

Right People. Right Seats. Real Results

The New Rules of Hiring & Retention in Dentistry

Listener Companion Worksheet

Write only what stands out. This is about clarity, not completion.

Why Can't I Find Or Keep Good People?

Diagnosing the Real Issue

- The biggest frustration I have with hiring right now is
- The role that causes me the most stress or churn is

The 3 Hiring Myths

As you hear each myth, write the word or phrase that hits home.

- "I just need more"
- "..... matters most."
- "Good team members should"

Insight that surprised me:

.....
.....



Where Talent is Leaking

Check what feels true today:

- Slow or unclear hiring process
- Weak interview filters
- Poor or inconsistent onboarding
- No clear development path



The one leak costing me the most right now is

Build Your Team Blueprint

From Culture to Role Clarity

- The real reason people stay is not perks or pay, but

Right People Fitter

"You don't just need people. You need people who..."

- it
- it
- Have the to do it.

(G-W-C)

Right Seats Check

- The role that needs clearer expectations or accountability is
- When roles are unclear, I tend to step in and instead of clarifying.

Skillset/Mindset/Toolset

The area we usually over-hire for is,
and under-hire for is

Keeping Them Engaged

The Retention Strategy Most Practices Ignore

- The #1 predictor of long-term retention is
- Retention actually starts before

What People Really Stay For

Check the one your practice needs to strengthen most:

- Belonging
- Purpose
- Predictable Communication
- Roadmap for Growth

• The one my team would say is weakest right now is

Leadership Reality Check

- I lose good people when I assume they should already know
- The conversation I avoid that would improve retention the fastest is about

Final Anchor: One Decision

Within the next 7 days, the one leadership decision I will make differently around hiring or retention is


Closing Reminder

You don't fix people problems by hiring harder. You fix them by leading with and



Up to \$1000 Value





Do you have leaks in your practice; in your re-care system, in your treatment planning system, in your new patient system? visit <http://bit.ly/revenuereveal> and receive a complementary Revenue Reveal™ Call (\$1000 value) to see how you can stop the leaks.

Notes:

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