

Daily Prep Sheet

Patient/Appt.	DISC Personality	All Front Office Forms	Referral Request	Medical Update	X-rays Needed	Digital Photos	Exam	Perio Chart	Consents Signed	Financial Signed	Recare	Pending TX Plan	Potential Objection	Next Visit to Schedule	Important Notes/ Comments "WKY"

Prep sheets should be completed the day before and brought to morning meeting each day.
 *Potential objections are: Time- Cost- Fear-Trust-Lack of Urgency