science-based evidence for moving to a modern model of power instrumentation while including tips and techniques to take your confidence and skill to a new level.



- How to calibrate perio probing technique with doctors and hygienists
- Techniques for evaluating x-rays for bone loss
- Evidence-based rationale comparing the effectiveness of hand instrumentation to ultrasonics Leveraging ultrasonic power as your primary instrumentation modality

The instrumentation workshop requires an additional *Inspired Hygiene instructor*.

Suggested Audience:

Doctor, Hygienists, Office Managers, Team

Suggested Formats:

Full or Half-day Lecture;

Two-Day with Hands-on Workshop



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Meet Rachel

*Ready to break through the obstacles your team faces
in creating a thriving hygiene department?*



Rachel Wall, RDH, BS coaches dental teams to build highly productive hygiene departments by implementing systems for high quality periodontal care, enrolling restorative care through hygiene, letting go of negative mindsets and old beliefs while managing the logistics of a high performance hygiene department.

Drawing from her 20-plus years of experience as a hygienist and practice administrator, Rachel delivers to-the-point clinical speaking presentations around the country. Her interactive teaching style coupled with a workshop environment creates a learning space where dentists and team members are compelled to get to the heart of what's held them back and are inspired to reach for more for themselves and their practices.

Professional Associations and Memberships:

- National Speakers Association
- Academy of Dental Management Consultants, Board
- Speaking Consulting Network
- Nationally Published Author:
 - Dentistry Today
 - Dental Entrepreneur
 - RDH Magazine
 - Progressive Dentist
 - Hygienetown
- Most Effective Dental Hygienist Educator – 2012 Dental Excellence Award (Dr. Bicuspid)
- Top 25 Women in Dentistry- 2013 Dental Products Report

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Previous and Upcoming Presentations

Partial Listing

National/Regional Dental Meetings

American Dental Association
American Academy of Cosmetic Dentistry
American Association of Dental Office Managers
Academy of Dental CPAs
Cain Watters Annual Client Meeting
Excellence in Dentistry
Rocky Mountain Dental Convention
RDH - Under One Roof
Star of the South Dental Meeting
Thomas P. Hinman Dental Meeting
The Big Apple Dental Meeting
Townie Meeting
Yankee Dental Congress



State Dental Meetings

Alabama Dental Association
New Hampshire Dental Association
Oklahoma Dental Hygiene Association
Tennessee Dental Association
Texas Dental Association
Utah Dental Hygiene Association

Testimonials

"Thanks so much Rachel! As a meeting scout, I received the best complement from two fellow national meetings scouts. They told me you were the best new speaker they had heard in a long time and thanked me for helping them discover you. Awesome!"

Eddie Pafford; Past-President
Hinman Dental Society

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"Rachel really made me reassess my perio program and realize I am not diagnosing nor treating early perio. Can't wait to implement what I learned on Monday."

Lana Lewis, DDS