

ADVANCED

BULLETIN

May 14, 2020

*Exclusively to Clients and Friends
of Advanced Practice Management*

What's Inside:

- APM Practice Reopening Survey Results
- PPE Charges
- PPP Forgiveness

APM PRACTICE REOPENING SURVEY:

In one day, we had 146 respondents which gives us a fair indication of what Dental offices are doing.

We plan on doing more of these as we are sorting out what the “new normal” is. Please participate.

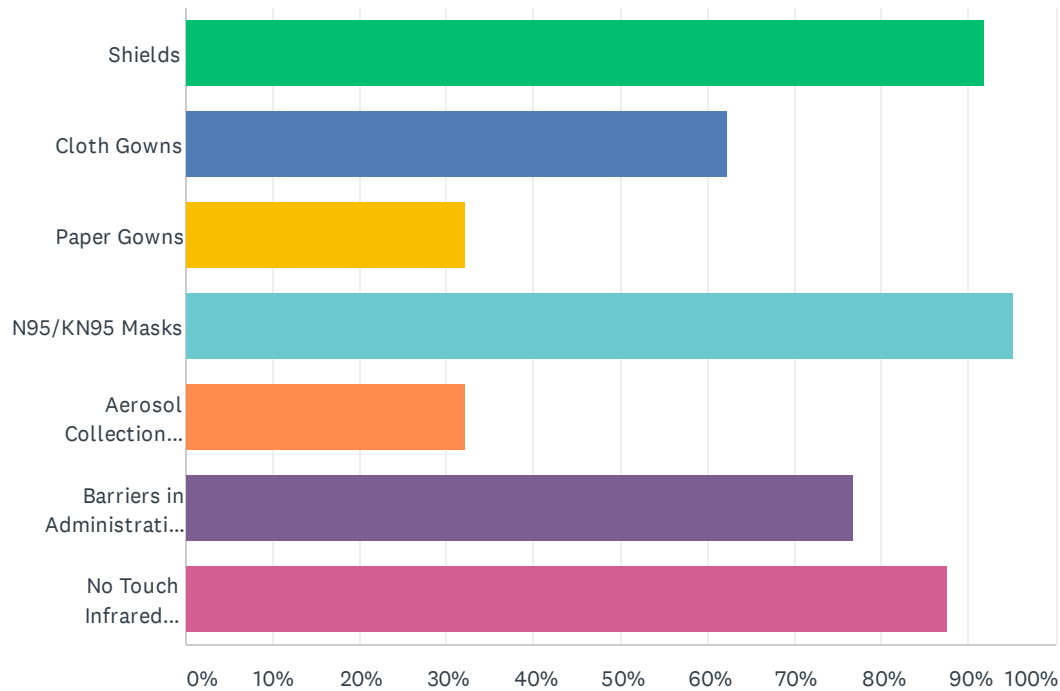
We Believe In You!

We believe that Independent Private Practice is the best way to deliver dentistry. It is best for the patients, the doctors and the staff. Private practices can be more selective with their continuing education and technology. They can also be more adaptable and efficient. **Most importantly, the people who make decisions about patients' dental care are the ones in direct contact with them.** We also believe that professional management support helps **good practices be better** and thrive in a competitive environment.



Q1 Check which of the following PPE or measures you are now using:

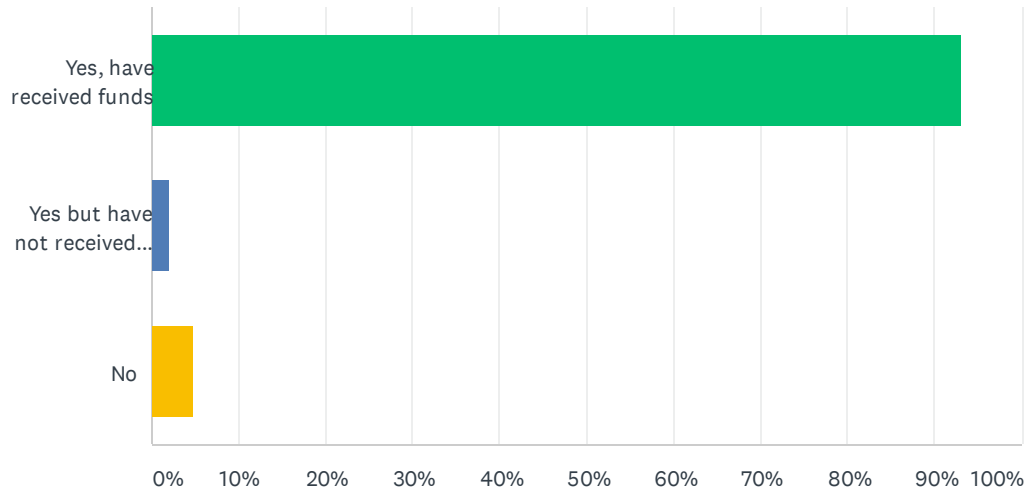
Answered: 146 Skipped: 2



ANSWER CHOICES	RESPONSES
Shields	91.78% 134
Cloth Gowns	62.33% 91
Paper Gowns	32.19% 47
N95/KN95 Masks	95.21% 139
Aerosol Collection System	32.19% 47
Barriers in Administrative Area	76.71% 112
No Touch Infrared Thermometer Checks	87.67% 128
Total Respondents: 146	

Q2 Have you applied for a PPP Loan?

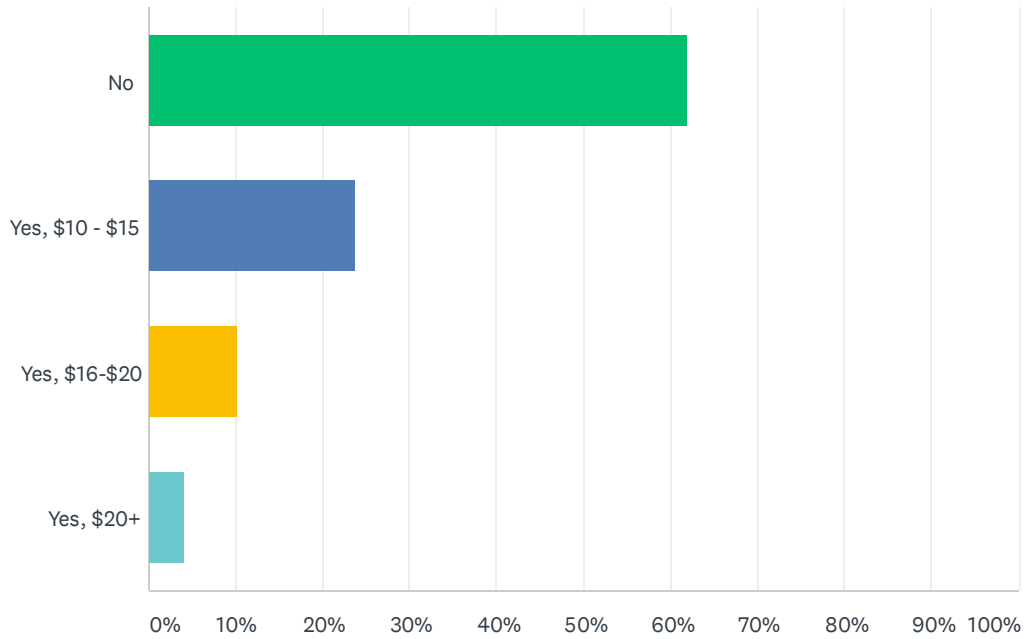
Answered: 147 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes, have received funds	93.20%	137
Yes but have not received funds	2.04%	3
No	4.76%	7
TOTAL		147

Q3 Are you charging for PPE?

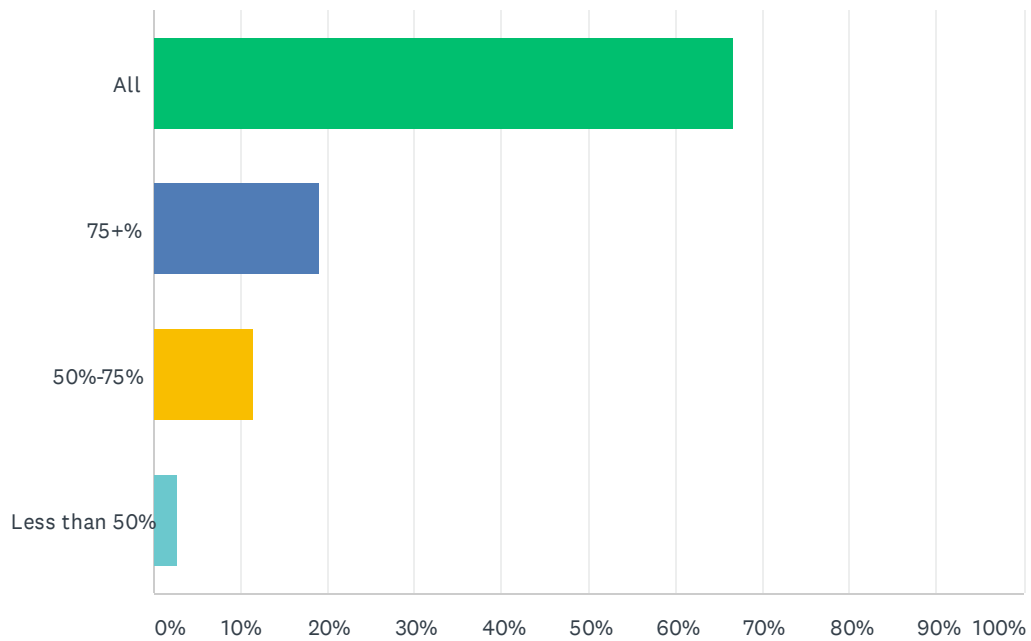
Answered: 147 Skipped: 1



ANSWER CHOICES	RESPONSES	
No	61.90%	91
Yes, \$10 - \$15	23.81%	35
Yes, \$16-\$20	10.20%	15
Yes, \$20+	4.08%	6
TOTAL		147

Q4 Approximately what % of your team are you planning on bringing back to work within the next month?

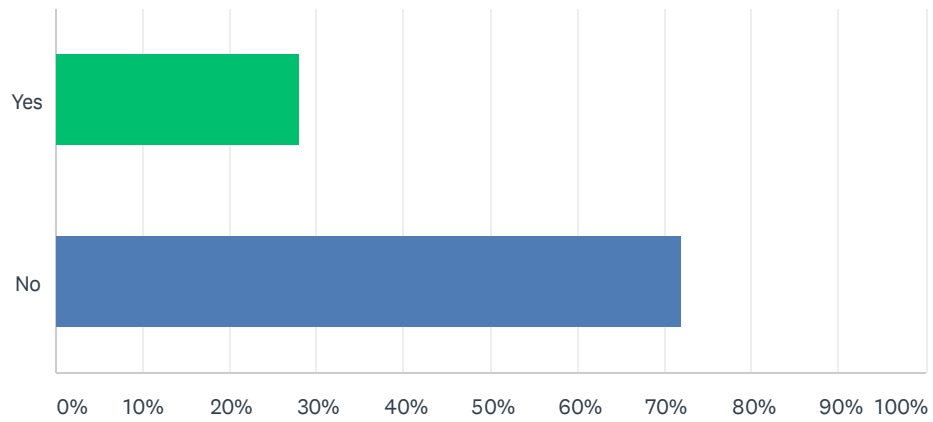
Answered: 147 Skipped: 1



ANSWER CHOICES	RESPONSES	
All	66.67%	98
75+%	19.05%	28
50%-75%	11.56%	17
Less than 50%	2.72%	4
TOTAL		147

Q5 Have you had team members that have declined to return to work due to fear of COVID-19?

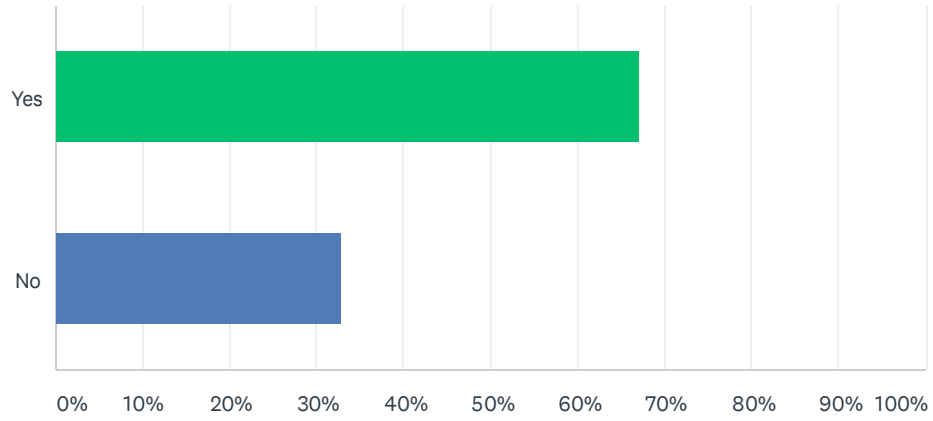
Answered: 146 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	28.08%	41
No	71.92%	105
TOTAL		146

Q6 Since reopening, have you changed hygiene appointment lengths in your office?

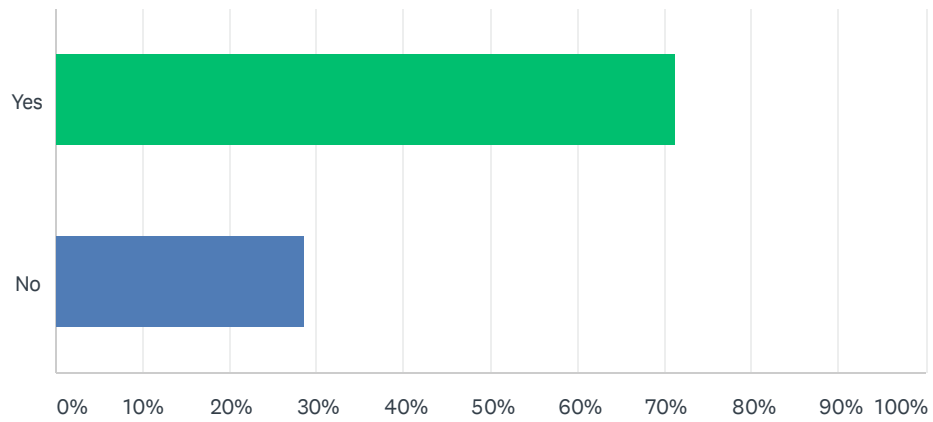
Answered: 146 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	67.12%	98
No	32.88%	48
TOTAL		146

Q7 Since reopening, have you changed operative appointment lengths in your office?

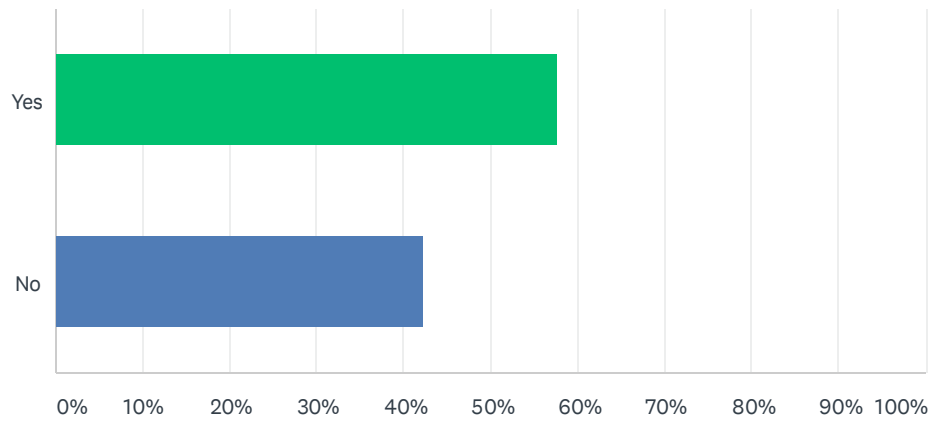
Answered: 147 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	71.43%	105
No	28.57%	42
TOTAL		147

Q8 Do you offer your patients the ability to complete their medical histories online?

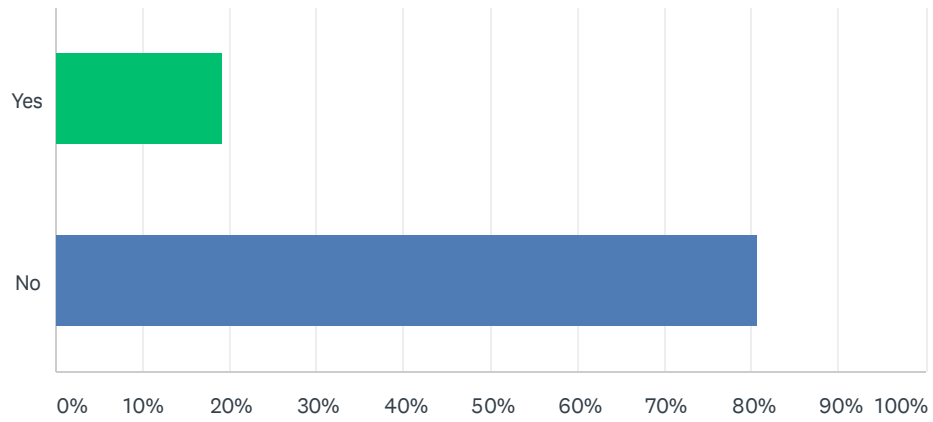
Answered: 147 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	57.82%	85
No	42.18%	62
TOTAL		147

Q9 Do you charge for Teledentistry (Limited Exam)?

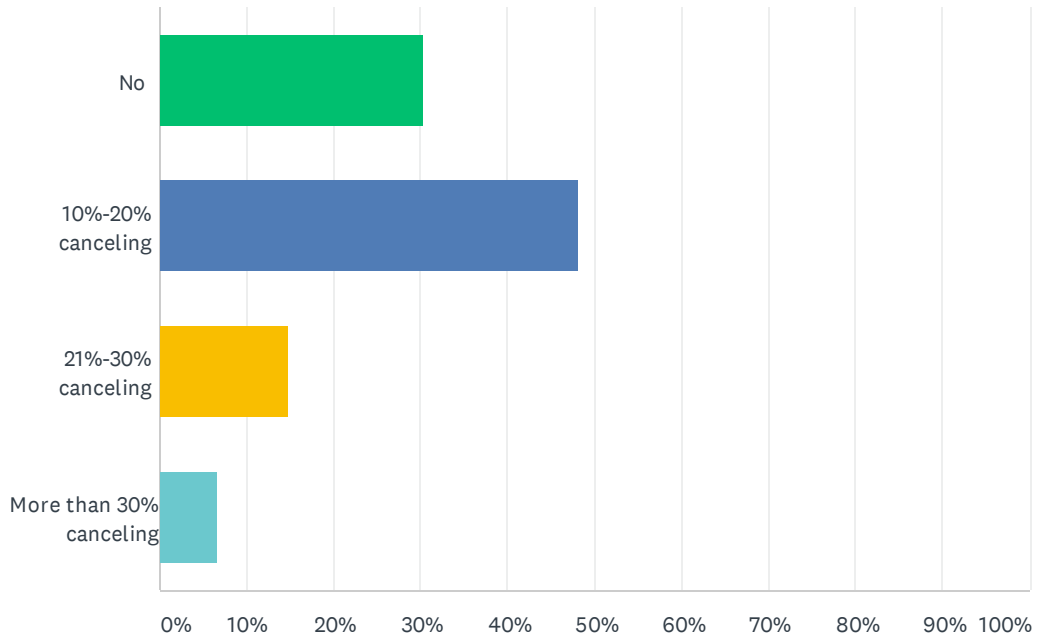
Answered: 145 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	19.31%	28
No	80.69%	117
TOTAL		145

Q10 Since reopening, are patients canceling out of COVID-19 concerns?

Answered: 135 Skipped: 13



ANSWER CHOICES	RESPONSES
No	30.37% 41
10%-20% canceling	48.15% 65
21%-30% canceling	14.81% 20
More than 30% canceling	6.67% 9
TOTAL	135

PPE CHARGES:

38% of responding offices said they were charging for PPE. FYI, Delta says that they will **not** only not reimburse it **or** allow the charge to be passed to the patients plus, they will actually **slow down** the payment of claims with the “1999” code on it. We, therefore, think it makes more sense to raise fees per procedure – or implement a typical across the board increase. For most practices – assuming an increased PPE cost of \$10 per patient visit, there would need to be an across the board of about 3% increase to cover the expenses.

PPP FORGIVENESS:

This will be an important issue for most of you. It will be more of a challenge for doctors who got their PPE funds relatively early. Your accountant should be able to help you with this but if you are not sure they are willing and ready to be on top of it, we can refer you to help.



Bill, Julia, Wendy, Shannon, Heidi, Shelly, Matt

Advanced Practice

MANAGEMENT and TRANSITIONS