



Oral Health News

Your smile. Our passion. Your life.

Mission Report
September 2018

Dental Clinic Patient Volume/Value of Services

| | MTD | YTD |
|----------------------------|----------|-------------|
| Unduplicated Patients | 379 | 4,277 |
| Total Patient Visits | 702 | 5,314 |
| Value of Services Provided | \$92,375 | \$1,127,885 |

Successes, Accomplishments & Challenges

The Dental Clinic has been **awarded a grant from VitalSmarts® to fund 25 Crucial Conversations kits**. Our clinic will be providing Crucial Conversations training to our 14 associates and 11 additional individuals in Spring 2019. VitalSmarts has this Not-For-Profit Training Grant program for nonprofit organizations that can benefit from training but has no means to afford it, even at reduced cost. We are blessed to partner with VitalSmarts. Krista Hahn, Executive Director is a Certified Trainer and will be providing the training to associates and partners in the community beginning in 2019.

VitalSmarts®
Two Million People Trained
Crucial Conversations® | Influencer Training®
Crucial Accountability® | Getting Things Done®

Did you know? Every month our clinic provides approximately \$30,000 - \$60,000 in charity care to patients in North East Kansas. We are humbled that our patients trust our expertise in dentistry and are working hard to encourage patients to begin establishing routine dental care. Our administrative team is currently working ways we can operate "LEAN and EFFECTIVE" while filling a need in the communities we serve. **Continue to lift up our clinic in your prayers as we strive to find alternative, creative ways of funding the dental services we provide.** We are exploring various business models unique to dental clinic and unique to safety-net clinics, which can bring additional income into the clinic. Please pray for appropriate discernment as we strive to break down barriers and continue providing optimum oral health care to all who need it.



We have our donation tab ready on the website. Every donation allows for us to offer quality services for those in need. Help us save smiles by donating today!

www.mariandental.care/donate