

PUMP UP YOUR PRACTICE!

A TEAM APPROACH TO IMPROVED TREATMENT ACCEPTANCE



The acceptance of comprehensive treatment begins long before patients first contact our offices.

It takes a commitment to the belief that we can change people's lives and a careful coordination of all members of the team to create relationships and gain the trust and confidence of patients seeking our care. Abandoning the tradition of treating dental conditions and, instead, focusing on the emotional effects created by these conditions strongly motivates patients to pursue care irrespective of insurance benefits and present economic factors.

This program will take attendees through the steps of developing a belief system geared towards making a difference in peoples' lives through dental care. It's about implementing strategies and systems to make practicing dentistry rewarding and fulfilling. Dentists who include their team in this presentation will achieve a higher degree of success in inspiring patients to pursue comprehensive care.



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LEARNING OBJECTIVES:

- Understand how to develop a passionate, motivated, efficient team that is dedicated to practice success
- Acquire skills for exceeding patient expectations and strengthening relationships while increasing the perceived value of care and inspiring trust and confidence
- Recognize the importance of focusing less on the "chief complaint" and more on how dental conditions effect our patients' lives
- Refine skills for more thorough clinical examination, including the use of photography
- Illuminate the importance of "Total Health Awareness" and the use of a wide range of additional physical diagnostics, including blood pressure and blood sugar monitoring
- Gain verbal skills to counter patients' apparent objections to treatment
- Appreciate that it is possible to create practice growth in a challenging economy

PROFESSIONAL
FULFILLMENT

Format:

Full or Partial Day,
Workshop, Keynote

Attendees:

All Dental Professionals

A comprehensive handout will be provided which will include extensive scripts, tools and templates that aid implementation.