

# Do you really know how well your practice is performing?



With our Practice Analysis you will see  
*Your* **BUSINESS CLEARLY**

**Do you really know how well your practice is performing?  
With Practice Analysis you can now find out.**

*We have the solution for you*



## Practice Analysis

Recognising there is often a noticeable difference between how a practice owner thinks their practice is performing and the reality of the situation, Practice Analysis is a proven process for analysing practice performance and identifying solutions to help practice owners meet their professional and personal goals.

Our **Practice Analysis** service is designed specifically to help identify those aspects of your practice in which gains can be made, giving you focus.

## How?

By using a combination of a Business Discovery Meeting and specific data from the practice's management software, Practice Analysis explores business performance in those areas that are key to revenue generation, including staffing, treatment blend, appointment utilisation and recall effectiveness.

The data shows exactly what is happening in your individual practice against how you **believe** your business is performing, and offers remedies and investment solutions that can make a tangible impact on business revenue, efficiencies and practice profitability. It also allows us to benchmark the performance of your practice against the national average and to illustrate the possibilities that would open up by using 'best practice' tools.

Once the report is produced, your consultant will go through the results and findings with you and offer tangible solutions that will improve your business and ultimately increase your profitability as well as the value of your practice.

“ Practice Analysis was a brilliant eye opener. It’s a reality check which helped us to understand the strengths and weaknesses of our business. Andy Lane is one of the few business consultants whom I trust, and his report was a great help in planning my investment. ”

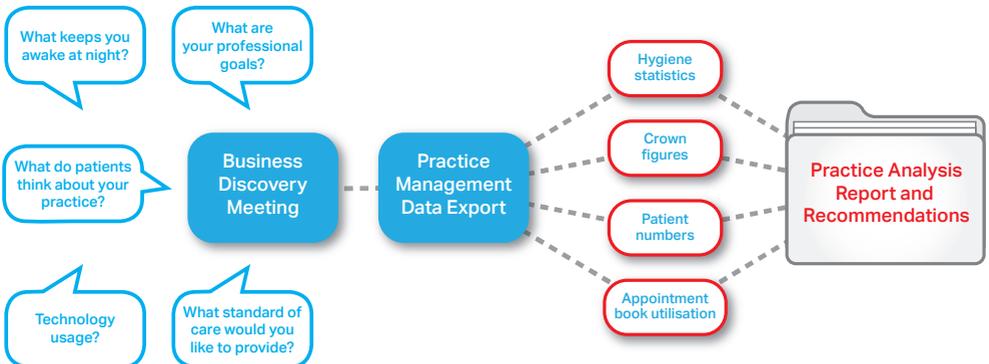
Dr Anu Jawahar  
Hurst Dental Practice

*We have the solution for you*

## Why?

A **Practice Analysis** review will help you look at your business in a different light, clearly highlighting areas which hold potential profitability you might not have known existed, giving you renewed focus.

Offering practical solutions to help you make these improvements, you will be able to put specific action plans in place to ensure you can drive your business forward and achieve your clinical, business and personal goals.



“ Very useful exercise overall and helped to focus on, and complete, action points/plans. ”

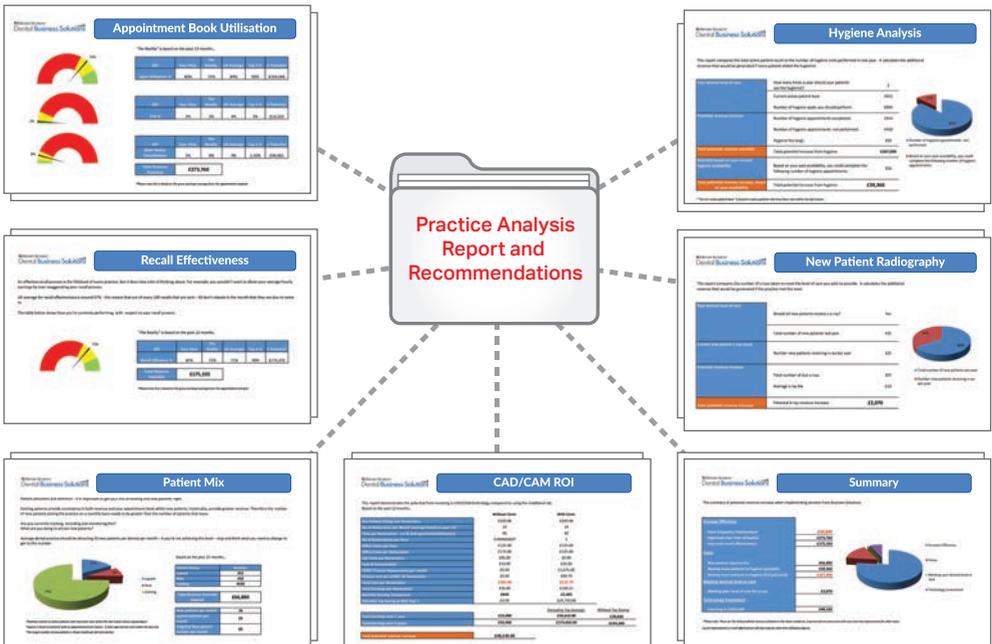
Mr Malcolm Dewar  
Morningside Drive Dental Care

# Your Practice Analysis Report

A personalised report will be generated specially for you, to help provide insight into how your practice is currently performing in critical areas that influence your revenue, like appointment book utilisation and recall effectiveness, procedure, patient and treatment mix, radiography and digital capability, to help you reach your full potential.

Reading through your report, you will find that we also provide benchmarks of how your business is currently performing against an average UK practice, and also against what could be realistically possible for your practice if best practice was employed (as followed by the top 5% of dental practices).

The contents of the report aim to add value to the way you think about your business and offer you tangible solutions to grow your practice. Our knowledgeable sales consultant will talk you through the report and help guide you on the path to improved business success.



To book your Practice Analysis  
visit [hsbusinessolutions.co.uk/practice-analysis](http://hsbusinessolutions.co.uk/practice-analysis)  
or speak to your Henry Schein Consultant