

The Return to Work Guide for Dentists – Part 3: Your Finances

Use this guide to help you accomplish a return to work that boosts your finances

Like many dentists, you may have taken on additional funding to support your practice during lockdown. With restrictions on the treatments you can carry out as you re-open your practice, it is vital you give focus to 'projects' that help mitigate new costs, reduce existing costs and boost income. This will maximise the profit you can use to service increased costs and debt.

Reducing & Mitigating Costs

This area is very important currently, while you are restricted in the treatments you can carry out and number of patients you can see.

- **Conduct a formal review of all your practice outgoings** to identify and get rid of any unnecessary non-clinical costs at this time (did this at the start of lockdown? Time to do it again)
- **Consider the structure of your practice** – are there changes that can be made to make operations more efficient? *We'll produce the financial forecasts you need to explore your different options*
- **Consider your new costs** - do you need to pass on some of the new costs you incur to re-open your practice safely to your patients? *We'll include this analysis in your forecast*
- **Consider a reduced payment structure for associates** once they return to work

Remember the Clear Vision team are here to help you in this area. Just call 01249 712074 to speak to us. We'll be glad to help.

Maximising Income

- **Prioritise contacting those patients*** whose ongoing treatment you are able to carry out to book their next appointments (keep doing this as your treatment capabilities expand)
- **Systemise follow-ups with patients*** who have expressed an interest in the specialist treatments you are able to carry out
- **Contact your plan patients*** with information from plan providers about payment options, to reduce plan cancellations
- **Strengthen your new patient system** to ensure new patients know about all the capabilities of your practice and are booked to see your hygienist
- **Ensure your hygiene function has a suitable profile in your practice** and patients who will benefit from this service are seeing your hygienist
- **Ensure your team can effectively promote and discuss your patient finance options**

*see [part 1 of this guide](#) for advice on your patient communications

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