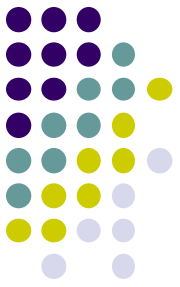


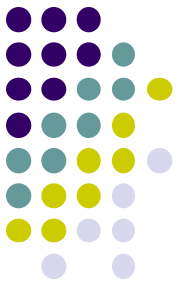
2008 DMC CHC Dental Staff Survey



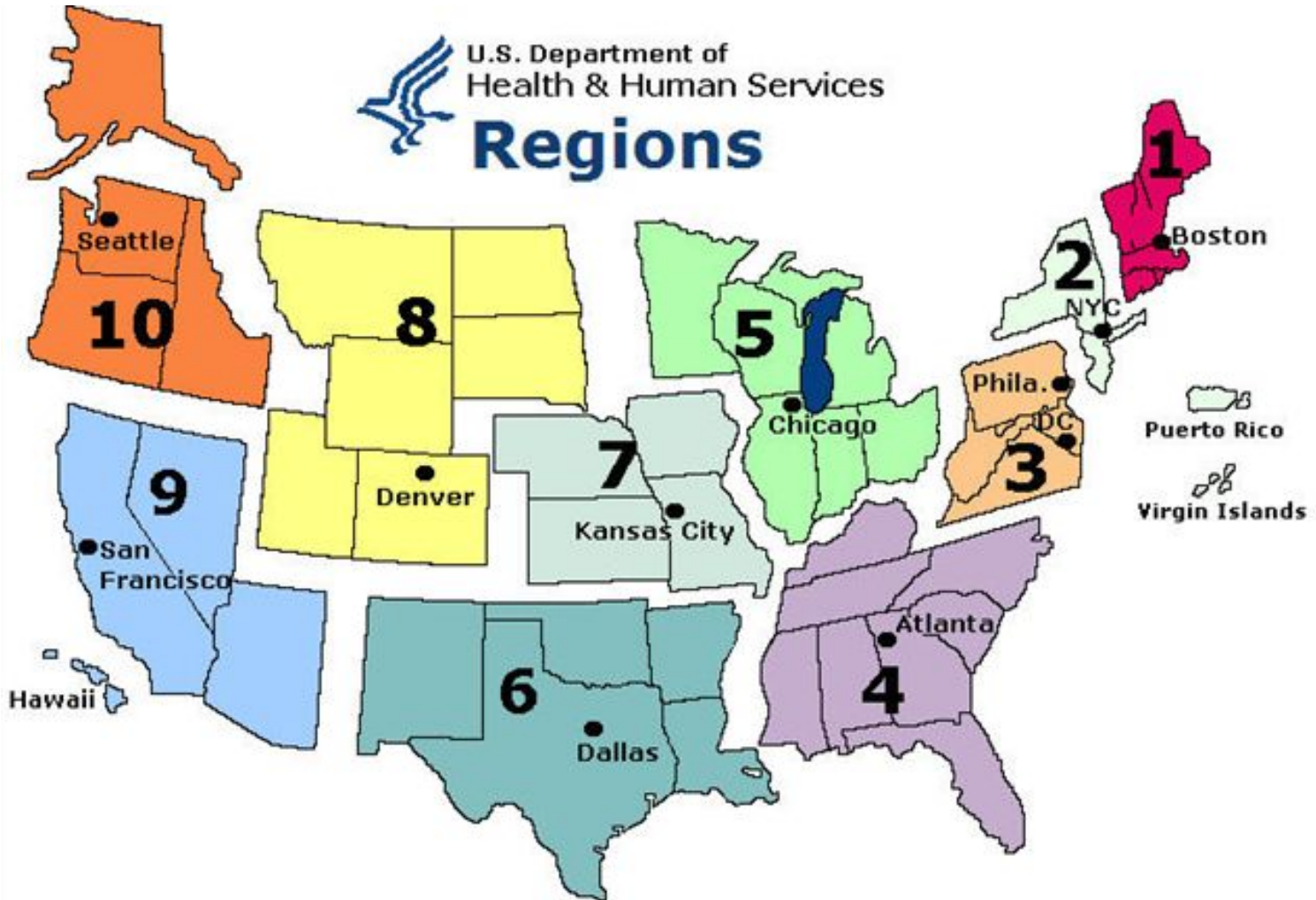
July 23, 2008

- Sample Size: N=59 responses
- Emailed to: 264 email addresses on the DMC listserv
- Approx. 210 listserv members remain that are nonduplicated
- %of listserv who are dental directors or office managers unknown (?)
- Survey Response: 28% of listserv

2008 DMC CHC Dental Staff Survey



July 23, 2008

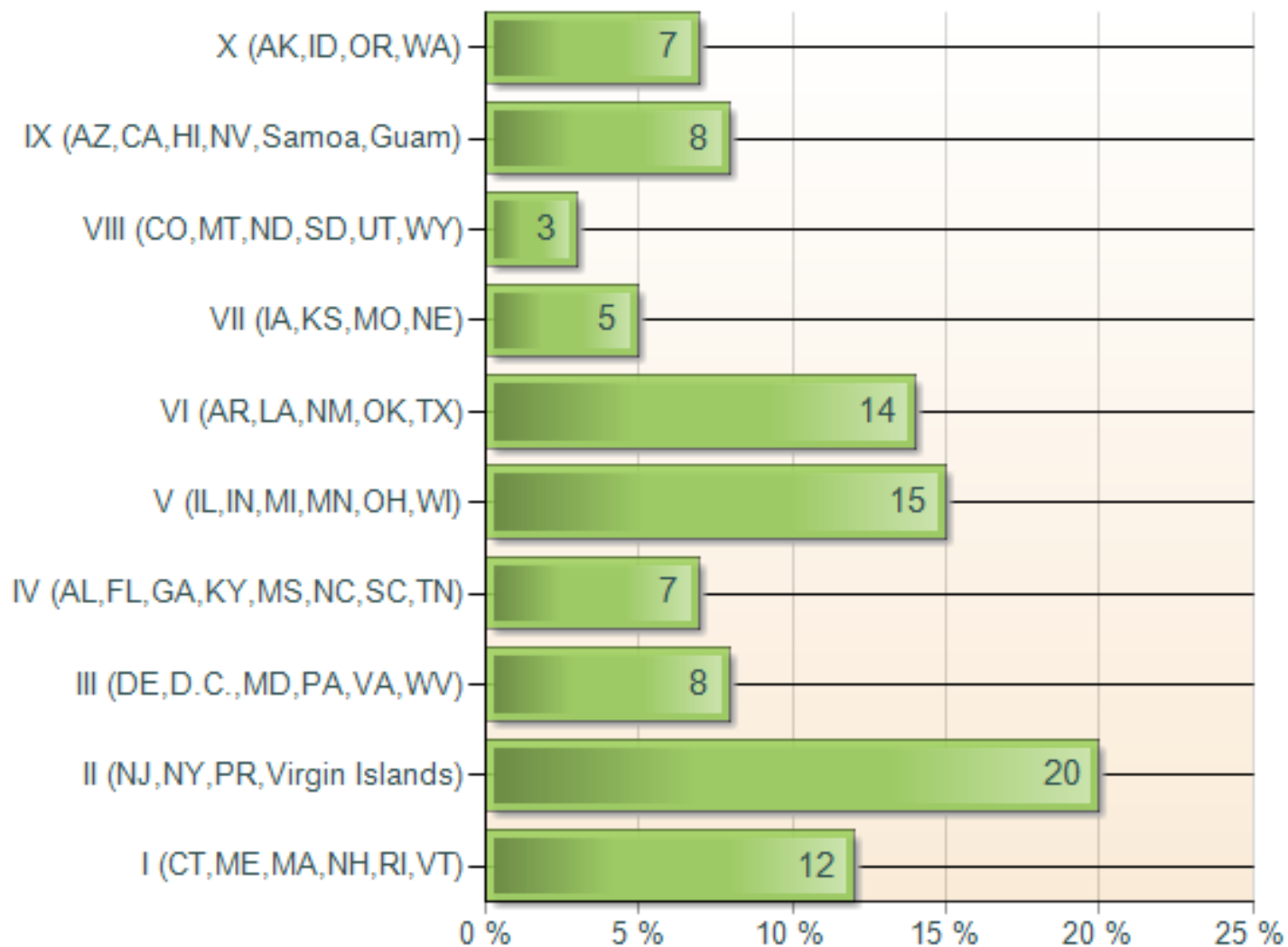


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DENTAL MANAGEMENT COALITION

In what USPHS Region is your CHC located?



July 23, 2008

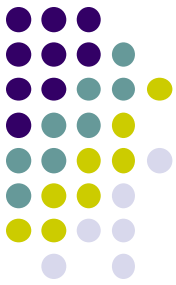
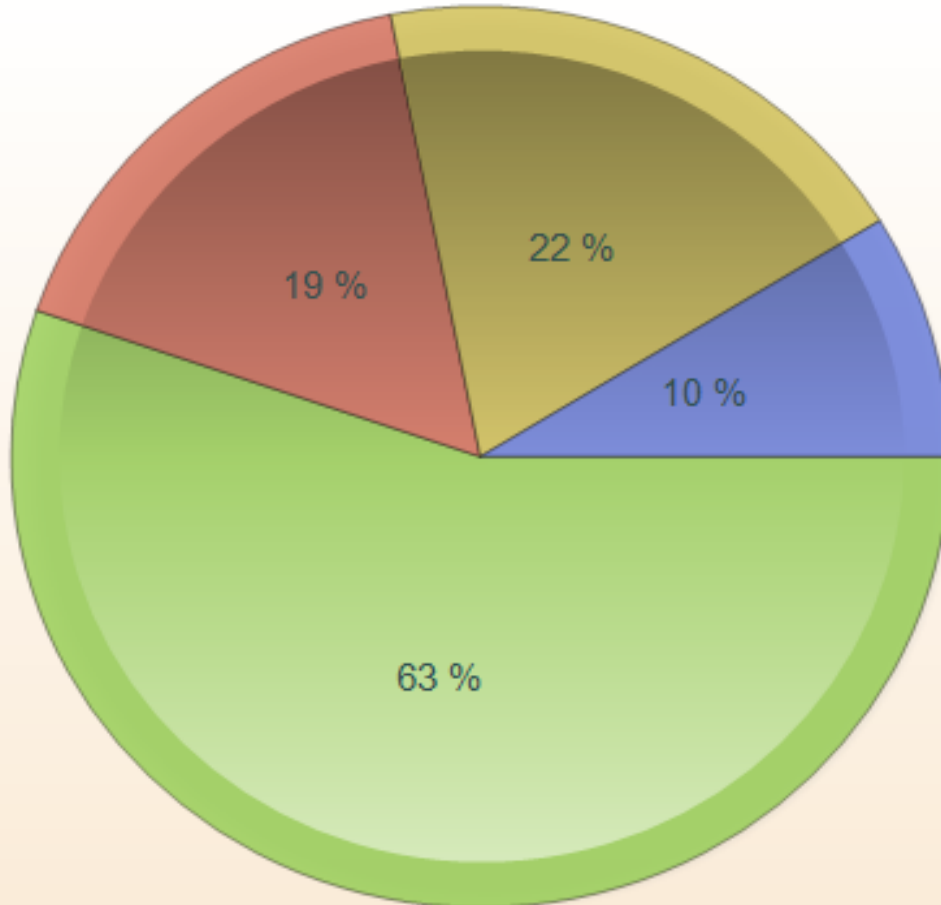
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DENTAL MANAGEMENT
COALITION

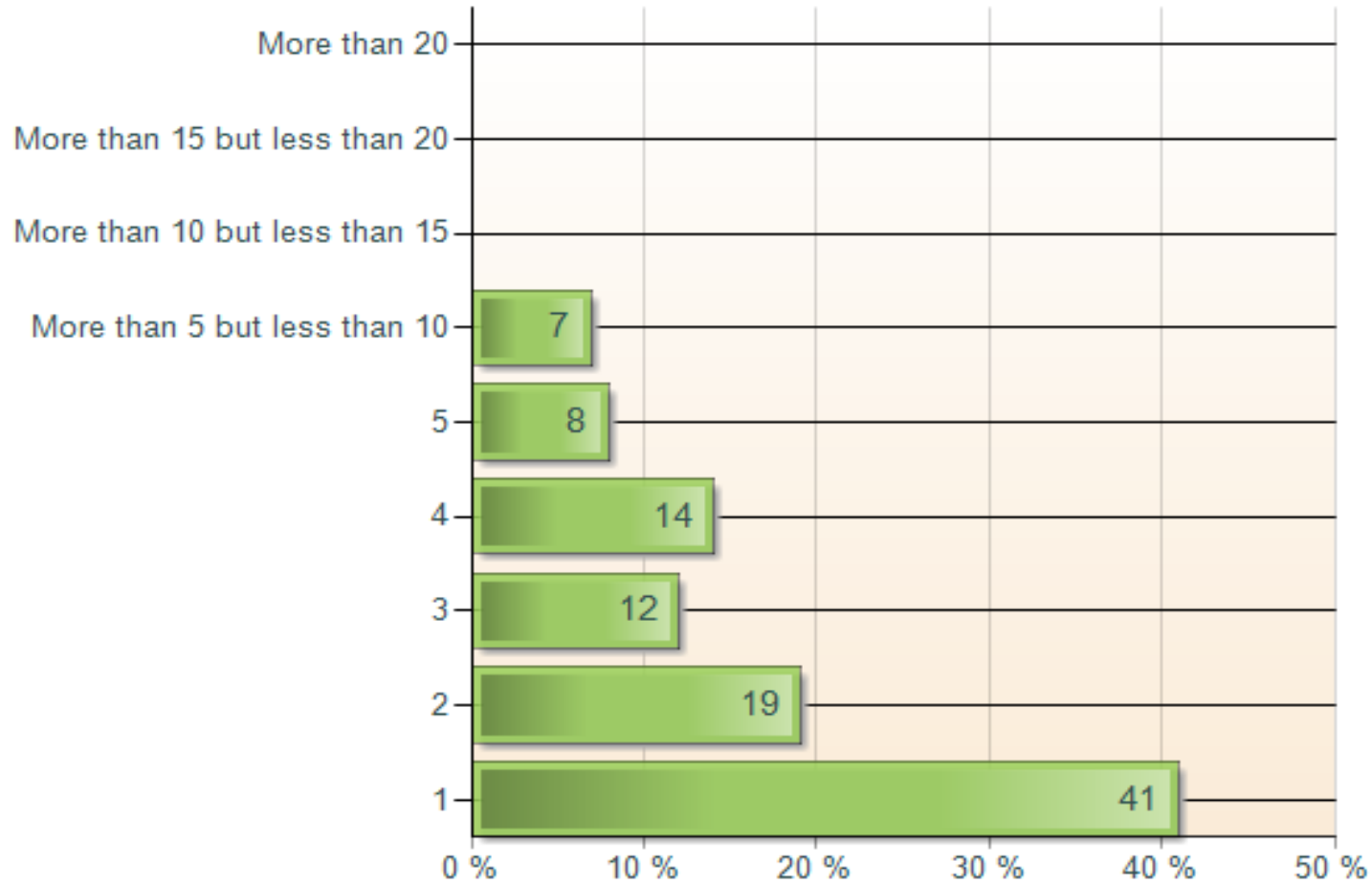
What description best characterizes the locations of your dental sites? (Choose all that apply)

- Urban
- Suburban
- Rural without a focus on migrant farm workers
- Rural with a focus on migrant farm workers



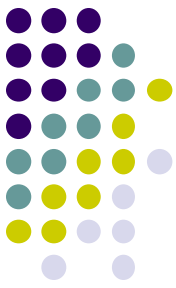
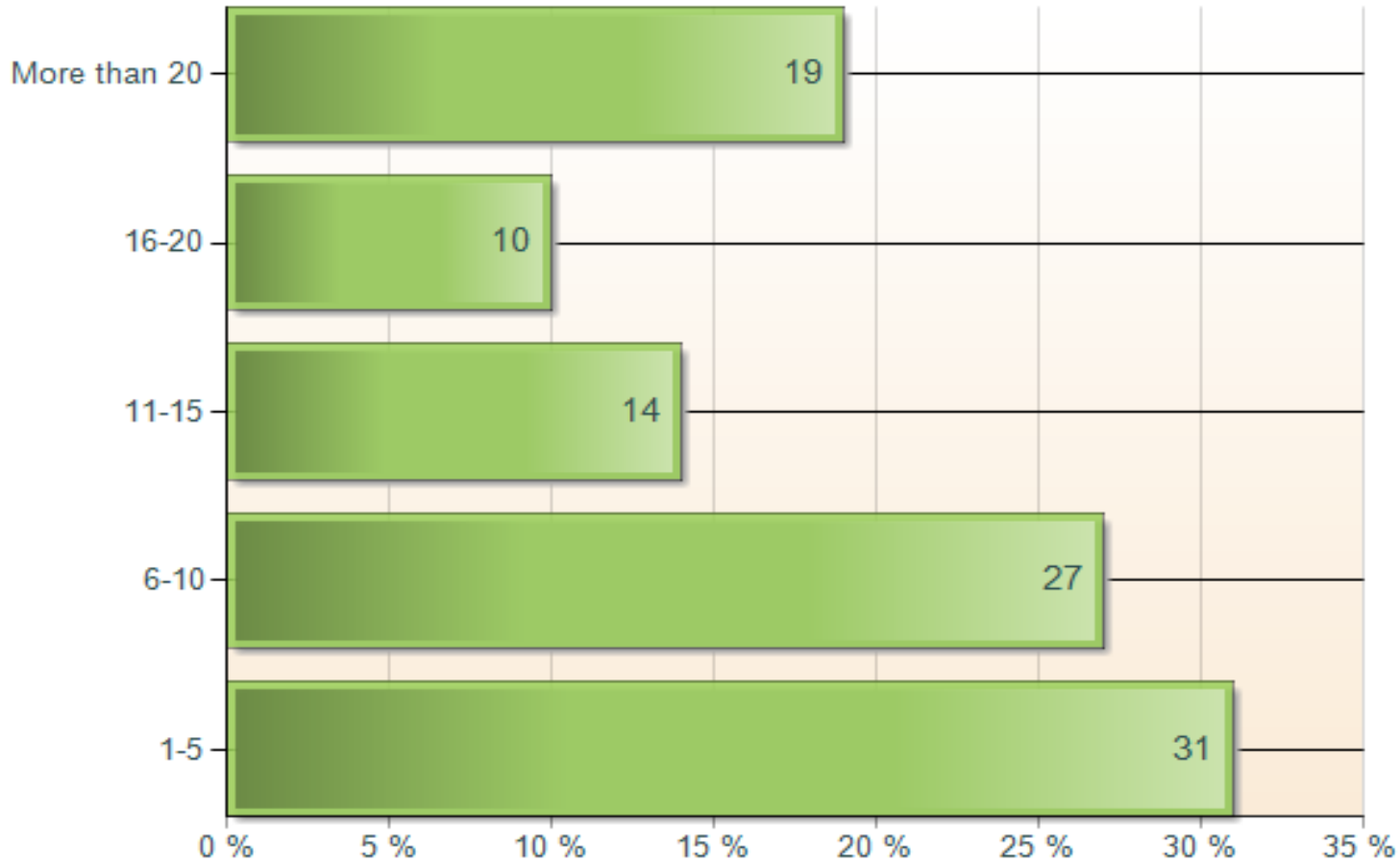
July 23, 2008

How many dental sites do you oversee within your health center organization (include mobile denta ...



July 23, 2008

How many dental treatment rooms (operatories) or number of dental patient chairs do you oversee i ...



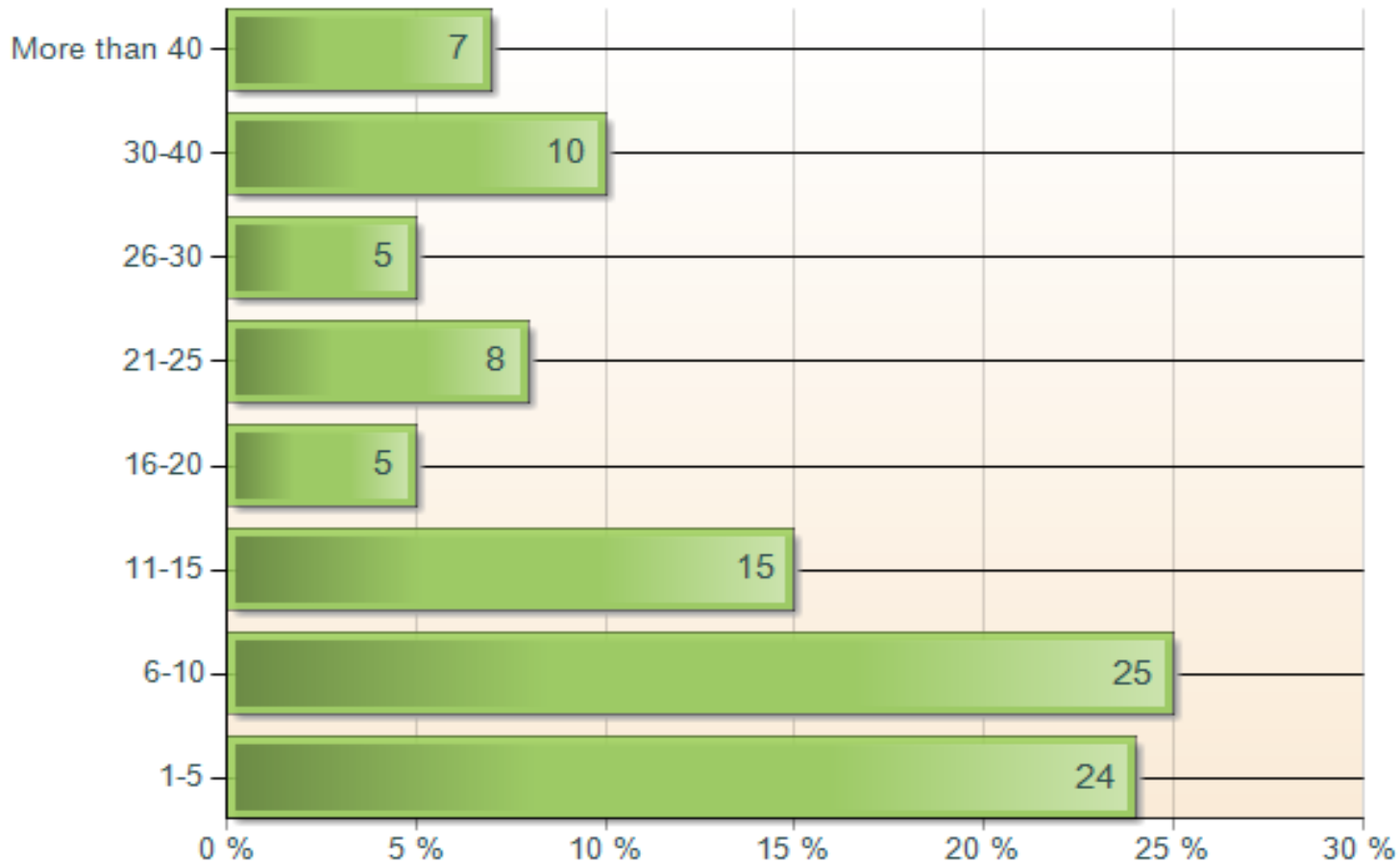
July 23, 2008

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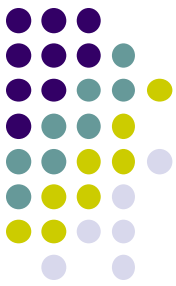
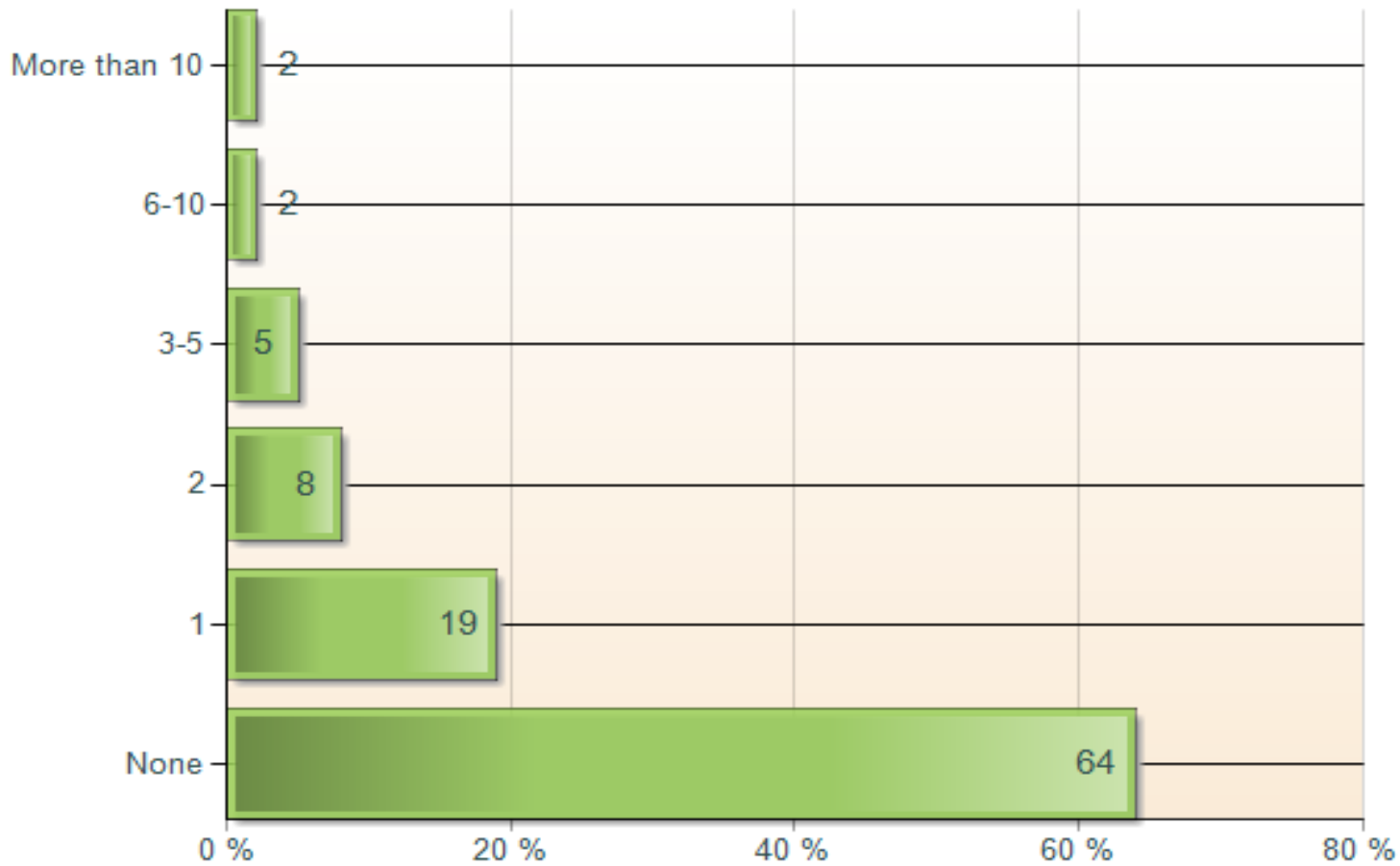
DENTAL MANAGEMENT
COALITION

For the next 5 questions, round up your FTE (full time equivalent) calculation to choose the clos ...



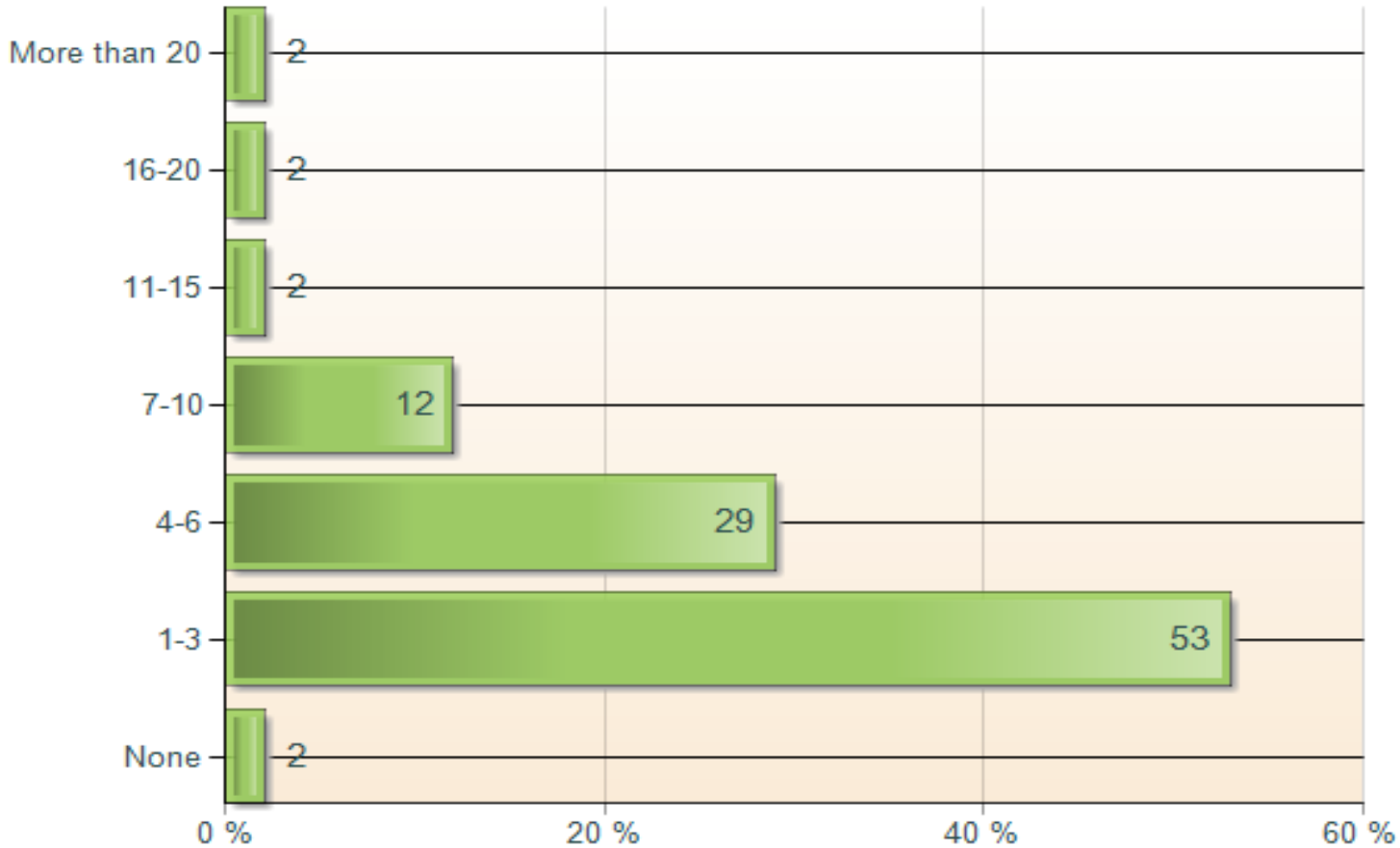
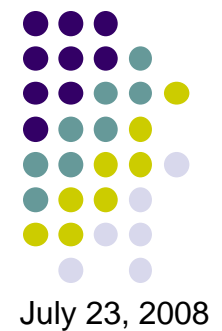
What is the total FTE (full time equivalent) size of your dental staff (including total admin and clinical time when counting yourself; dentists; dental residents; dental students; dental hygienists; dental assistants; dental office managers; and dental front-end office staff)?

What is the total FTE for dental residents and/or dental students you supervise?

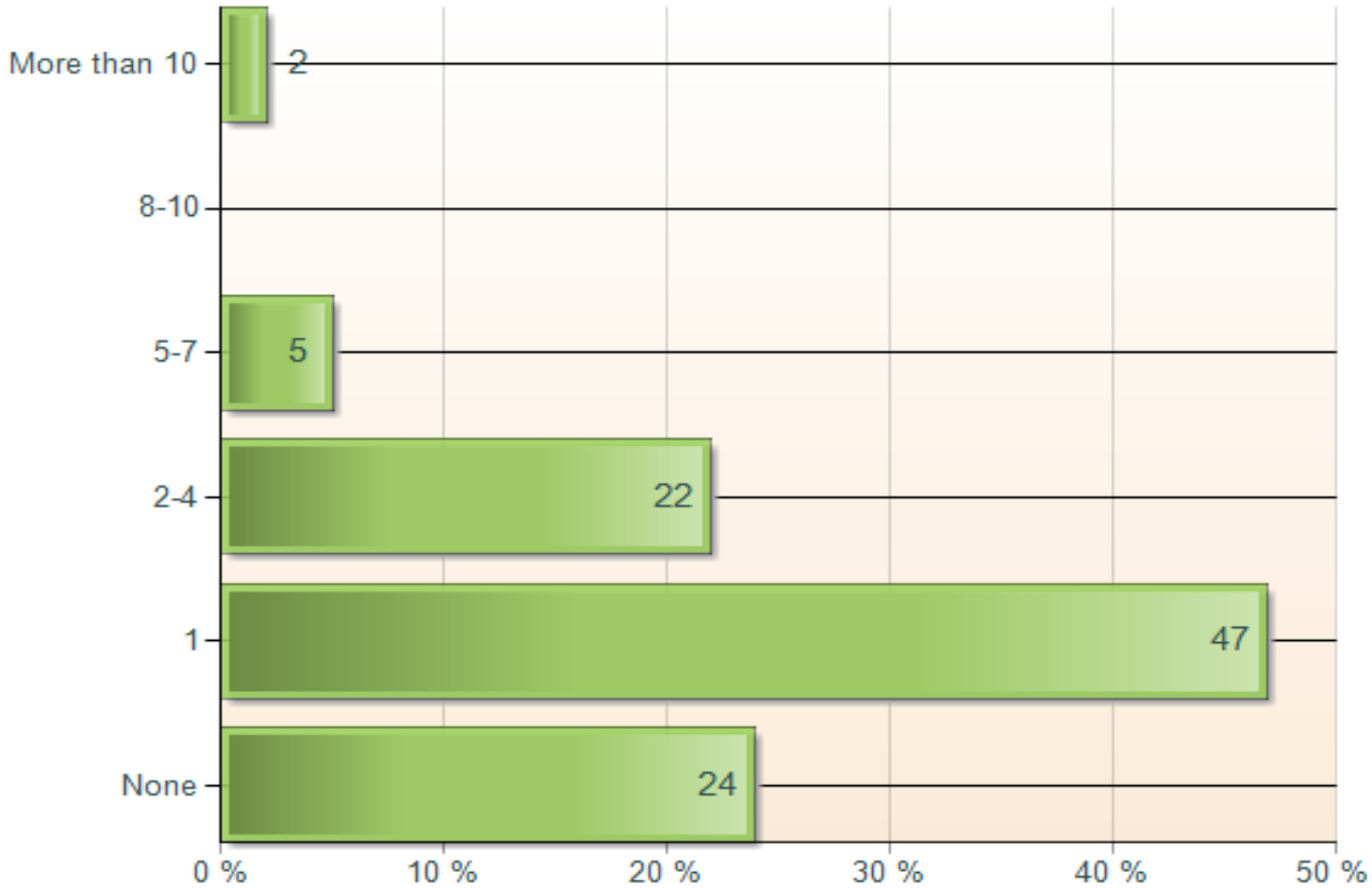


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What is the total FTE for dentists employed in your practice (include yourself)?



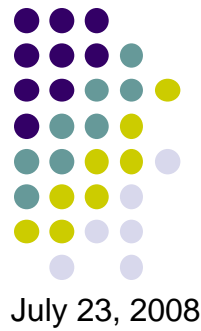
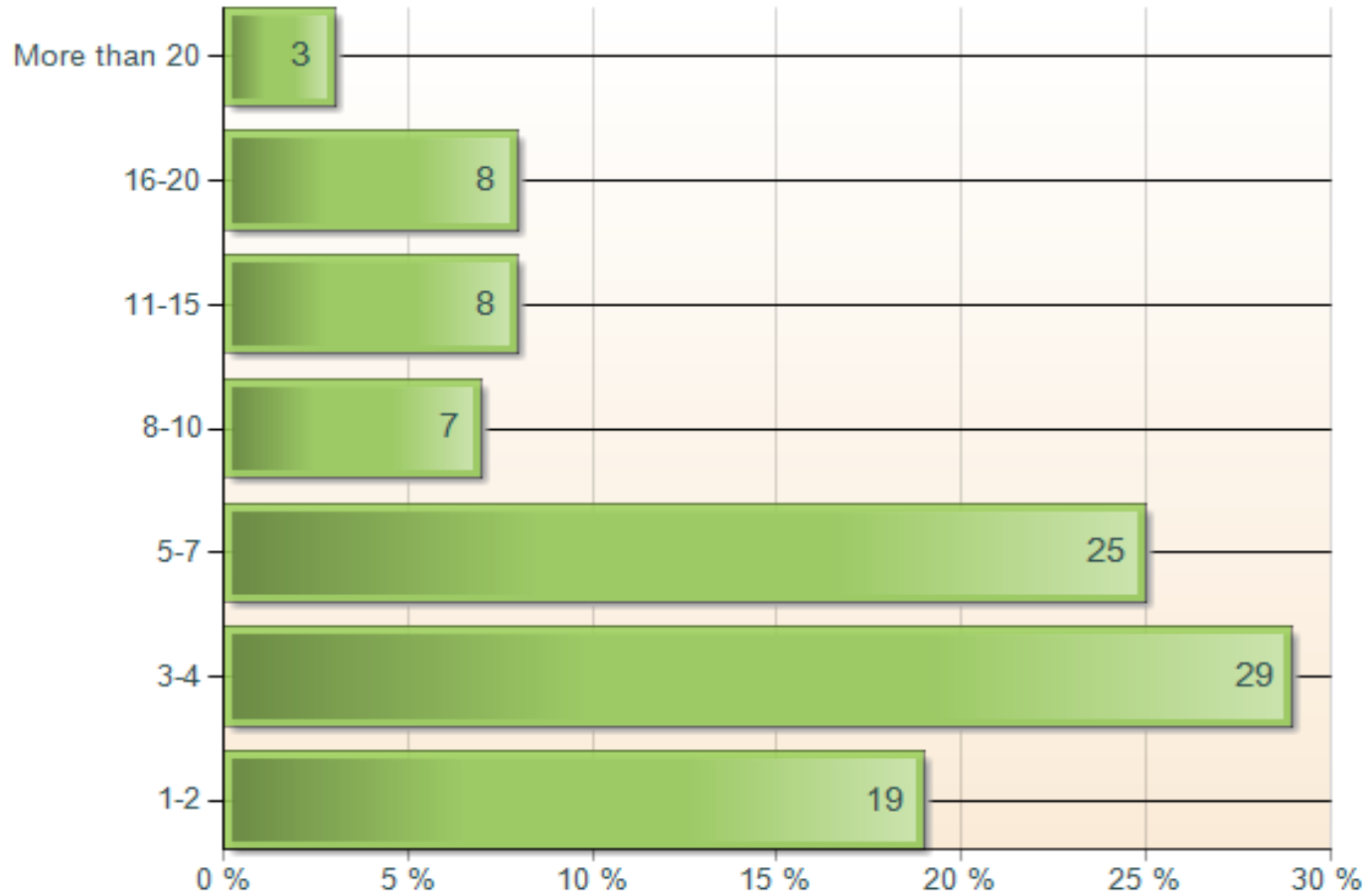
What is the total FTE for dental hygienists employed in your practice?



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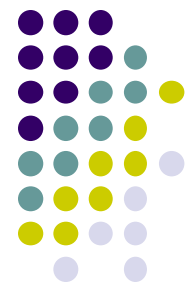
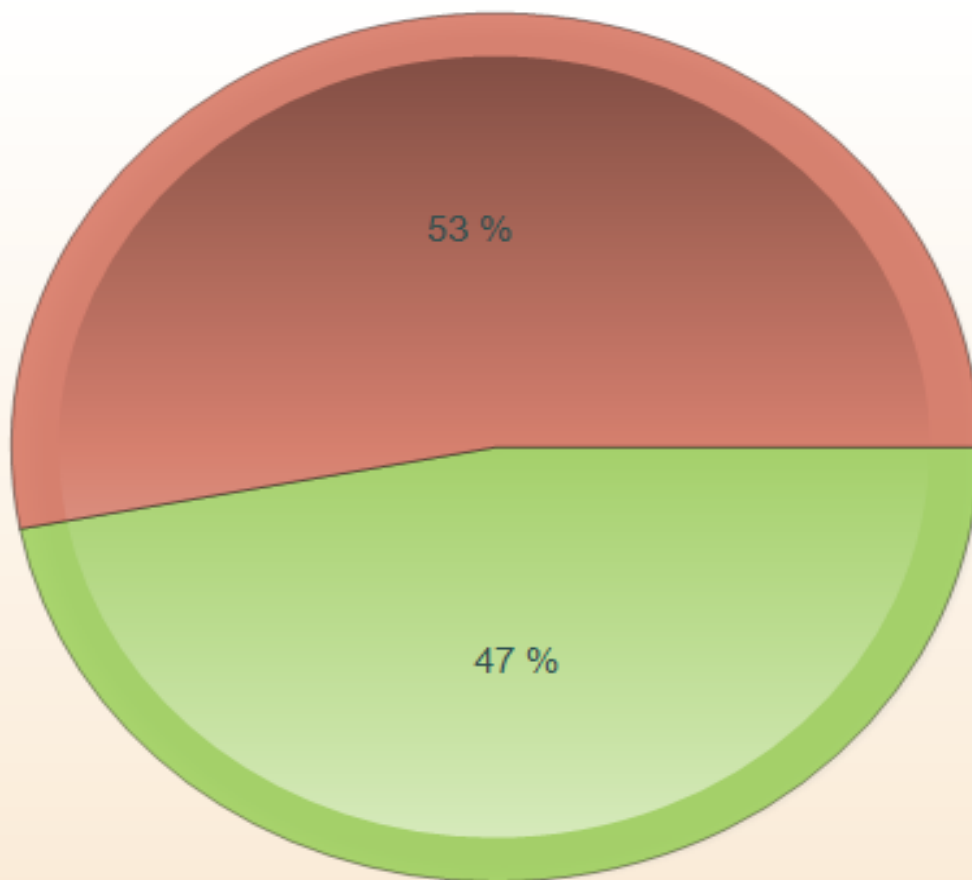
Of the 59 dental practices that responded to our survey, 24% did not employ a dental hygienist. 45 practices or 76% utilize dental hygienists.

What is the total FTE for dental assistants employed in your practice?



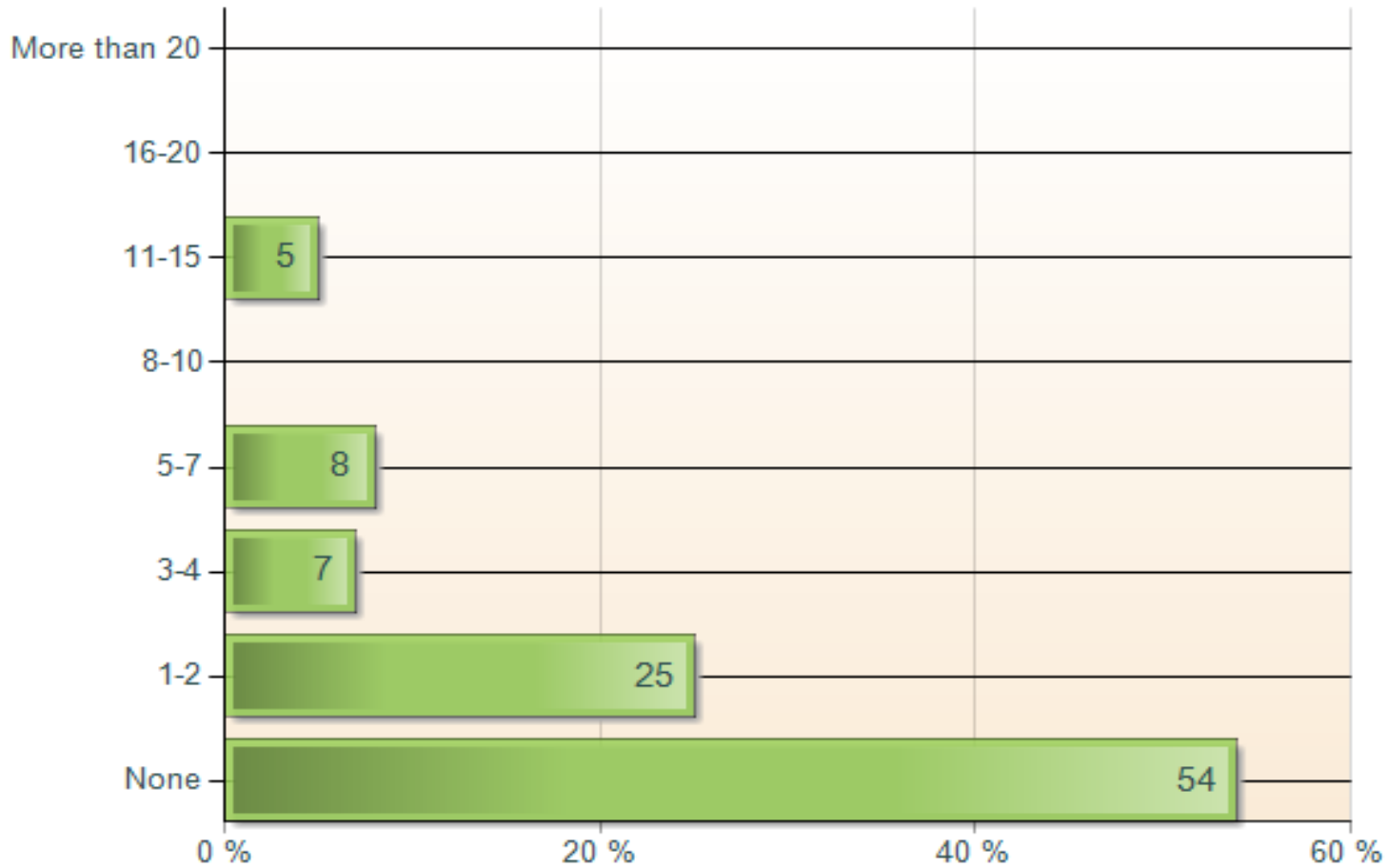
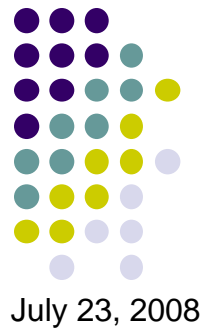
Does your dental practice utilize expanded duty function or licensed certified dental assistants?

Yes No



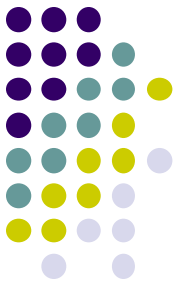
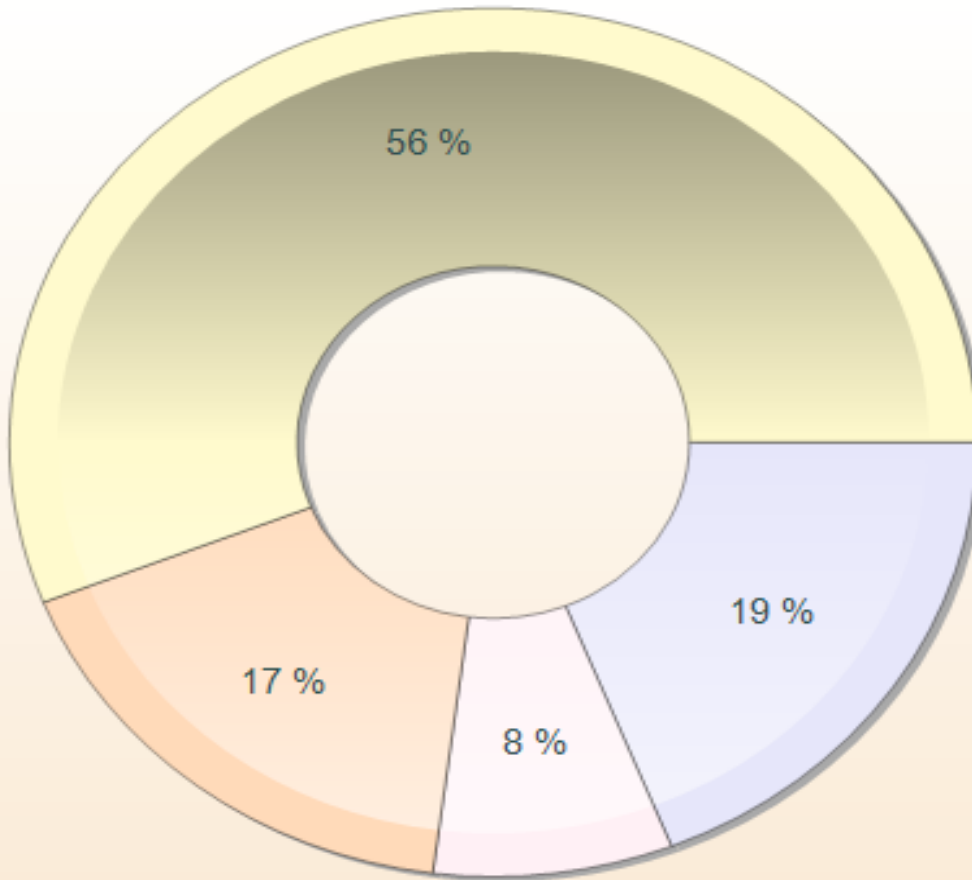
July 23, 2008

What is the total FTE for expanded duty function or licensed certified dental assistants employed ...



How many years experience do you have as a licensed dentist?

0-5 6-10 11-20 More than 20



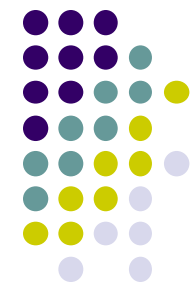
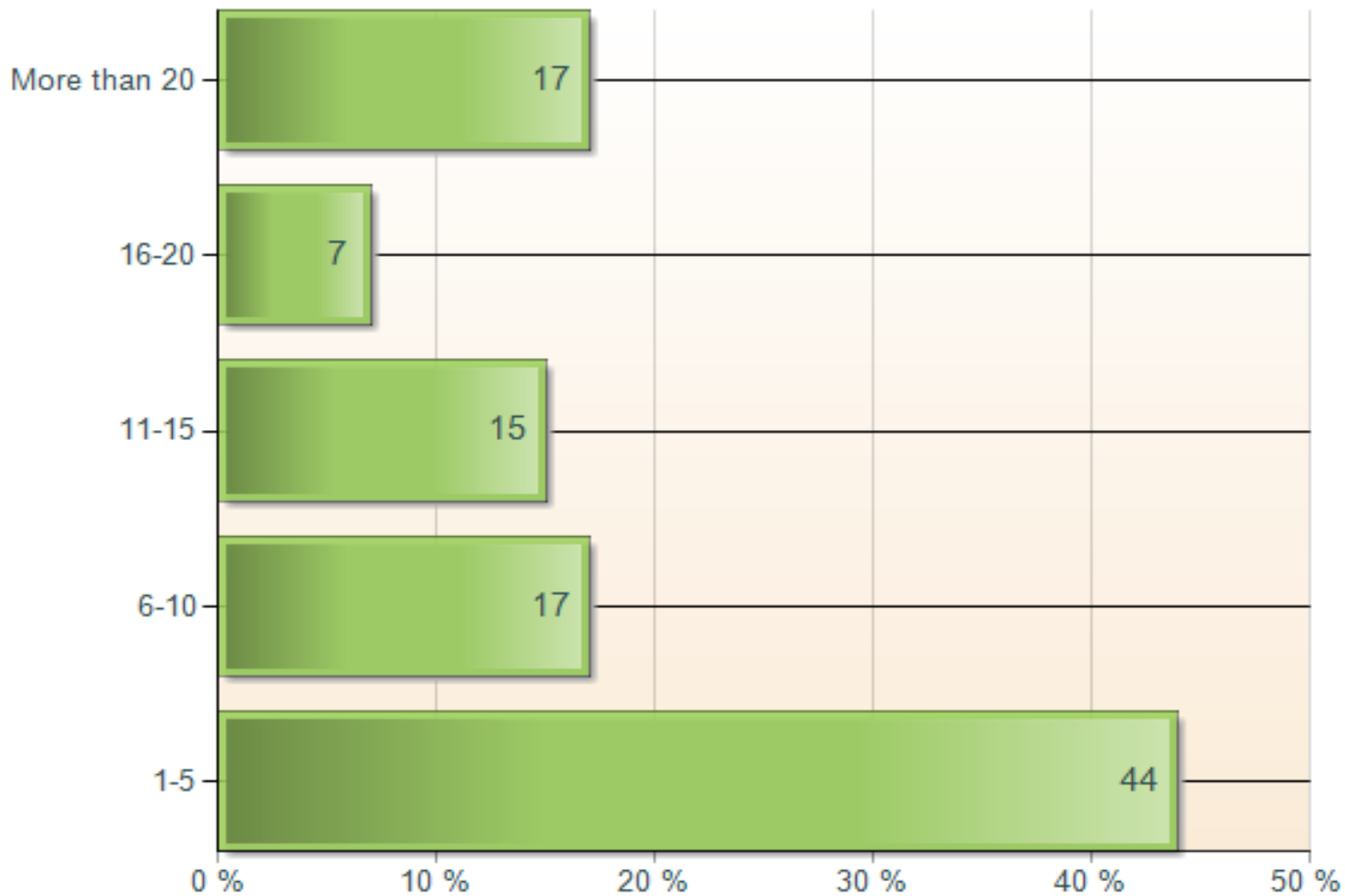
July 23, 2008

CELEBRATING 10 YEARS



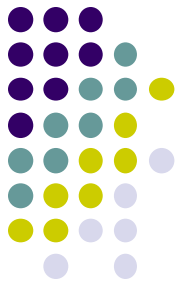
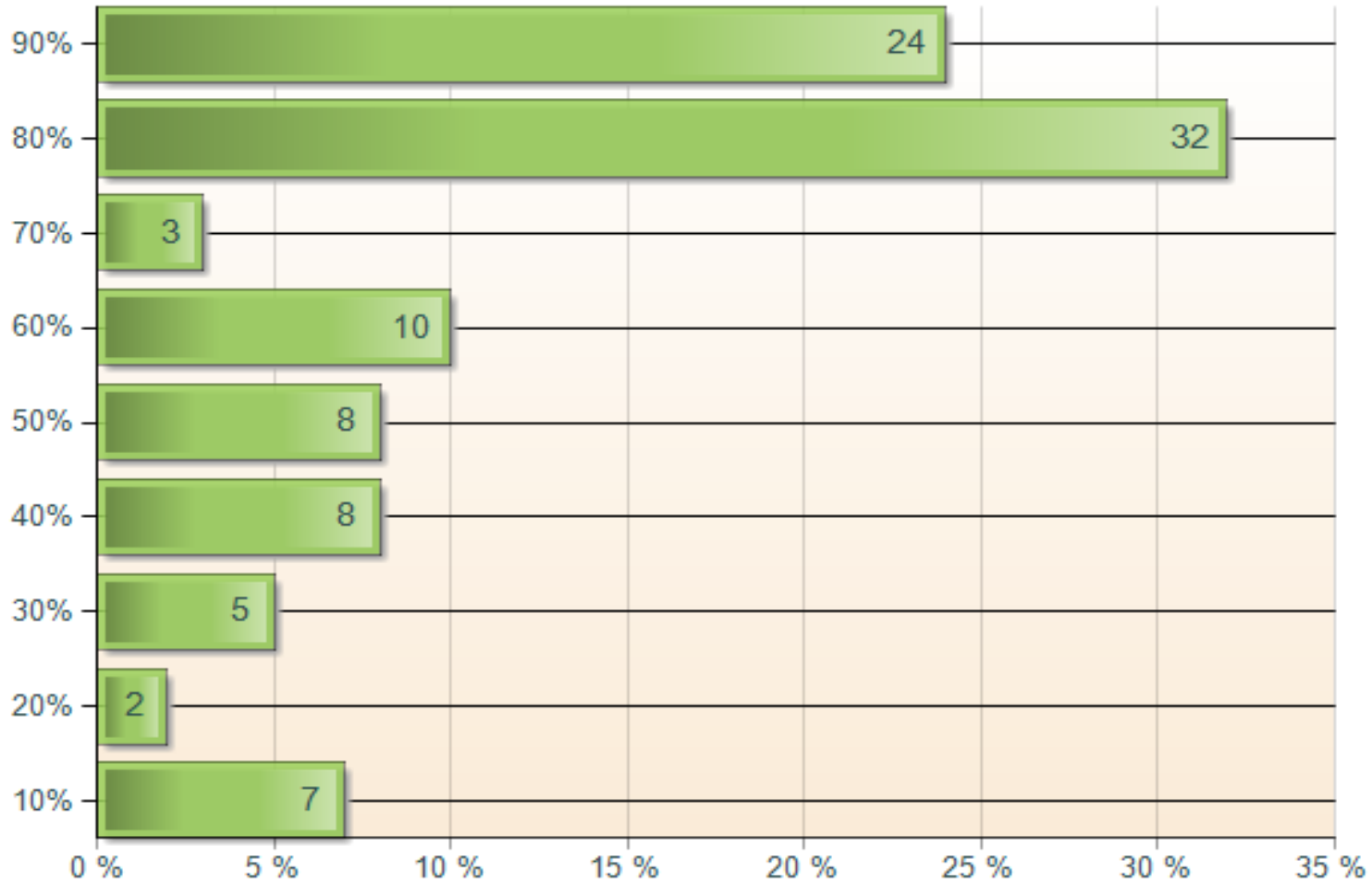
DENTAL MANAGEMENT
COALITION

How many years experience do you have as a dental director?



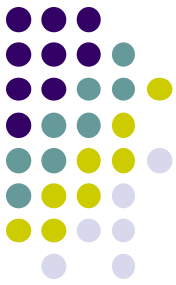
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What percentage of your time is dedicated to direct patient care?



July 23, 2008

Considerations for dental directors:



July 23, 2008

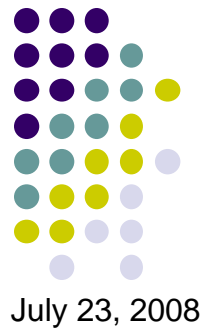
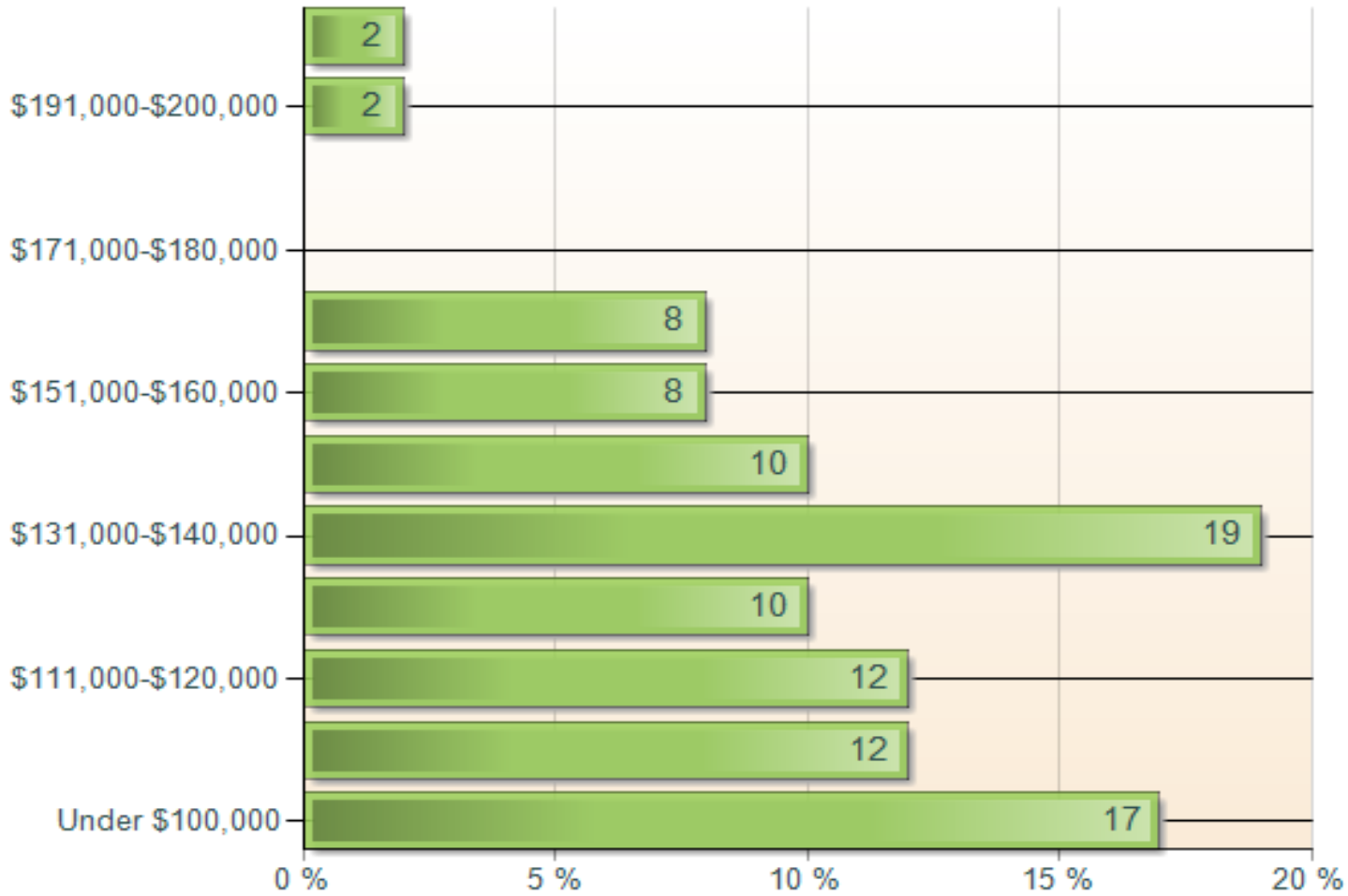
- No one situation fits all scenarios.
- Consider how many hats you wear.
- More locations = more budgets to balance
- More patient chairs = more supervision
- More job functions (IC, IT) = Need for more admin time OUTSIDE dentistry
- Draft your own job description update annually
- Keep learning!

CELEBRATING 10 YEARS

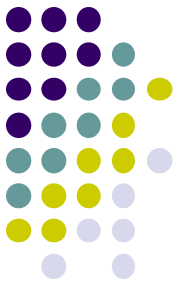
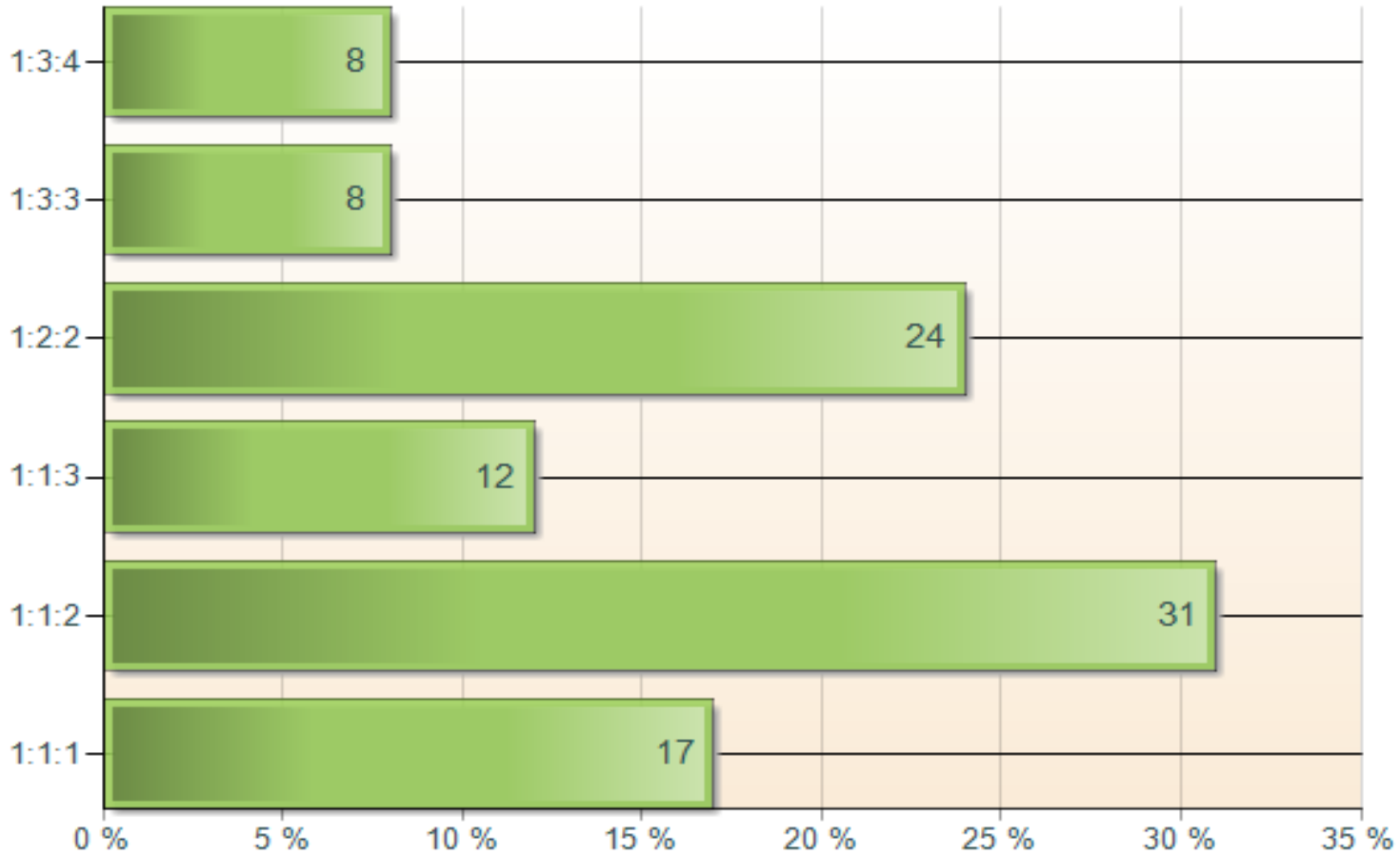


DENTAL MANAGEMENT
COALITION

My annual salary as a dental director is closest to:



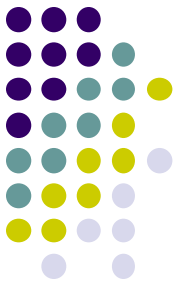
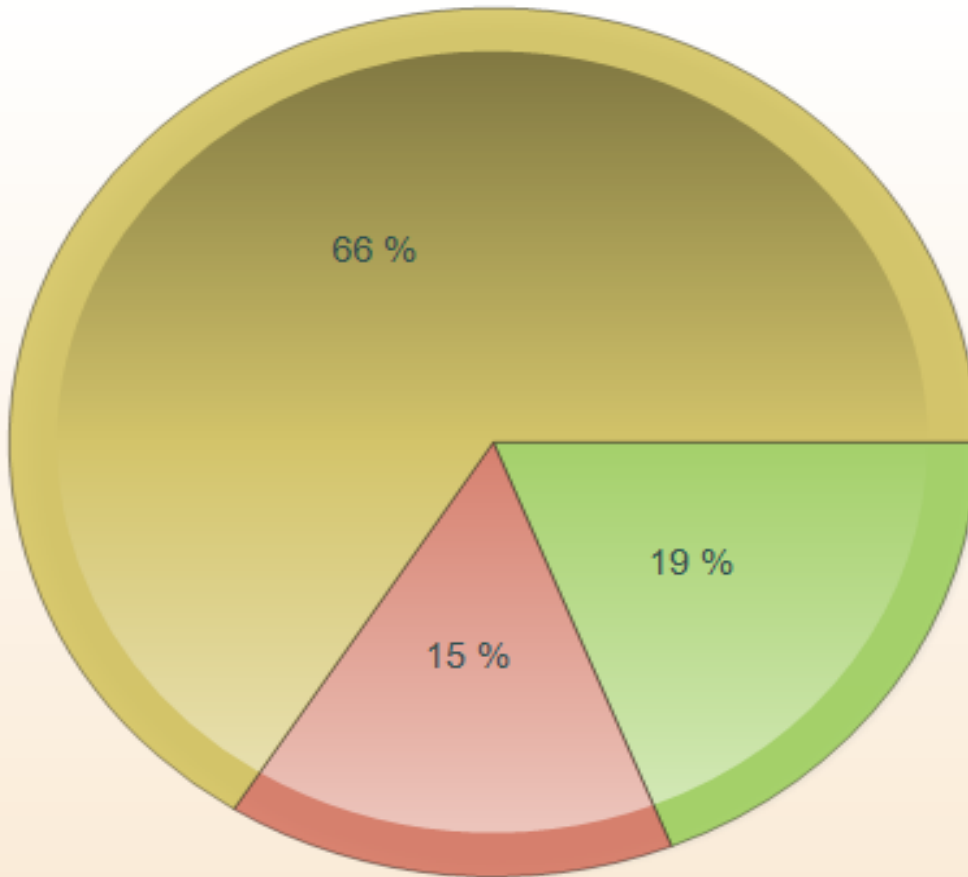
What is your approximate ratio of dentists to dental assistants to available dental treatment room ...



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How many paid hours constitutes a full time work week?

35 hours 37.5 hours 40 hours



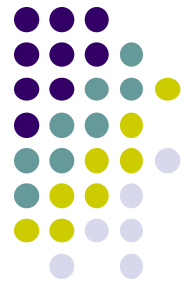
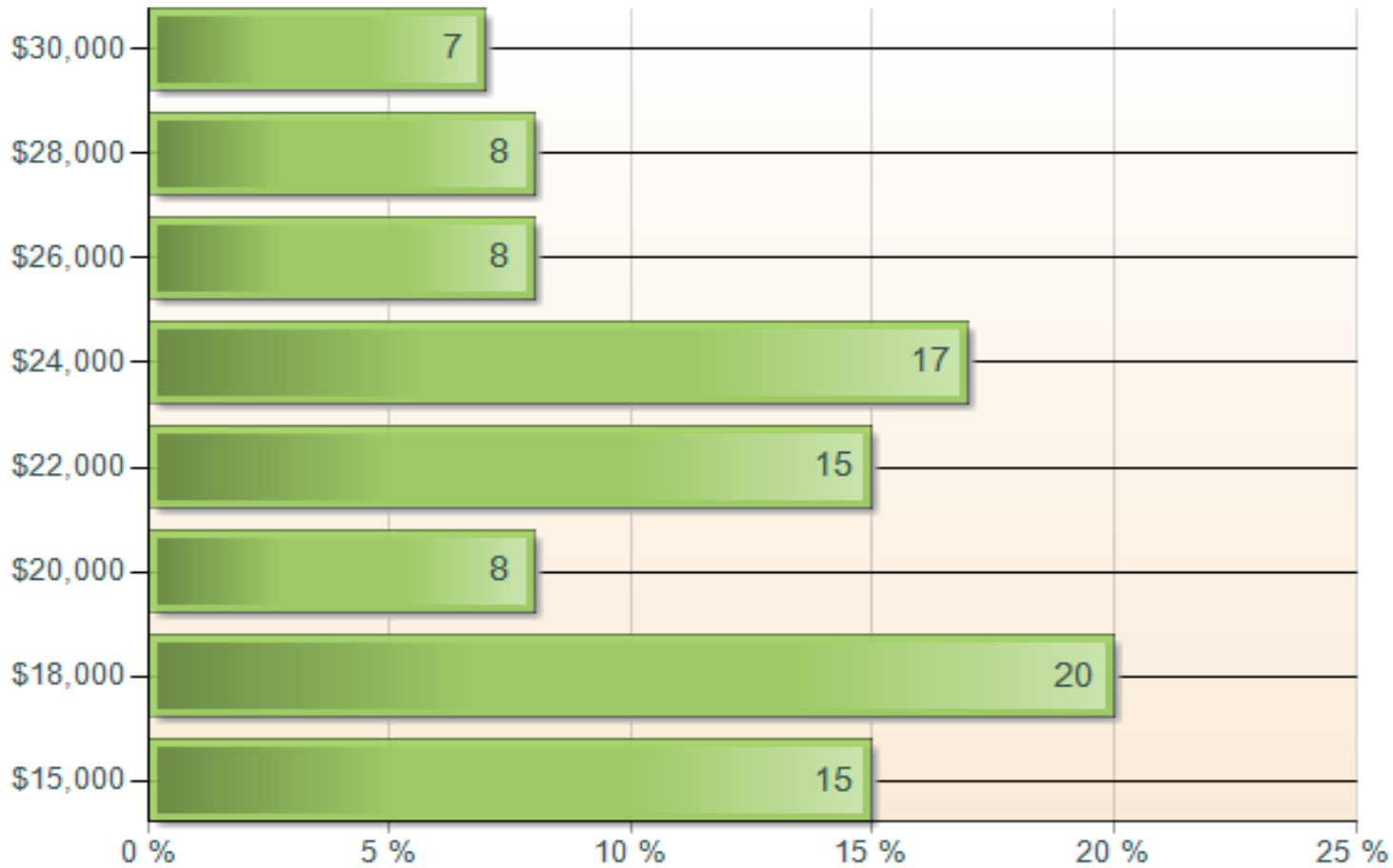
July 23, 2008

CELEBRATING 10 YEARS



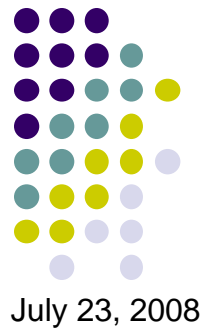
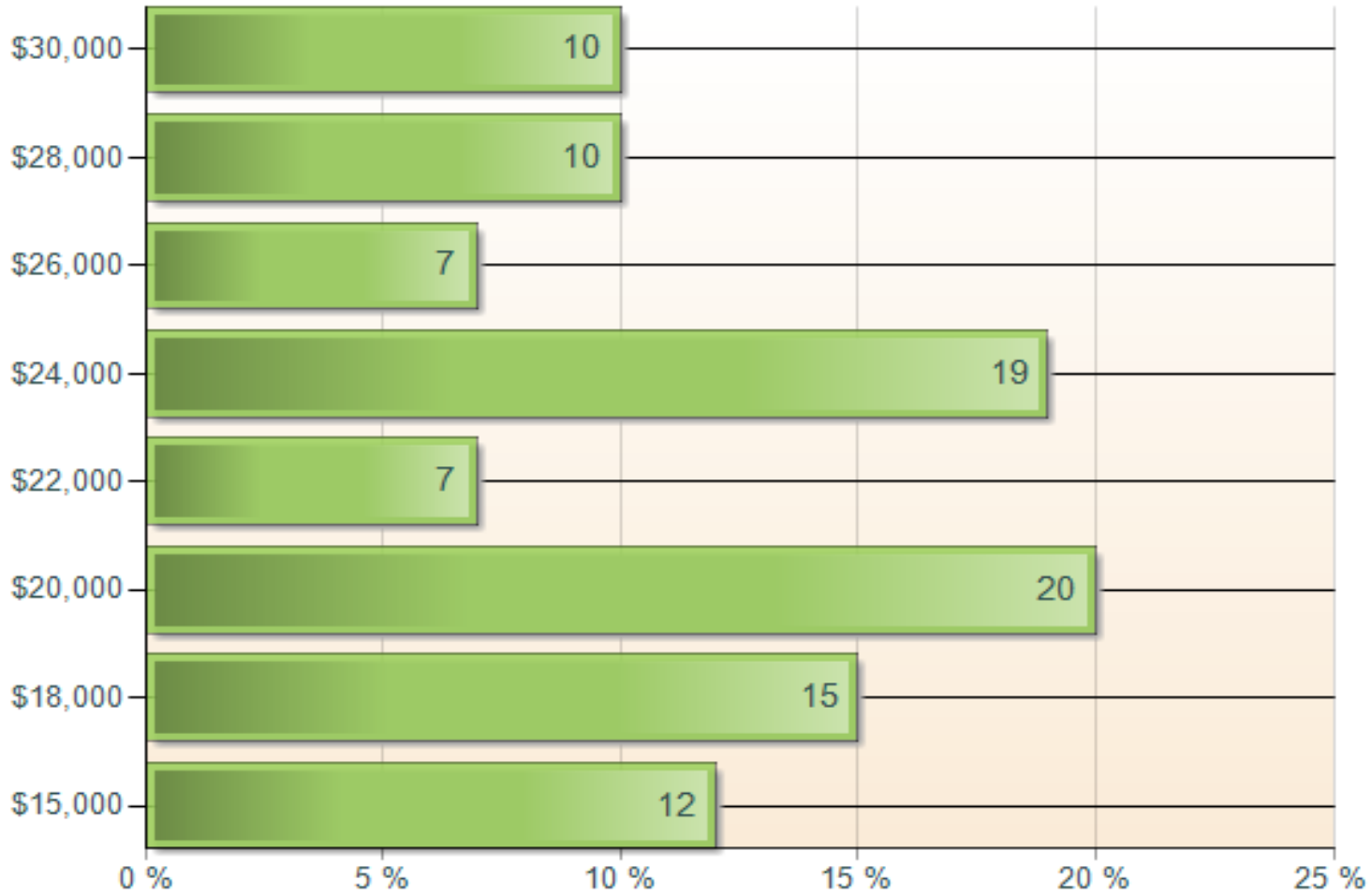
DENTAL MANAGEMENT
COALITION

The closest starting salary for a full time front-end person in your office with minimal (1 year) ...

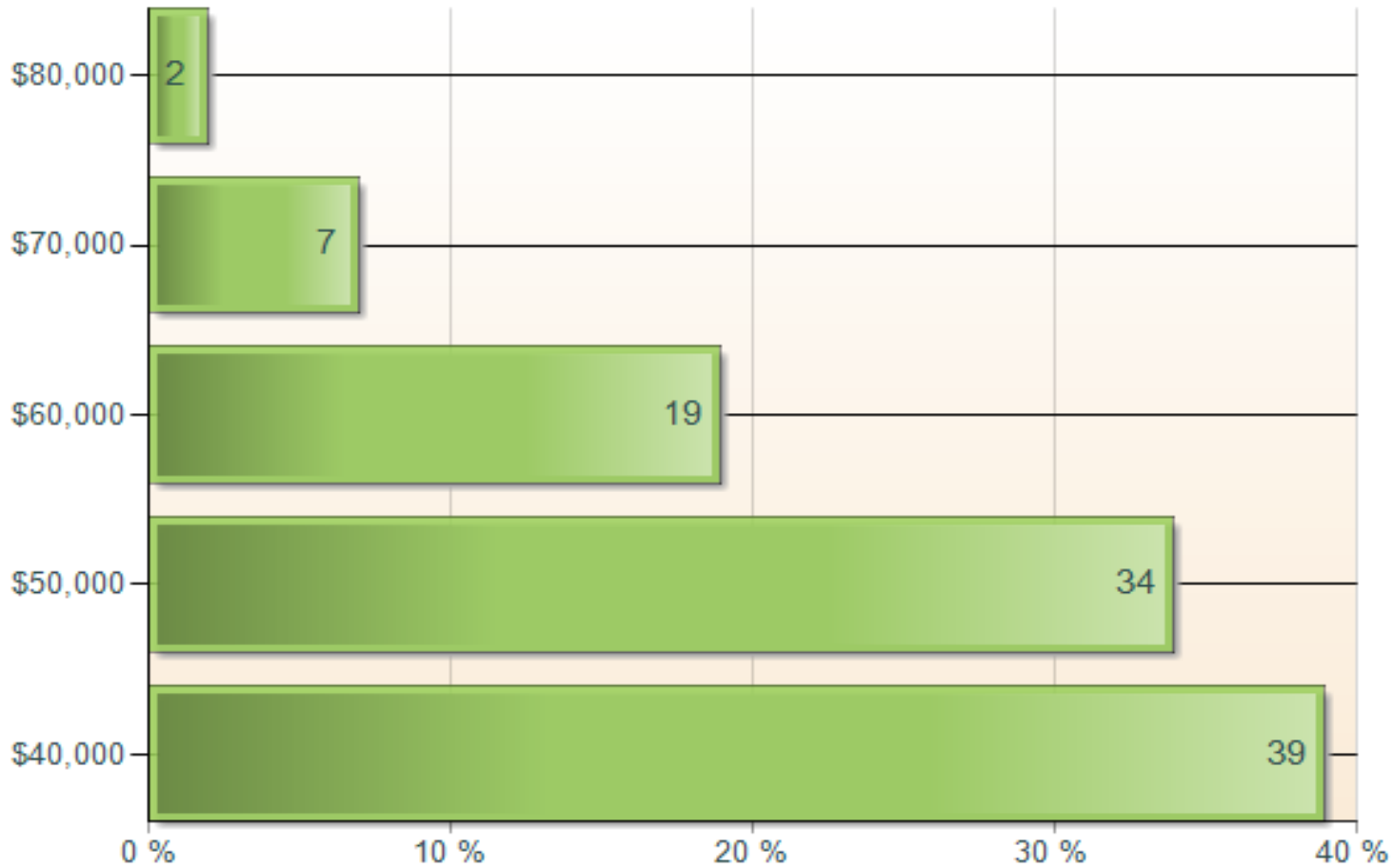


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The closest starting salary for a dental assistant without experience is:

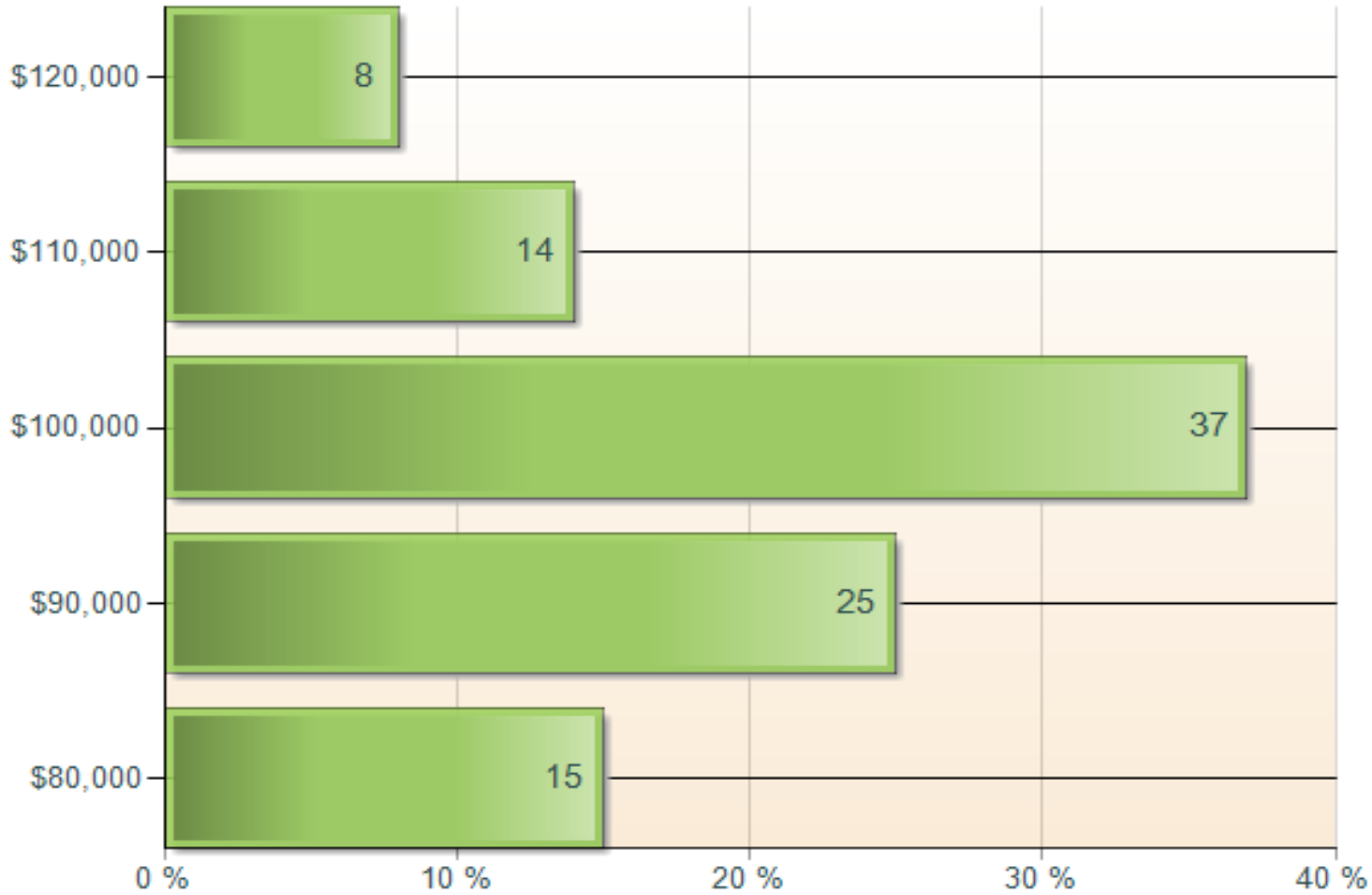


The closest starting salary for a dental hygienist with no experience (just graduated):



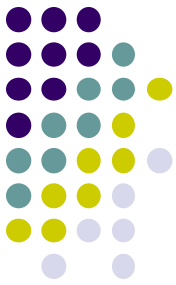
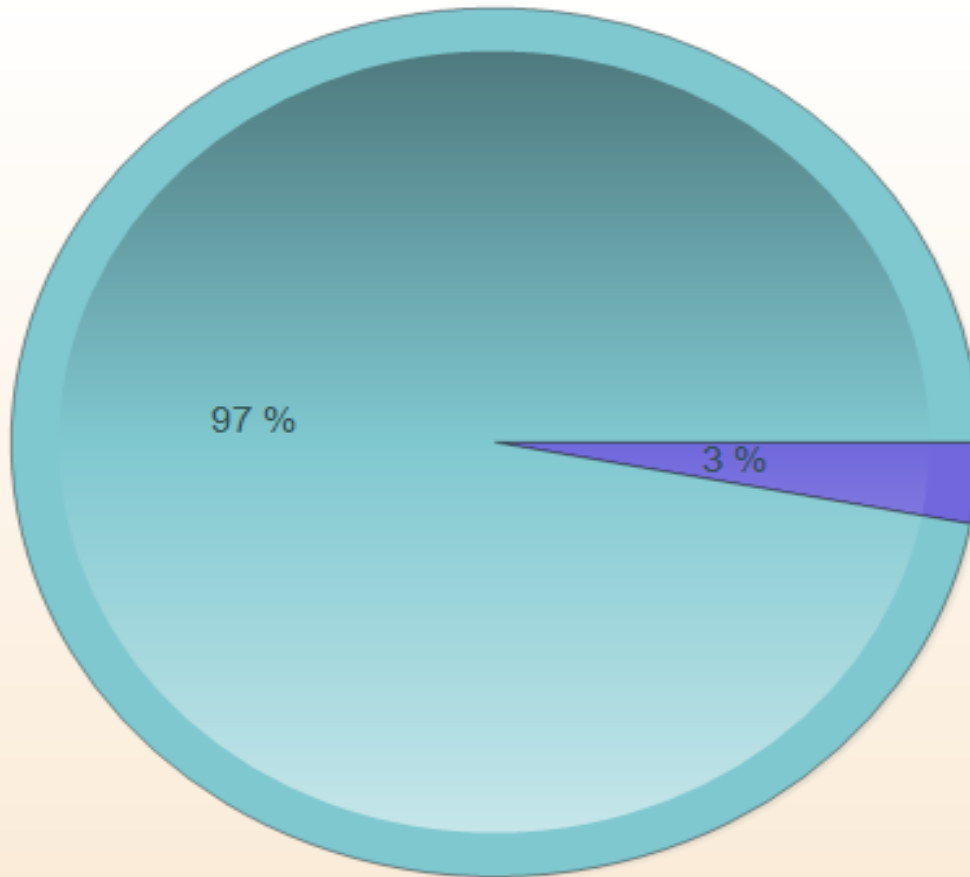
Since 24% of survey respondents indicated that they do not employ any dental hygienists in their practices, the bottom bar should read 15% (39-24) instead of 39%.

The closest starting salary for a dentist just out of residency is:



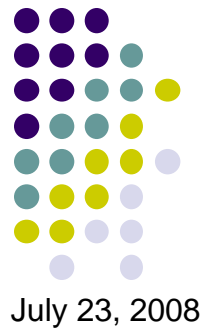
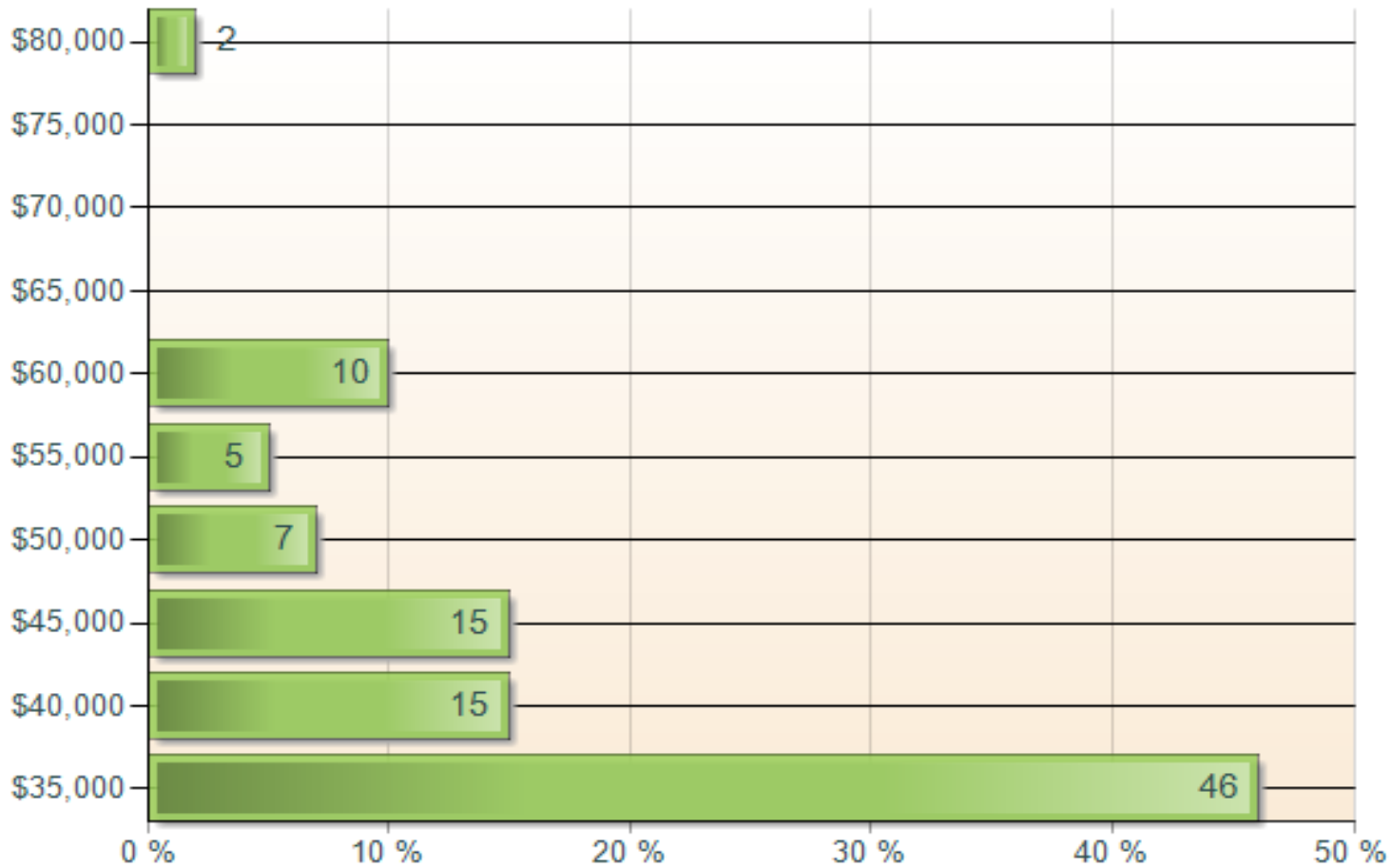
My highest paid dental office manager is also a dental hygienist who sees patients.

Yes No



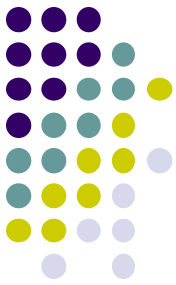
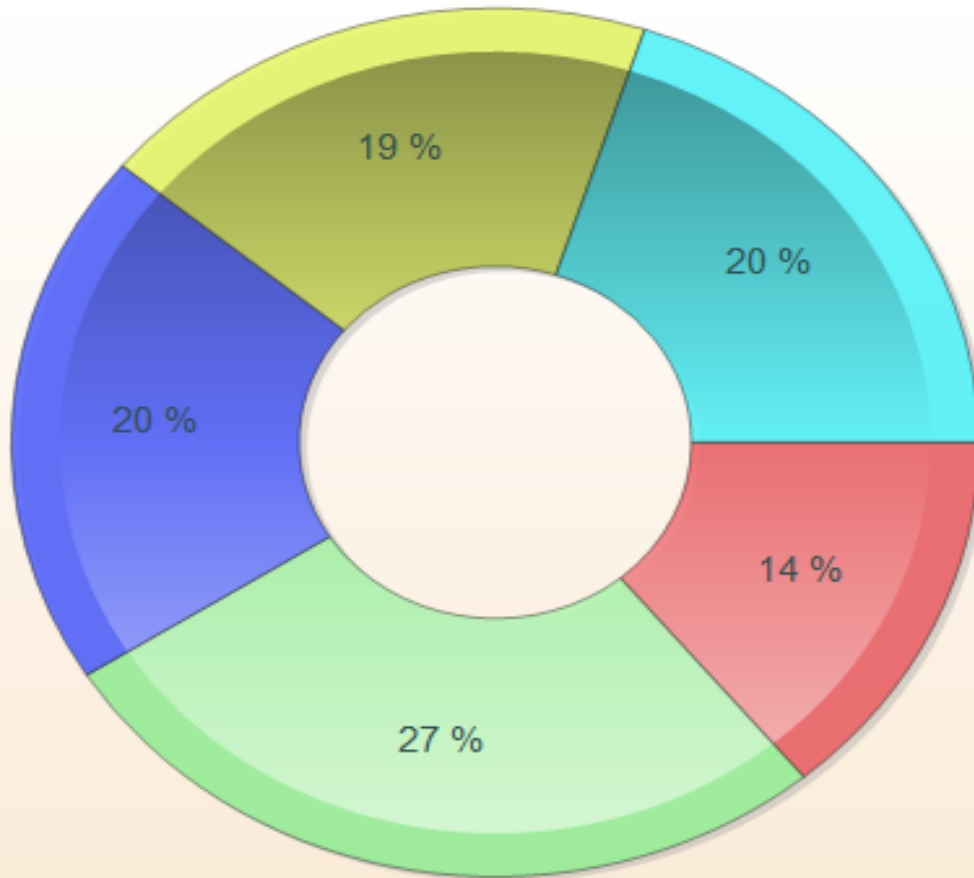
July 23, 2008

The closest starting salary for a dental office manager with at least 5 years experience in that ...



What was the average number of dental encounters/dentist in 2007?

Under 2000 2001-2400 2401-2700 2701-3000 Over 3000



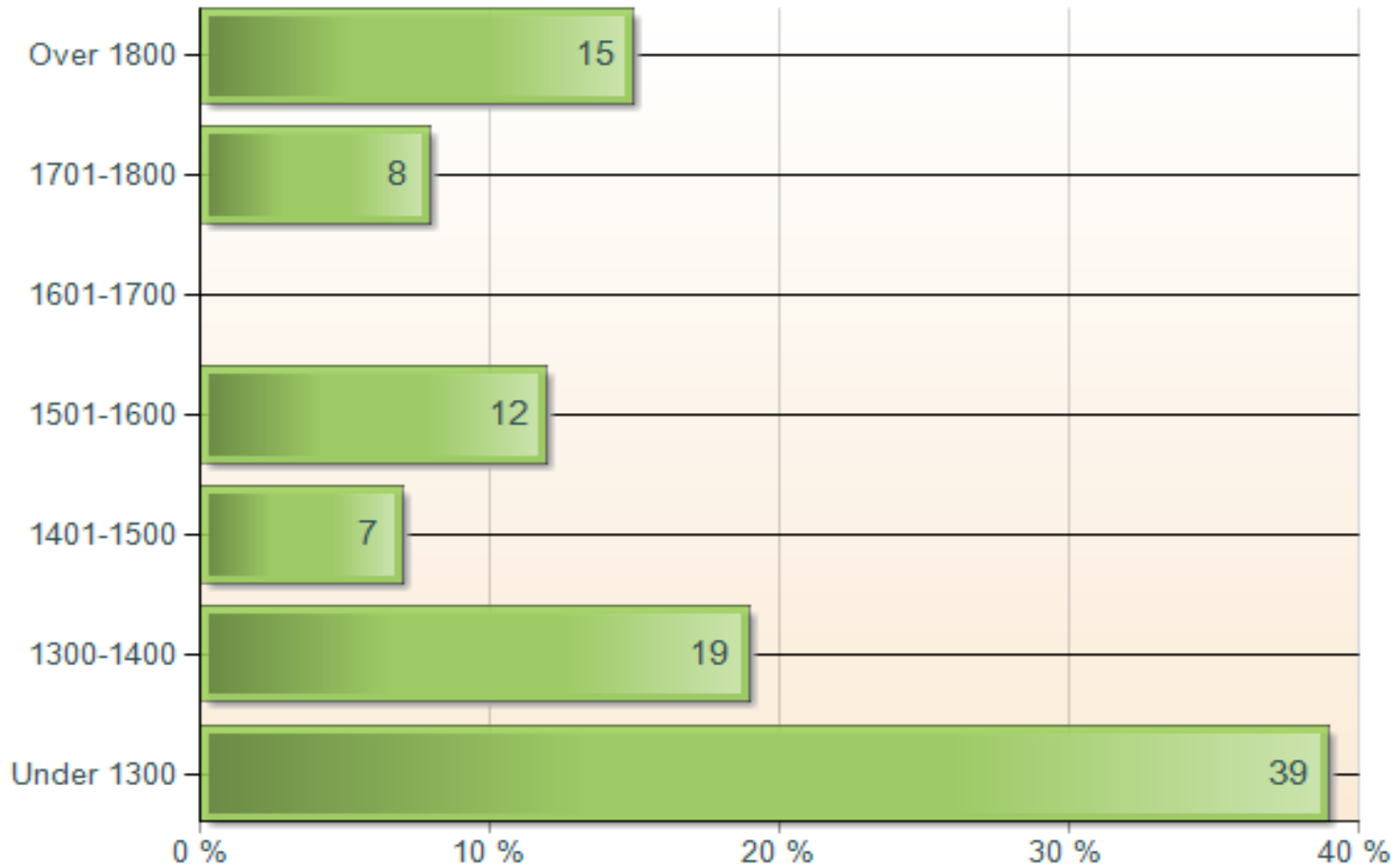
July 23, 2008

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DENTAL MANAGEMENT COALITION

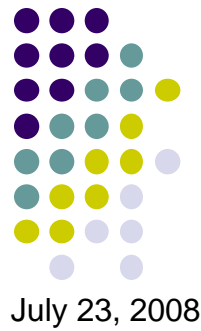
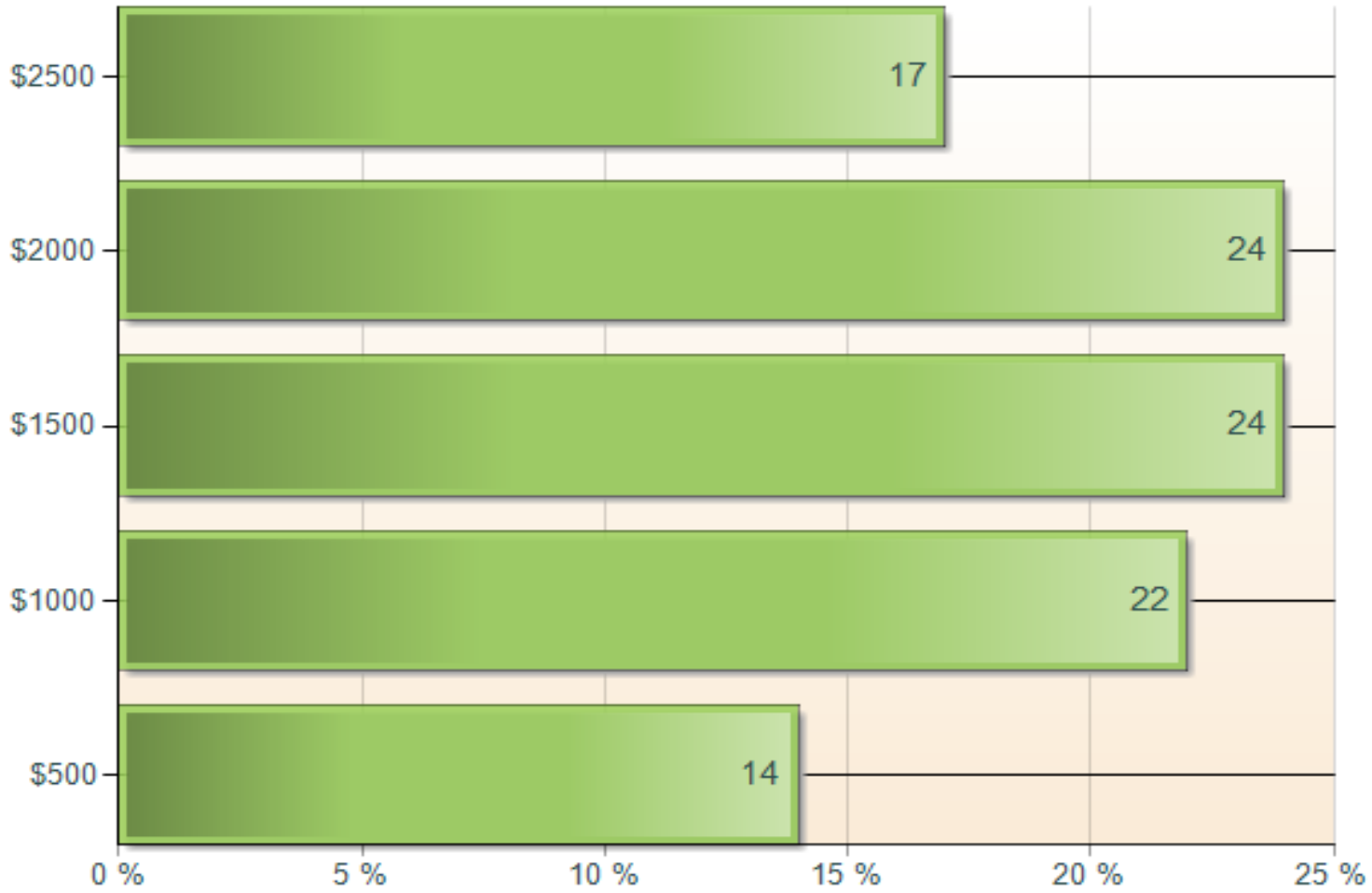
What was the average number of dental encounters/dental hygienist in 2007?



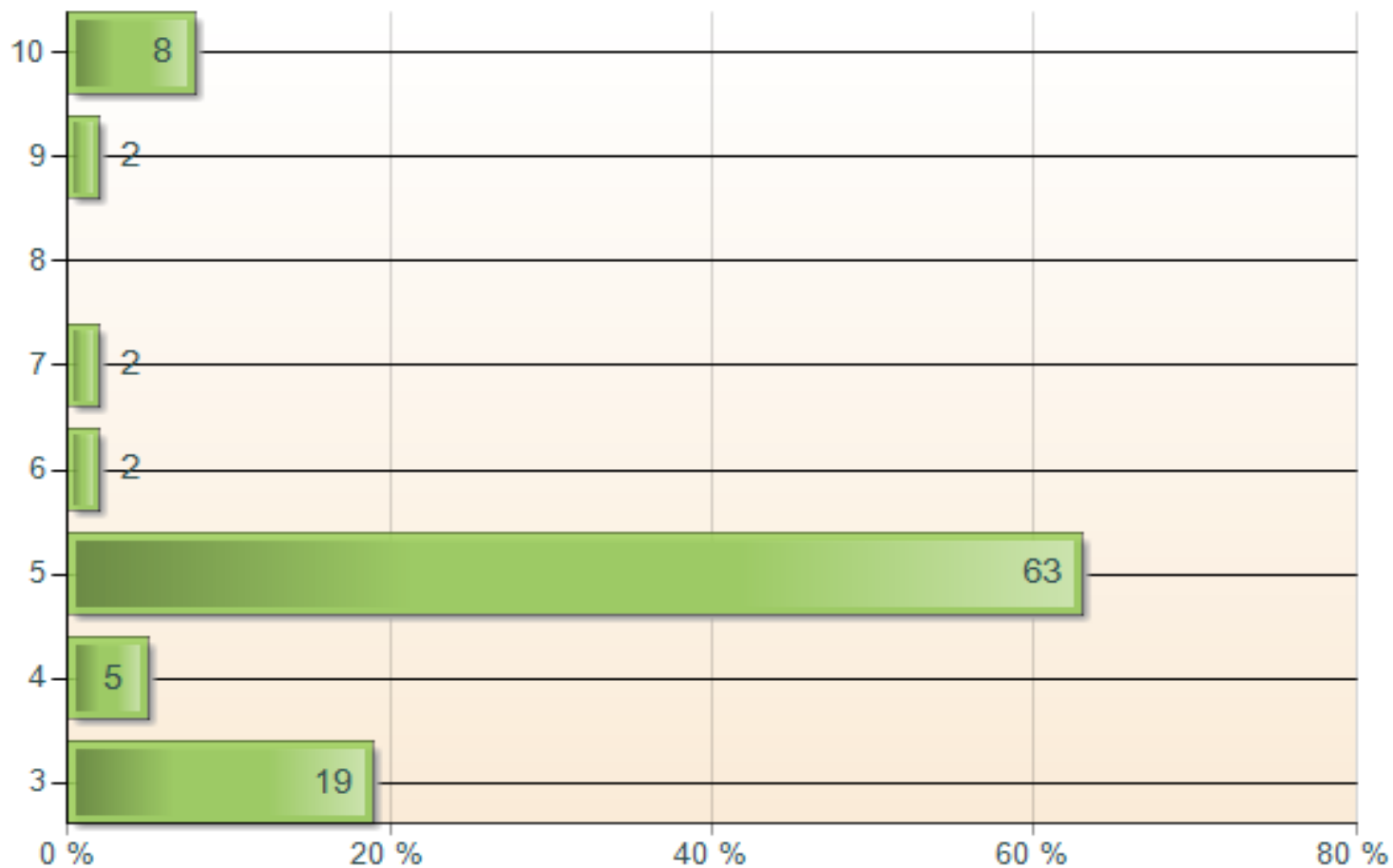
July 23, 2008

Since 24% of survey respondents indicated that they do not employ any dental hygienists in their practices, the bottom bar should read 15% (39-24) instead of 39%.

The annual continuing education \$ allowance per year for dentists is:



The annual number of paid continuing education days per year for dentists is:

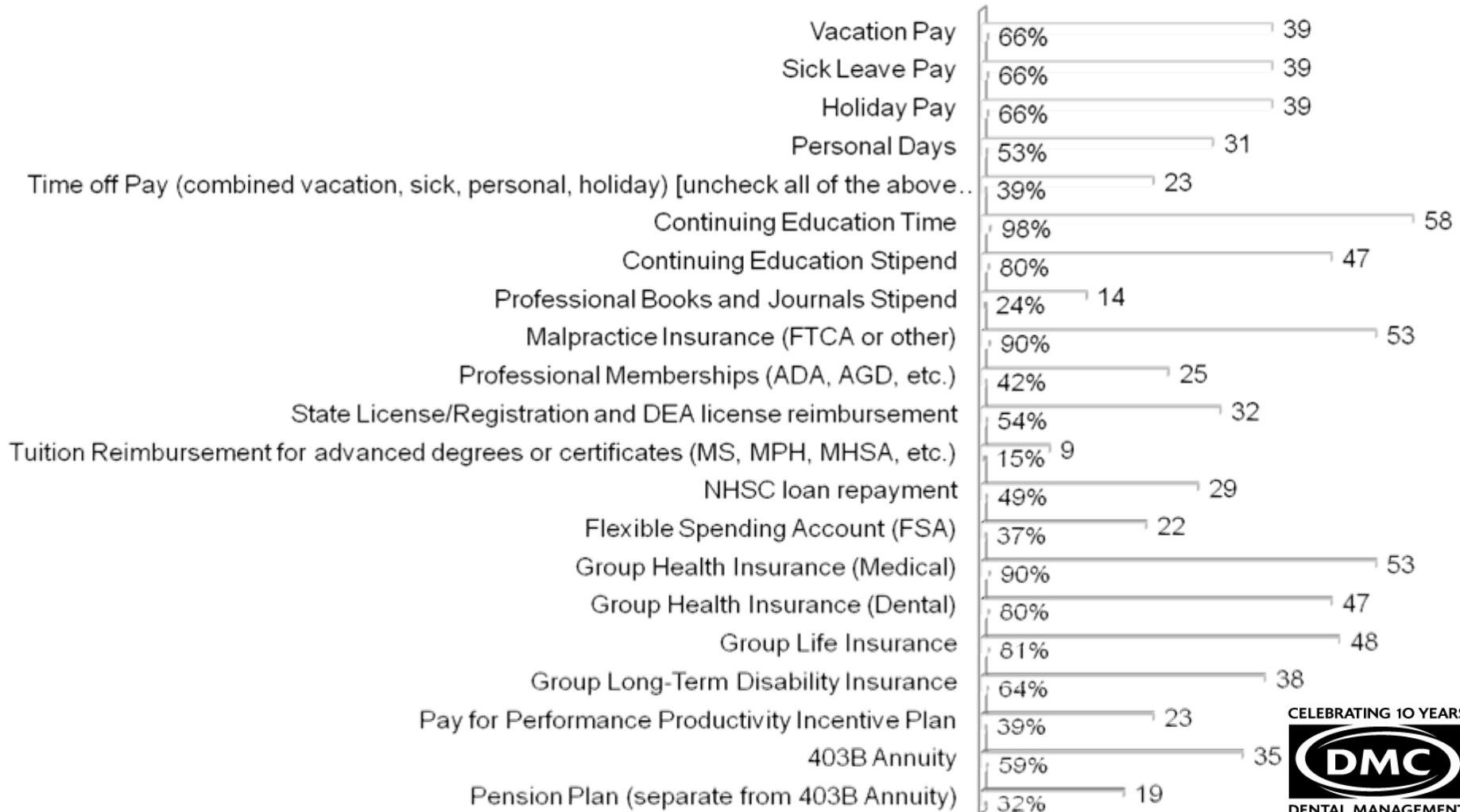


July 23, 2008

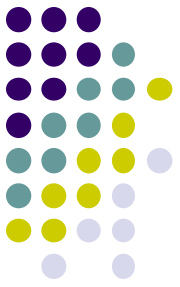
30. What benefits are offered to full time licensed professional [dentists, dental hygienists] employees (choose all that apply)?



July 23, 2008



2008 DMC CHC Dental Staff Survey



July 23, 2008

- Lessons learned:
 - Not all dental programs utilize dental hygienists.
 - Follow up questions concerning dental hygienists should have “Not Applicable” as a selection.
 - Create and distribute a draft survey to a handful of colleagues for comment, critique, and feedback before deploying the survey to your audience.
 - Attempts to simplify questions by using tools like drop down menus can still result in errors being made by selecting incorrect choices in haste.

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DENTAL MANAGEMENT
COALITION