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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Case Study #1  [ Practice with 25 days of hygiene/week] | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | |
| Hygiene | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | TOTAL |
| 2012 | $76,720 | $79,595 | $74,397 | $69,776 | $75,965 | $74,430 | $77,897 | $82,507 | $61,789 | $80,073 | $78,285 | $72,321 | $903,755 |
| 2013 | $86,292 | $76,641 | $77,590 | $84,856 | $79,752 | $70,936 | $84,886 | $88,277 | $79,899 | $96,961 | $85,513 | $82,336 | $993,939 |
| 2014 | $89,110 | $91,854 | $91,466 | $85,056 | $76,416 | $77,090 | $81,948 | $85,326 | $78,204 | $86,764 | $75,133 | $76,843 | $995,210 |
| 2015 | $80,576 | $71,543 | $85,870 | $85,971 | $74,889 | 102,359 | $107,210 | $104,592 | $98,992 | $98,772 | 86,000 | 100,888 | $998,890 |
| Increase in Production post training |  |  |  | Training | Onsite  Coaching | $25,269 | $25,262 | $19,266 | $20,788 | 12,008\* | 10,867\* | 24,045 | $137,505 |
| * Areas highlighted in yellow are results of increases in the hygiene department’s gross production post training * Total increase in hygiene production post training is $137,505 [ 6 month period ] * October and November of 2015 the practice terminated 2 newer RDH and rehired for the positions. Production was a little lower in these months as the new RDH were going through the Onboarding process. * The dentist in this practice is totally engaged with the practice and holds the team accountable | | | | | | | | | | | | | |
| Case Study #2  [Practice with 5-6 days of hygiene/week] | | | | | | | | | | | | | |

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| **Total Hygiene Stats** | Jan | Feb | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Total |
| 2011 | 14,132 | 14,835 | 21,584 | 19,234 | 17,212 | 18,624 | 16,058 | 22,243 | 16,781 | 16,885 | 19,056 | 17,812 | 214,456 |
| 2012 | 17,114 | 19,340 | 15,552 | 17,205 | 18,681 | 15,648 | 17,462 | 20,073 | 16,655 | 21,892 | 18,983 | 16,611 | 215,216 |
| 2013 | 18,905 | 18,343 | 17,855 | 20,947 | 19,408 | 17,551 | 19,638 | 18,694 | 19,287 | 22,004 | 18,929 | 18,178 | 229,739 |
| 2014 | 16,921 | 18,134 | 23,938 | 29,486 | 27,534 | 27,765 | 30,668 | 27,197 | 27,441 | 32,810 | 26,875 | 31,904 | 320,673 |
| Increase in Production post training | Training | Onsite Coaching | 6,083 | 8,539 | 8,126 | 10,214 | 11,030 | 8,503 | 8,154 | 10,806 | 7,946 | 13,726 | 93,127 |
| 2015 | 27,027 | 26,565 | 30,155 | 32,603 | 31,147 | 29,861 | 26,717 | 28,267 | 33,923 | 28,200 | 30,000 | 30,113 | 354,578 |
| Increase in Production 1 year post training | 10,106 | 8,431 | 12,300 | 11,656 | 11,739 | 12,310 | 7,079 | 9,573 | 14,636 | 6,196 | 11,071 | 11,935 | 127,032 |

* Areas highlighted in yellow are results of increases in the hygiene department’s gross production post training
* Total increase in hygiene production compared to the production numbers in 2013 is $220,159 [ 22 month period]
* The practice is needing to add 1- 2 additional hygiene days per week for the 2016 calendar year. This would increase the current hygiene production   
   anywhere between $46,200 – $80,000
* In this particular practice the Dentist is not engaged and does not hold the team accountable; therefore, the results of the training would have yield even ***HIGHER*** results.