



COVID-19

SAVING THE SCHEDULE

BLOCK SCHEDULING

The concept of block scheduling is a proactive way to create a day. When creating blocks for scheduling, use time frames and dollar amounts. Stephen Covey used an analogy of filling a container with big rocks, then adding sand and finishing with water to get the container all the way full. The idea here is to create the perfect, most profitable schedule.

Prioritizing & Creating the Schedule



ROCKS

Big blocks, sometimes referred to as 'rocks' are typically 2 hour plus blocked time on your schedule with a specific color. If you had a 2.5 hour block that is green, the team knows to put at least \$3,000 of production in that area, no less \$. Sometimes a rock block is for a large procedure; still green in color but extended to 4 hours and 5000 in production. What to remember with the blocks is NOT to put a lesser amount of \$ production in the block AND you can always extend the rock block bigger for bigger cases. THIS IS THE ONLY BLOCK THAT GETS EXTENDED.



SAND

Sand blocks is a moderately productive block but not as productive as a 'rock' block. Sand blocks, say are blue in color and have to have the production criteria no less than \$1000 but no more than 3000 (a 3000 block is a rock). This block is usually fillings.



WATER

Water blocks are small and all the procedures of lesser value. Small block "fill ins" can be denture adjustments, limited emergency exams, crown seats, etc. All smaller lesser productive density. These procedures are necessary but non productive.

The next page is a demonstration of what your schedule may look like when block scheduling is implemented. Re-opening after COVID-19 means a lot of changes. Taking the time to schedule this way could be the difference between coming back better than ever or closing your doors. Maximize cashflow by prioritizing block scheduling.



THE SCHEDULE

	Room 2	Room 3	Room 4	Room 7	Room 8
8:00	CROWN	FILL		PRO/A	PERIO
8:10					
8:20					
8:30			LOE		
8:40					
8:50				SRP	PRO/A
9:00					
9:10					
9:20					
9:30					
9:40			PRO/A		
9:50					
10:00		CR DEL		NEW PATIENT	
10:10					
10:20	EXT			PRO/A	
10:30					
10:40					
10:50		CROWN			
11:00					
11:10					
11:20			PRO/A	SRP	
11:30	LOE				
11:40					
11:50	FILL			PRO/A	
12:00					
12:10					
12:20					
12:30					
12:40				PERIO	NEW PATIENT
12:50					
1:00		PROSTH IMP			