

65+ Location Growth Starts With Comprehensive Care Training

Challenge: Missing the Core Skill Behind Every Procedure

As **Innovate 32** grew from 10 founding locations in Nashville, Orlando, and Houston to more than 65, new doctors arrived skilled in specialty CE, implants, extractions, grafting, and clear aligner orthodontics, but without the core diagnosis and treatment planning skills.

- New doctors chased high-dollar procedure CE without realizing they were missing the fundamentals of comprehensive diagnosis and treatment planning.
- Supervised neglect crept in as large fillings turned into root canals, malocclusion undermined new restorations, and undiagnosed periodontal disease led to systemic complications.

Solution: A Cohort-Based, Data-Driven Curriculum

- **Two Development Tracks:** Spear partnered with Innovate 32 to build the I32 LaunchPoint for doctors in their first five years of practice, and the I32 Elevate for doctors ready to grow beyond foundational GP care.
- **Data-Targeted Cohorts:** Doctors falling below \$4,500 in daily net production and showing low diagnostic benchmarks were routed into the LaunchPoint track for targeted development.

Results: Higher Diagnosis Rates and Greater Clinical Confidence

+40%

Total productivity growth across the training cohort

9% → 13%

Average crown diagnosis rate, now in line with the national benchmark

- **Long-term diagnosis over patchwork:** Doctors learned to identify lasting solutions instead of temporary fixes, driving productivity and comprehensive diagnosis.
- **Case acceptance climbed:** As doctors learned to communicate diagnoses in terms patients could act on, acceptance rates increased across the cohort.
- **Confidence beyond the numbers:** Doctors report a new sense of joy in caring for patients now that they feel more confident and capable. "It's reduced the stress load of clinical care massively," Dr. Peccora says.

“

Comprehensive diagnosis and treatment planning are what everybody skips.”

— Dr. Dwight Peccora
Chief Clinical Officer



Get in Touch

Contact Sean Finn, Director, DSO Sales, at sfinn@speareducation.com or 314.750.6959 to learn how Spear can help your organization scale clinician development across every practice.