4 WAYS TO CRISIS-PROOF YOUR DENTAL OFFICE WITH

PRACTICE MANAGEMENT SOFTWARE

adit

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Understanding the Effects of a Crisis On Dentistry

With the pandemic becoming an everyday part of life, you might be surprised to learn that companies still have a long way to go in crisis-proofing their businesses. In fact, a Federal Reserve study reported that 17% of business owners feared having to shut their doors if they suffered just two months of revenue decline.

In 2020 alone, a whopping 67% of practices had to close and experienced a 63% drop in patient volume. This should be a sobering statistic, especially for dental professionals. In the wake of the pandemic and faced with the possibility of an impending recession, many practice owners now question how to weather future economic storms that could impact their livelihoods.

Using Dental Technology to Streamline Operations and Save Money

Since 2020, dentists have quickly learned it takes more than budget cuts, layoffs, and raising rates to survive a recession or health crisis. Advanced tech tools driven by automation and artificial intelligence are proving to be essential for navigating economically volatile marketplaces and maintaining profitability.

Dentistry depends on productivity to generate cash flow, making your workflows either a productive boon or an obstruction on your path to growth. Effectively managing your patients, operations, and administrative tasks are at the core of recession-proofing your dental practice for the long term.

Assess any bottlenecks in your workflows and determine what processes and tools could solve these blockages. During your evaluation, you might discover some of the below issues with your current operations that are hurting efficiency, growth, and economic survivability:

1 Traditional desktop systems that rely on tethering to access specific tools and software. Without mobile access, you and your team are also tethered to desks.

2 Dental practice management software that lacks the latest automation or AI learning solutions.

3 Relying on paper-based processes for intake, payments, follow-ups, and more.

4 Using multiple, separate programs/platforms to complete basic tasks, such as scheduling or appointment reminders.

These are the most common culprits that hurt a dental office's cash flow and can snowball into a larger problem when a financial crisis hits. Resolve discovered inefficiencies by implementing the best tools and methodology sooner than later. When times are tough, last-minute changes often lead to even more volatility.

Get the Most Out of Dental Technology in Your Office

Could you imagine trying to fit a patient for dentures without first taking a mold of their mouth? When running a dental practice, you need reliable, easy-to-use tools to provide treatment or perform administrative tasks like billing and appointment scheduling.

Solo dentists and established offices that rely on an all-in-one practice management system, like Adit, leverage tech-forward features that keep patients returning even in tough times by:

- Increasing convenience and accessibility through mobile and smart tech applications
- Accessing patient records on demand from anywhere
- Offering online scheduling in real-time so canceled appointments get rebooked faster
- Automating appointment reminders and patient recall messaging
- Leveraging virtual engagement, so patients never lose touch
- Utilizing HIPAA-compliant cloud-based data storage
- Centralizing communications through secure patient SMS, office messaging, and more

Curious how an advanced dental practice management platform can increase your growth, create cash-flow stability, and help your office survive a crisis? Here are four of the many features in the Adit platform that have helped thousands of dental professionals do just that:

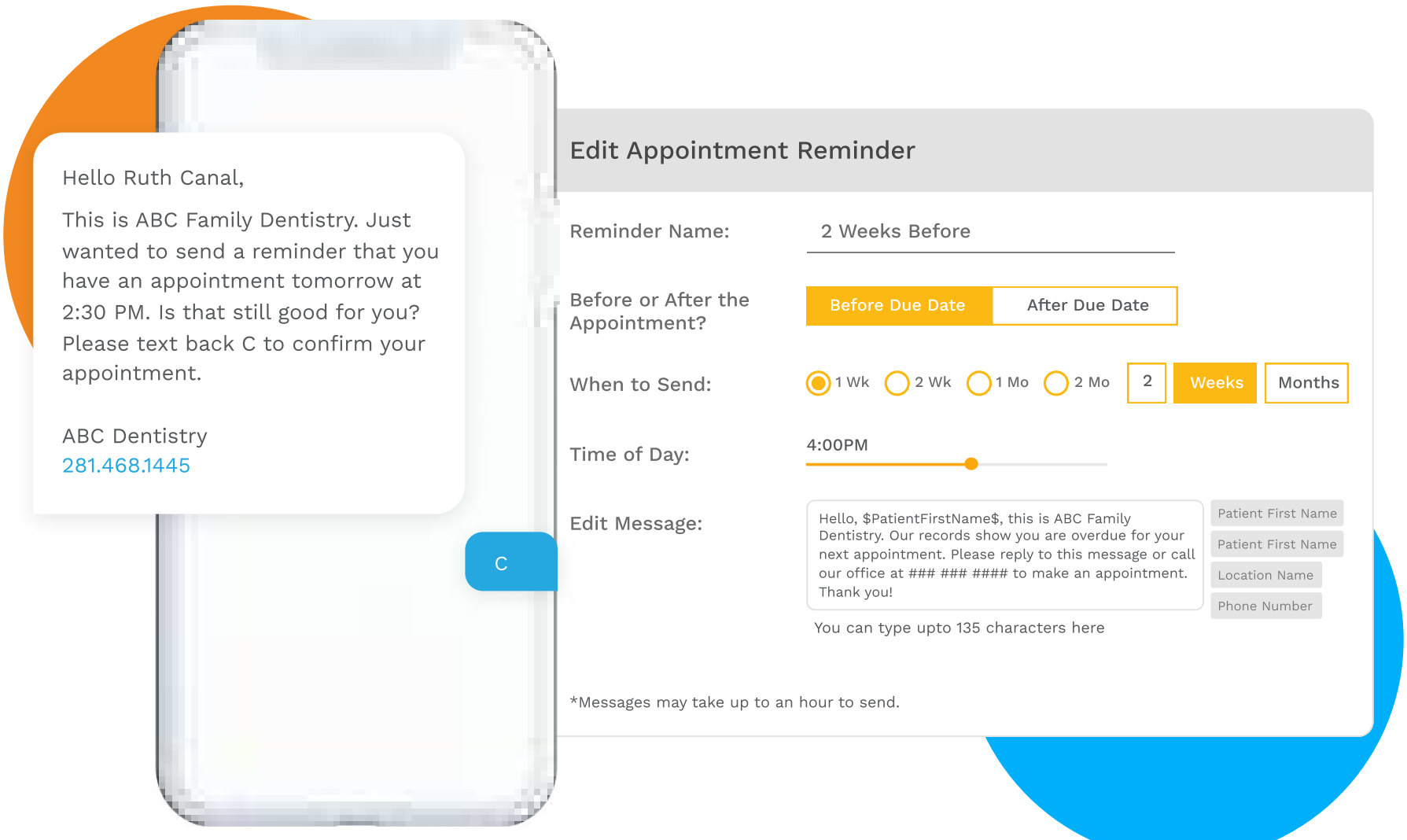
1 Automated Scheduling Tool To Handle Staffing Shortages

Bottlenecked and inefficient workflows often contribute to significant turnover, so implementing processes that modernize routine tasks like scheduling, appointment reminders, patient intake, and calls is critical.

A great example of how dental practice management technology can help when shorthanded is automated online scheduling. Adit allows you to create an online schedule that syncs with your internal calendar, enabling patients to book their dental procedures according to their availability and preferences.

Once booked, this software automatically sends a reminder via SMS and/or email, saving your front desk team significant time and energy for other duties. With mobile response options, patients can update their appointment times as needed.

2 Patient Recall Automation System To Boost Appointment Rates



Protecting the financial health of your practice during a recession requires effective patient recall. But, it takes more than a postcard and phone call to bring someone in for dental care. Patients have busy lives, so you must reach them on their terms, including via mobile or email.

With a centralized communication system like Adit Voice, you can create a streamlined recall campaign that relies on automated texting between the patient and your staff. Your recall messages are completely customizable with just a few mouse clicks, so, once set up, your team can focus on other important aspects of their day.

3 Payment Tools To Avoid Revenue Delays

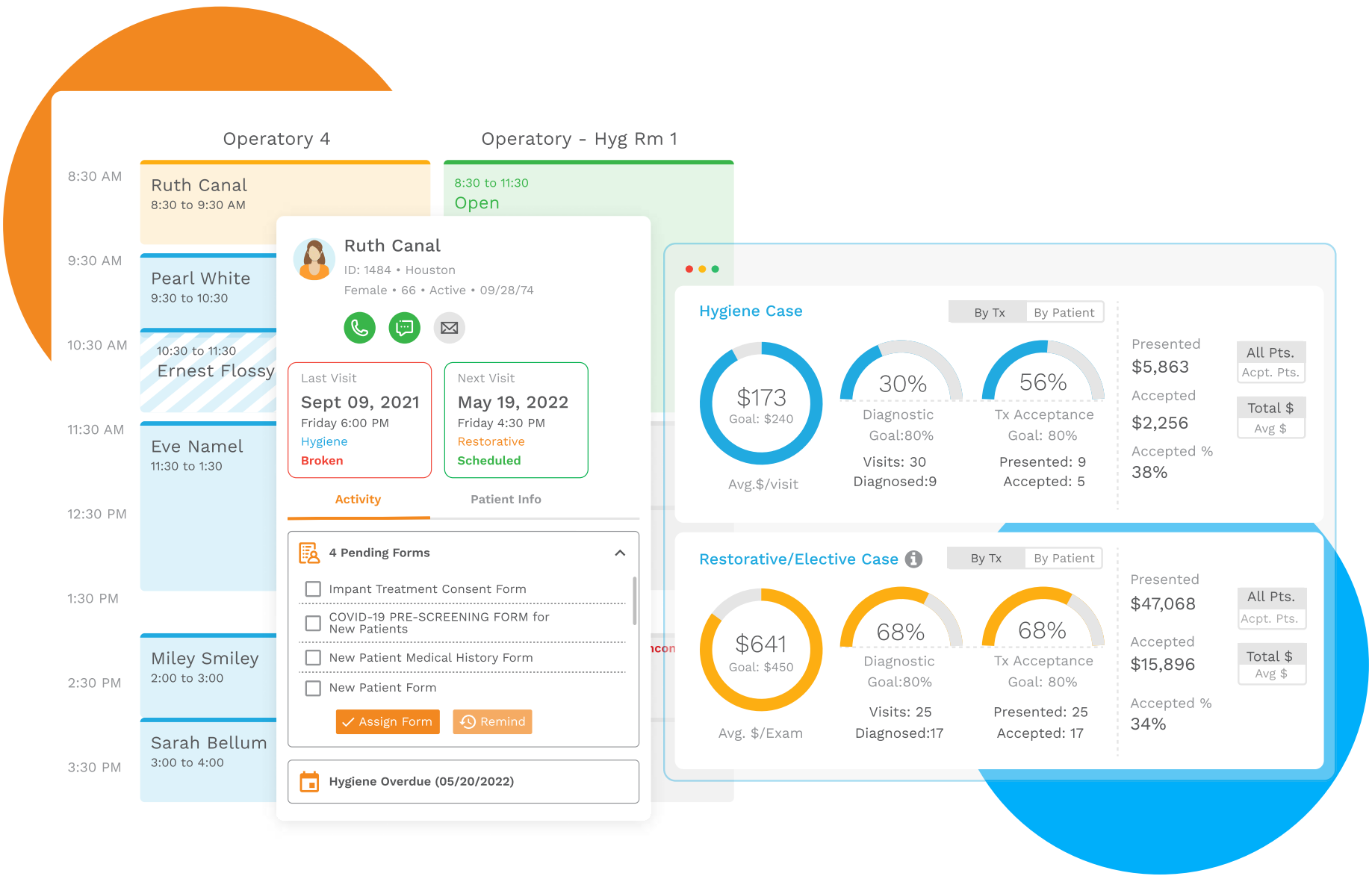
During financially difficult times, dental practices need a steady cash flow. If your office doesn't already offer digital payment options, whether through a patient portal or an online processor, you risk not having the funds on hand when needed.

Adit Pay addresses this issue head-on by providing billing software that offers flexible ways to pay, including:

- Via in-office terminal
- Secure payments via text message links
- By email via an embedded link to your processor
- Access to billing through an online patient portal

Get paid faster online instead of taking credit cards over the phone or waiting for checks to arrive and clear the bank. The more accessible and convenient your payment process, the better your collection rate.

4 Practice Analytics Software To Chart a Clear Path

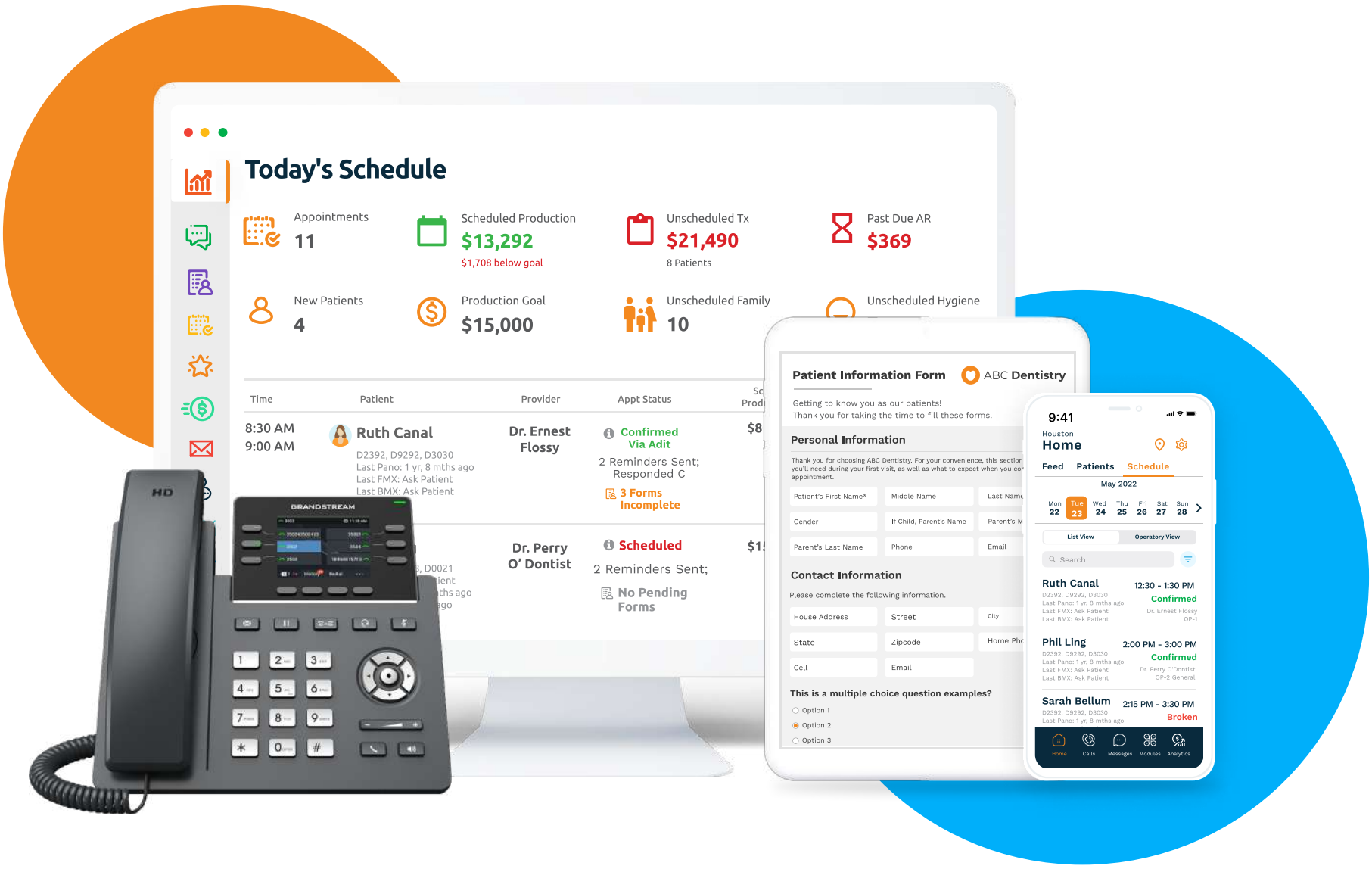


You probably already know that when times get tough, things can get unpredictable very quickly. One wrong business decision and your dental practice may need to lay off staff, reduce hours, or shut its doors.

If your current practice management system doesn't offer AI-driven analytics of important metrics, such as employee productivity, treatment compliance, procedure demand, and claims and collections, consider an upgrade. This data is crucial during uncertain economic periods since every dollar lost could put your practice that much closer to financial peril.

Cut Your Software Costs and Invest In Technology Designed for Dental Practices

At this point you may be thinking, "I already have programs that offer these features." If your office spends a significant amount of the operational budget on multiple tools and platforms in addition to your practice management system, imagine an all-in-one software suite packed with over 15 modules that integrate seamlessly with your current infrastructure. Imagine the savings! In fact, dental practices that switch to Adit cut their overall software costs by 60%.



Instead of working with several vendors, having a ton of unnecessary features, or lacking scalability, consider Adit's customizable platform. Plus, your staff will appreciate having a simplified learning curve requiring training on just a single system.

Adit is all about tech solutions designed for dental professionals and offices. No matter your size or expected growth, our advanced management tools boost revenue and support sustainability during the good times and the not-so-awesome ones.

Our proven cloud-based practice management software provides your team and patients with intuitive features that increase accessibility, improve communication, and helps you create a foundation of state-of-the-art processes.

Contact Adit to learn more about how our platform can help you create a dental operation that is not only efficient but recession-proof. Book your free demo!