THE TEAM TRAINING INSTITUTE

REVIEWS

Reviews from current patients can be a powerful driver of new patients into your practice. Reviews alone have been shown to boost revenue by 6%.

Review Strategies:

- Ask *almost* every patient for a review
- Send a text request for a review while the patient is still in the chair
- Listen for patients who compliment the practice or their experience
- Have an internal contest
- Celebrate team members mentioned by name in reviews
- Read new reviews during your morning huddle

Are you happy with the current quantity and quality of your reviews?_____

If no, have you used a third-party service like Birdeye to support your efforts?_____

What is your process to gather reviews?

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How do you celebrate reviews?

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