



# Get Your Practice **OnTrack**

>> Every successful business requires planning and development. When is the last time you gave your practice a thorough check-up or created a treatment plan for your own success?

OnTrack from Mercer Advisors makes it easy for you to monitor the health of your practice, diagnose problems and create a plan to help you meet your goals – 24 hours a day, seven days a week. With just a few mouse clicks, you'll see how your practice is performing and what you can do to make improvements, and it takes less than 15 seconds per patient to keep the system updated.

### Focus on Your Goals

Your journey with OnTrack starts with selecting your focus. You can choose from:

- > Increasing case acceptance
- > Growing your hygiene department
- > Increasing production
- > Associate development
- > Increasing patient retention
- > Comprehensive practice growth

Once you've selected your focus, OnTrack will automatically generate key performance indicators and benchmarks to help you track your progress against your goals. Additionally, you will have access to enlightening gap analysis reports to identify potentially overlooked practice opportunities.

All of your critical indicators can be viewed on one screen in the Executive Dashboard, giving you an at-a-glance snapshot of the health of your practice. You can also click on each key performance indicator for an in-depth description of how the overall practice and individual team members are performing. This information will help you identify opportunities for growth and discover successes that you can leverage to the entire team. You'll also be able to see instantly how you compare to the national average or a group of high-performing practices.

OnTrack is designed to grow and change along with your practice. If your goals shift, simply change the focus in OnTrack. Your key performance indicators will automatically update to reflect the direction you want to take your practice.

### Drive the Right Behaviors

OnTrack offers a wealth of information to help you and your staff achieve your goals. Workbooks, scripts and analogies based on more than 25 years of experience help your team become better communicators and facilitate learning and development in your practice. Used during morning meetings, these resources can help you educate your team and get them working toward the same goals and objectives.

To keep the team on track all day long and to reinforce your goals at each patient visit, there are Focused Visit Questions within OnTrack. These yes or no questions help your team establish the right habits to move your practice forward, including: "Did you use the intraoral camera?" or "Did you use CAESY patient education software?" The more your team uses these questions to guide each patient visit, the more they will develop their case presentation techniques.

### Plan for Growth

Do you have the right equipment and technology in your practice to support your vision and goals? The Patterson Planning Tool in OnTrack is designed to help you strategically plan equipment and technology purchases to maximize growth, as well as tax and cost savings.

During a free, optional planning session with your Patterson representative, you will review your vision and goals and determine whether your practice is missing equipment and technology that could further enhance your success. Based on your vision and goals, the Patterson Planning Tool creates a five-year purchase plan that helps you determine which equipment and technology is needed for your practice and the best time for integration. It's the equivalent of a treatment plan for your dental practice.

### Experience the Simplicity of OnTrack

OnTrack's integrated bridge functionality imports data seamlessly from Eaglesoft, with other practice management software bridges coming soon. This automatic feature allows you to build meaningful business plans in moments by saving time and reducing the potential for data entry errors. However, OnTrack does not require practice management software to function. Patients can be entered into the system manually each morning in just seconds.

You don't have to be at the office to access your practice information in OnTrack. Cloud-based web access allows you to connect to OnTrack from your computer, tablet or any mobile device with a browser, from wherever you are. You'll be able to stay connected whether you are at the office, at home or on the road.



Are you ready to get your practice on the right track?  
Learn more about OnTrack and try it for free at  
[pattersondental.com/apstore](http://pattersondental.com/apstore).