



Your hygienist wants to go on vacation and take a week off.

“Should I replace my hygienist or try to save some money?”

The next decision you make can cost you a lot more than you think.

How many patients will be juggled in the schedule? How much general dentistry will you miss out on by not doing any hygiene exams? How many patients get pushed into the next benefit year? What is the *real* (opportunity) cost?

Bottom Line

Each week without hygiene coverage could cost over **\$2300!**

Our Findings

Your Hygienist

Hygiene Production		\$1,040
Hygienist Hourly Pay	\$28	
Tax/Benefit burden	30%	
Total compensation		-\$291
Net Revenue		\$749

Your hygienist produces \$130 per hour and works an average of eight hours per day. *Average dental practice*

Tax and benefit burden is 30%

No Replacement

Hygiene production		\$ 0
Hygienist Hourly Pay	\$28	
Tax/Benefit burden	30%	
Total compensation		-\$291
Net Revenue		-\$291

Hygienist is paid for the time off, but no hygiene or doctor exam revenue is generated during the vacation.

Peak Replacement

Peak Hygiene Revenue		\$936
Peak Hygienist Cost Per Day		-\$344
Your Hygienist Daily Vacation Cost		-\$291
Net Revenue		\$301

Even if the Peak hygienist produces only 90% of average production, you still produce \$936. Your schedule remains full, the cost of your hygienist's vacation is paid, Peak is paid for coverage and you are still profitable!

Call us to schedule a Provisional Team Member™ when your hygienist is out!