



CREATING LEADERS IN YOUR PRACTICE

3 KEY SYSTEMS TO A PERFECT TEAM

LACI L. PHILLIPS

PRACTICE DYNAMICS
www.practicedynamics.net

“People are not your most important asset. The RIGHT people are.” Jim Collins, Good to Great

Hiring

Are you prepared?

How many Team Members do you need?

Job Titles & Descriptions

Practice Administrator/Office Manager	
Patient Care Coordinator/Scheduling Coordinator	
Financial/Insurance Coordinator	
Sterilization Assistant	
Clinical/Chairside Assistant	
Hygienist	

Advertising

Traditional	
Social Media	
Referrals	
Other	

Interviewing

In Person	
Videos	
Questions	
Working Interviews	
DiSC	

The Hire

How much can you pay?	
Do you offer benefits?	

Onboarding

“Organizations with strong onboarding processes improve new hire retention by 82% and overall production by over 70%” The Brandon Hall Group

Orientation	
Checklists	
Expectations	

Training

“The only thing worse than training employee’s and losing them is to not train them and keep them.” Zig Ziglar

30, 60 & 90 Day Lists

What do you expect them to be proficient with at the end of 30 days, 60 days and 90 days.
Having a checklist as well as a training manual will help to ensure success.

Expectations and Reviews

Does Your Team buy in to your Vision & Mission	
Do they know your expectations? Do You?	
How often do you review the teams job responsibilities	

Continuing the Education

“If you can learn to recognize and motivate your staff, they will be inspired to return your faith in them with high efficiency and productivity. Shape your enterprise around your people and propel them to excellence” Sir Richard Branson

Team Buy In to Your Vision & Mission

Traditional Education

National, Regional & State Meetings	
Does everyone get CE's?	

Podcasts, Webinars, Video's

During office hours or outside of the office	
Software Training through Videos	

Saying Goodbye

"Don't find fault, Find A Remedy. Anyone can complain" Henry Ford

Probation Periods	
Annual Evaluations	
Documentation	
How When & Who	

Systems

Admin	
Business	
Clinical	
Hygiene	

Your Action List

The way a team plays as a whole determines its success. You may have the greatest bunch of individual stars in the world, but if they don't play together, the club won't be worth a dime.

Babe Ruth

About The Presenter

Laci discovered at an early age her true passion for speaking and entertaining audiences. As a founding partner at Practice Dynamics she combines her knowledge of dentistry with her passion for teams to deliver customized coaching, workshops and speaking events throughout the country.

Laci began her road to coaching as a chairside assistant while going to college to pursue a dream of one day having her own talk show. While working her way to the business side of dentistry, she was fortunate to learn from top industry professionals. The experience gained on this journey gives her unique insight into the technology and business side of dentistry. The excitement of working in high tech offices, as well as, high-end cosmetic practices has instilled in her the passion and the knowledge to coach dental teams on their road to excellence.

Balancing coaching dental teams with her speaking career is a dream come true. Each time she takes the stage her passion for dentistry and the dental team comes to life in her words and the lessons she teaches.

Practice Dynamics specializes in coaching teams to reach their goals through balance driven success using systems, teams and technology.



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