

# The 2-Minute Lab Scorecard

CARD 01

Twelve questions. Tick a box only if you've seen the answer in writing, not if you just assume it's fine. Score the lab you use right now, including Dickerman if that's who you use.

## IMPLANTS AND FIT

- ☐ Genuine manufacturer components, in writing, not just "high quality."
- ☐ Enrolled in named implant-maker lab programs your rep could confirm.
- ☐ Makes a verification index at the impression stage to prove the cast is right.
- ☐ Hands you a named check to run before you seat, like a one-screw jig test.

## WORKFLOW AND MATERIALS

- ☐ Publishes connection steps for your exact scanner, not just "we take digital."
- ☐ Names the materials it works in, with no claim that one lasts longer than another.
- ☐ Names the technicians who'll touch your case.
- ☐ Keeps material lot numbers tied to each case.

## THE TERMS NOBODY WRITES DOWN

- ☐ Turnaround time in writing, in working days, by case type.
- ☐ Written remake terms: who pays, how long the cover lasts, what voids it.
- ☐ A real fee schedule you can see before you commit.
- ☐ Tells you who owns the digital design file, and will release it if asked.



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|          |                                                                                            |
|----------|--------------------------------------------------------------------------------------------|
| 10 TO 12 | Your lab writes things down. Keep this page and check again in a year.                     |
| 7 TO 9   | Strong in places, quiet in others. Take the blanks to a phone call this week.              |
| 4 TO 6   | You're running on trust. Get the terms in writing before your next big case.               |
| 0 TO 3   | Nothing here is checkable. Test with two low-stakes cases before you send anything bigger. |

## THIS WEEK

### 01 Circle every empty box.

Those are your questions, already written.

### 02 Call and read them out loud, in order.

About ten minutes.

### 03 Ask for anything unwritten, in one email.

"Can you confirm this so I have it on file."

COMPANION • GET THE FULL SCORECARD

#### GET THE FULL PLAYBOOK

You just used the quick version. The full **How to Choose the Right Lab for Your Practice** has all 23 questions, a twelve-question phone script, a remake-cost worksheet, and a two-case trial protocol, with Dickerman's own answers printed under every question, wins and blanks both.

Book a call at **781-828-2808** or start a case with Dickerman Dental Prosthetics to get the full **How to Choose the Right Lab for Your Practice**.

This checklist is intended for licensed dental professionals only.



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