

inspero



issue 22.5

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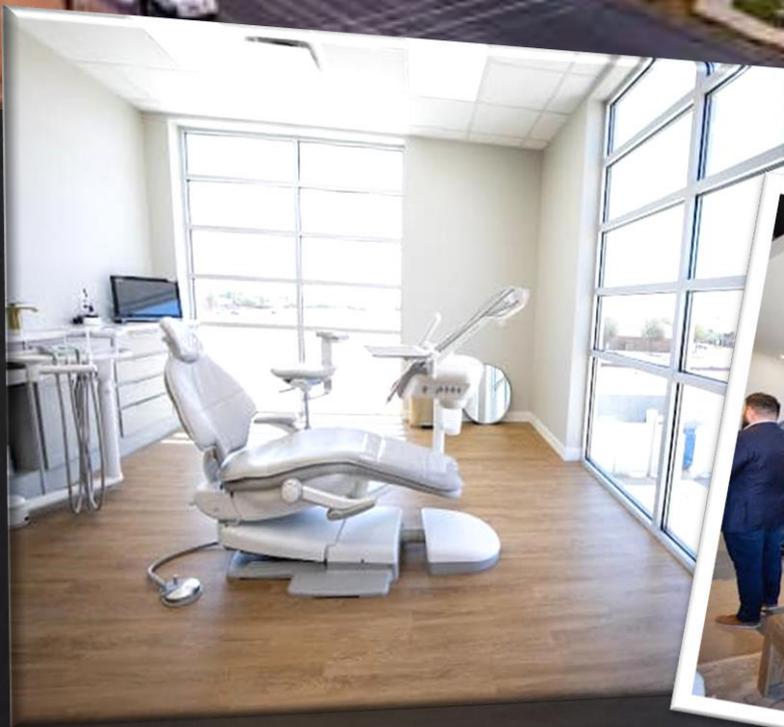
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Coulon Dental & Coulon Watts



Coulon Dental and Coulon Watts recently opened their new doors in a beautiful new space in Midland, Texas. The opening of this new office is the culmination of dreams, sweat, tears, laughs, and lots of planning. Please send Ryan, Jonathan, and their team a huge congrats!

QOTD

Johan Von Goethe
(1749-1832)

poet, playwright,
novelist, scientist,
statesman, theatre
director, and critic



“Everything is hard before it is easy.”

Emotion Explored

I recently saw a patient that was in to have me bury three implants. She is going to a local denture place (you've heard of them) to have her remaining upper teeth removed and a denture fabricated. When I asked about her choice and suggested she had options, she indicated she just wanted the easiest, cheapest thing. As I inquired a bit more she expressed a lack of hope about the future – her husband had been slowly declining with dementia and she was the primary caretaker. She felt deep shame

S H A M E

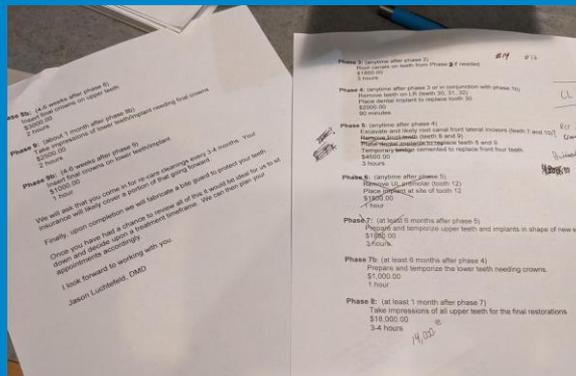
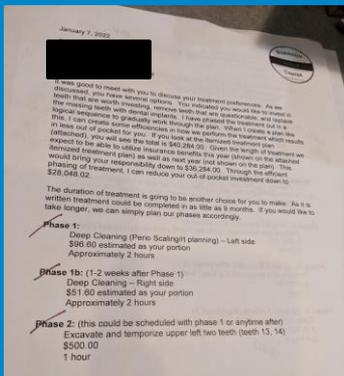
about investing in her own health while her husband suffered and declined. Her choices for herself and her own future were heavily influenced by this shame...and likely depression. This is a story I've heard similarly from mothers with kids, others with parents or spouses for which they must care. All of these cases amount to a personal guilt/shame about taking care of themselves. That feeling can then extend to us in trying to help this person. The airlines know it too – recall they have you put your own oxygen mask on before those around you (kids, etc.).

For a deeper dive check out this video: [School of Life](#)

Thoughts? Send me an email: Jason@insperoteam.com

Treatment Performance

I promised the full treatment plan this month, so here it is!
In a case like this I start with what's wrong (that was listed in a previous issue). Then I start noting how I want/need to fix things. Next, I consider the order – what makes the most sense to treat together? What do I need to treat and let heal before progressing further? What is his chief complaint and how do I work that in towards the beginning (if possible)?
In this case, as you've already seen, perio came first. The verbiage I use with patients is that “if the foundation is a wreck, the teeth don't matter.”
Next, I address areas I have questions about. For example, in this case, I wasn't sure I was going to be able to save teeth #13 and #14 (2.5, 2.6). I'm trying to balance that line of “good prognosis” and “herodontics.” It's a fuzzy line in my world (what about you?).
Finally, I batch the treatment into sections (usually quadrants) and get it into Eaglesoft. From there I put the treatment into English in a word doc that spells out the timeline, treatment in layman's terms, and cost.
Tangent: Cost! Because I can batch this treatment I use a trick I learned 15 years ago from Dr. Mike Melkers – I calculate the time for each appointment, lab costs, how much I want to make, and then add 20% to come up with a “case fee.” The case fee is usually a significant discount from the itemized fee. If you want to know more about this, please ask.



You can see the word doc that is presented to the patient. Items checked off as completed. Several items are now in the process of being changed because I found #13 did not need RCT and #14 is salvageable and he decided he would like to save more teeth than originally planned.
After the perio therapy he will be on 3 month recalls for a year+. He is using some Carifree products. Currently, he is in provisionals on the upper left with a plan to complete the RCT on #14 next week.

Share your thoughts with me: Jason@insperoteam.com

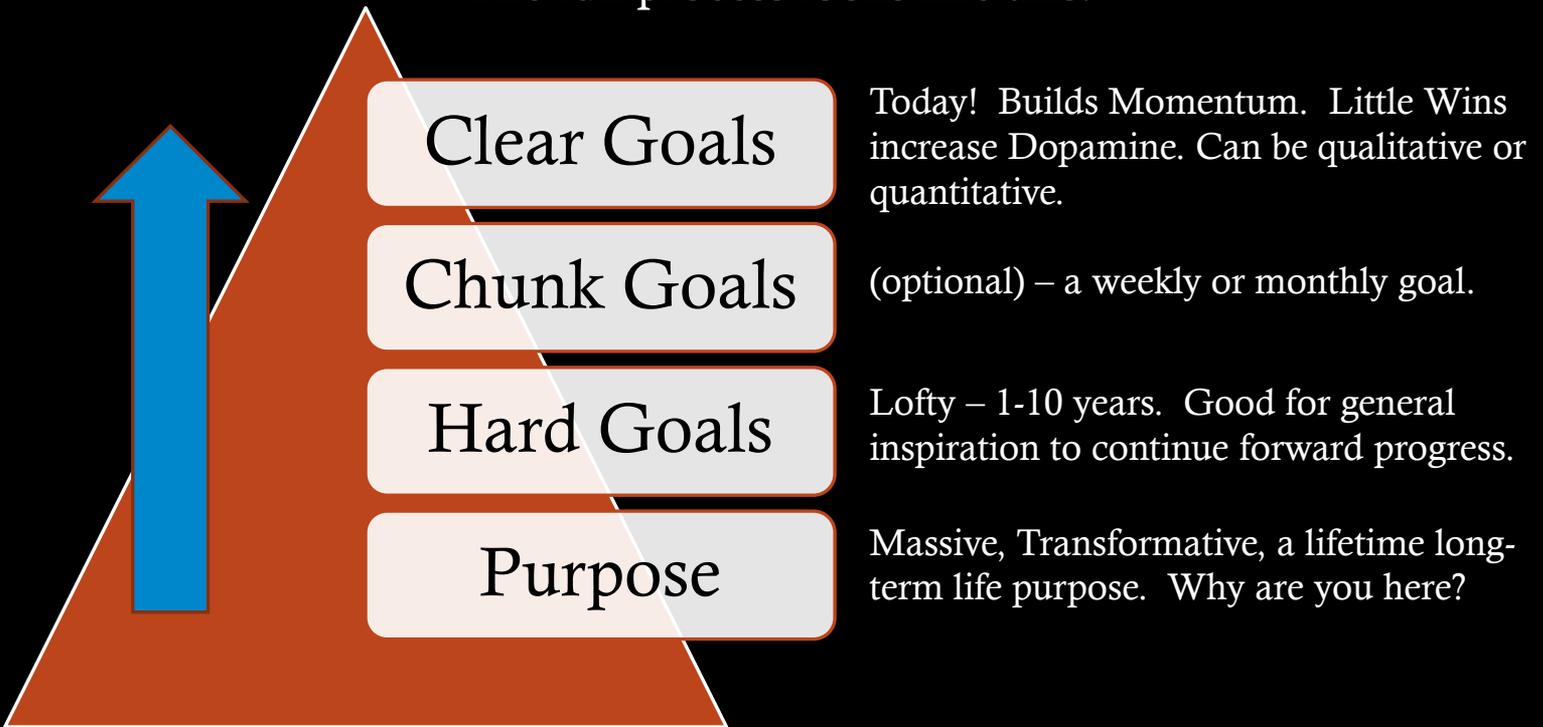
This is going to be about goal setting as it relates to getting into FLOW to ultimately achieve a goal/purpose.

If you remember back to a previous issue you will recall that “clear goals” were a flow trigger!



Start with your Purpose, use that to build Hard Goals which feed Chunk Goals. Finally, you arrive at Clear Goals which are your daily tasks. Functionally, you will have a list of potential Clear Goals every day. Preferably, you will prioritize these the night before. Then as you wake you have your actionable list for the day. As you perform and complete each task (Clear Goal) you get a little dopamine hit that helps motivate you for the next task. Keep the momentum going by continuing through your Clear Goals for the day. A Kanban board works great for this btw.

The full process looks like this:



Share your story with me: Jason@insperoteam.com
Or on our FB page: [Inspero Team | Facebook](#)



Flow

We have a NEW New Patient Experience Workshop scheduled for June 3&4, 2022 in Springfield, MO.
More info [HERE!](#)



See us Live!



RLF&A

Emotional Intelligence

November 3-5, 2022

Vermejo Fishing

ThinkTank

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