



Blocking Time for Private Pay/3rd Party Appointments

It's no secret that 3rd party payers for hearing aids are on the rise. And that's good and bad. On one hand, more people are getting access to hearing aids than ever before. This means your pool of potential patients is much larger. On the other hand, 3rd party patients bring in less revenue per appointment than a private pay patient. You don't want to fill your schedule with them, but you don't want to miss out on an opportunity to fill as many appointment slots as you can during a day.

How do you fix this? With time blocking! Watch these videos and check out the sample time blocked calendar below. Your Practice Growth Advisor will walk you through how to make this a part of your practice.

Resource Videos:

<u>The Basics of Time Blocking</u> 6.5 minutes <u>How to Get More Done in a Day: Schedule and Time Blocking</u> 2 minutes

Your Goal:

Next Steps:

- 1.
- 2.
- 3.

	SUN	MON	TUE	WED	THU	FRI	SAT
	4	5	6	7	8	9	10
GMT-05							
7 AM —							
8 AM —							NO PATIENTS
	Family Day all day	Daily Prep/Workday St	Daily Prep/Workday St	Daily Prep/Workday St	Daily Prep/Workday St	Daily Prep/Workday St	7:30 - 8:30am
9 AM —	8am – 5pm	HAE/DHT, 9am	HAE/DHT, 9am	HAE/DHT, 9am	HAE/DHT, 9am	HAE/DHT, 9am	Business Work 8:30 - 10:30am
10 AM —		HACKs, 10am	HACKs, 10am	HACKs, 10am	HACKs, 10am	HACKs, 10am	
		HACKs, 10:30am	HACKs, 10:30am	HACKs, 10:30am	HACKs, 10:30am	HACKs, 10:30am	
11 AM —		3rd Party/Medicaid, 1	HACKs, 11am	3rd Party/Medicaid, 1	HACKs, 11am	3rd Party/Medicaid, 1	Big exercise
10 DM			HACKs, 11:30am		HACKs, 11:30am		block/Alone Time 11am - 1pm
12 PM —		Lunch, 12pm	Lunch, 12pm	Lunch, 12pm	Lunch, 12pm	Lunch, 12pm	- Haili - Tpili
1 PM —		HAE/DHT, 1pm	HAE/DHT, 1pm	HAE/DHT, 1pm	HAE/DHT, 1pm	HAE/DHT, 1pm	Family Time
2 PM —		HACKs, 2pm	3rd Party/Medicaid, 2p	HACKs, 2pm	3rd Party/Medicaid, 2p	HACKs, 2pm	
		HACKs, 2:30pm	Sid i dity/iviedicald, 2p	HACKs, 2:30pm	Sid i arty/inedicald, 2	HACKs, 2:30pm	
3 PM —		DHT/HAE, 3pm	DHT/HAE, 3pm	DHT/HAE, 3pm	DHT/HAE, 3pm	DHT/HAE, 3pm	
4 PM —		Reports/Phone Calls/I	Reports/Phone Calls/I	Reports/Phone Calls/I	Reports/Phone Calls/I	Reports/Phone Calls/I	
5 PM —							
6 PM —							