

The \$1M– \$3M Scaling Readiness Scorecard

Identify Which System Is Limiting
Your Growth



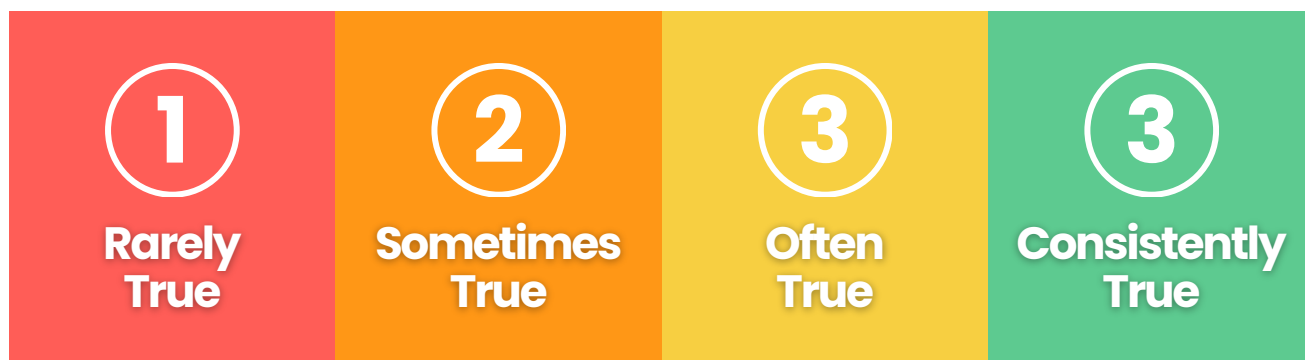
How Ready Is Your Practice to Scale Beyond \$1M?

Dental practices rarely stall due to a lack of effort or an insufficient patient base. Instead, growth is usually quietly restricted by one or two hidden operational constraints. This scorecard is designed to identify these specific gaps that limit a practice's ability to scale.

How to Use This Scorecard

For each statement, rate how true it is inside your practice.

Use the scale below:



Be truthful in your assessment of your practice; the purpose of this exercise is to gain clarity, not to achieve perfection.

Evaluate Each Pillar of Your Practice

Work through each pillar and rate each statement based on how consistently it occurs in your practice.

Pillar #1: Owner-Led Exams

The owner leads comprehensive diagnostics	
Exams consistently uncover full treatment needs	
Patients clearly understand recommendations	
Case acceptance reflects strong trust	

Pillar #2: Provider Alignment

Scheduling reflects provider strengths	
Operatories remain active	
Associates are fully utilized	
Production feels predictable	

Pillar #3: Full Treatment Planning

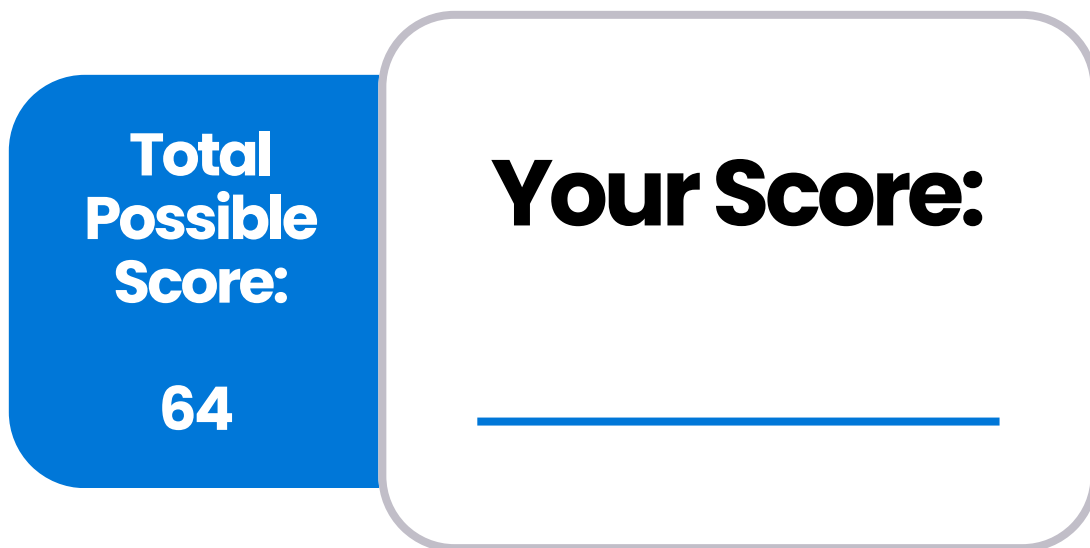
Full treatment plans are presented early	
Patients understand long-term care	
Larger cases are discussed confidently	
Treatment sequencing is intentional	

Pillar #4: Implementation/ Execution Speed

Bottlenecks are identified quickly	
Changes are implemented quickly	
Results are reviewed regularly	
Adjustments are made consistently	

Calculate Your Scaling Readiness Score

Add your responses from all questions. Your total score will reveal how prepared your systems are to support growth beyond \$1M.



What Your Score Means

52–64

Strong Scaling Foundation

Your systems are likely supporting growth effectively.

Opportunities still exist, but improvement will focus on refinement rather than major changes.

36–51

Growth Potential Is Being Limited

At least one pillar is creating friction.

Growth may feel harder than expected.

Improvement here can unlock significant capacity.

20–35

Hidden Constraints Are Likely

Your practice may feel busy but unpredictable.

Production may fluctuate.

Operational changes could create immediate improvement.

**Below
20**

Structural Changes Are Needed

Your systems may not yet support scaling.

Without change, growth may continue to feel difficult.

What To Do With Your Results

It's common for one of the four pillars to stand out immediately. See this as an opportunity, as it clearly indicates your starting point. Rather than trying to address all areas simultaneously, prioritize strengthening the pillar that received the lowest score. This is typically the area where the most significant improvements can be made.

Suggested Next Steps

- 1. Identify your lowest-scoring pillar**
- 2. Review the corresponding section inside the 4 Pillars Guide**
- 3. Choose one improvement to implement**
- 4. Track results over the next 30 days**

Small improvements create momentum, momentum creates growth.

The 30-Day Scaling Action Plan



Want to Confirm Where Your Biggest Opportunity Exists?

Understanding which system needs attention is the first step, knowing how to fix it is the next. That's exactly what scaling reviews are designed to uncover.

[Schedule a 15-Minute Scaling Review](#)

During this short session, we'll gather info to:

- ✓ Identify which pillar deserves immediate attention
- ✓ Review growth opportunities inside your current systems
- ✓ Gain clarity on where improvement will create the biggest impact

