

THEY DIDN'T TEACH US THAT IN DENTAL (OR HYGIENE) SCHOOL...

TEAM STRATEGIES FOR PRACTICE SUCCESS



Stressful days with decreasing revenue, broken appointments, team who are not utilizing effective practice management systems and patients not understanding why their insurance doesn't cover their treatment.

Our dental education prepared us for clinical practice, but success in a dental practice is more dependent on **leadership, business prowess, people skills and sales strategies**. These interrelated skills can be mastered through constant awareness, conscious application and persistence.

In this high energy, fast moving presentation, Dr. Steven Katz and Kelly Fox-Galvagni expand on the integration of these skills to drive the success of any practice, even in a challenging economy.



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LEARNING OBJECTIVES:

- Understand the importance of systems and how they impact the success of the practice
- Recognize how to develop a passionate, motivated, efficient team leading to practice growth, profitability and emotional fulfillment
- Learn the process for developing team trust, commitment, accountability and attention to results
- Illuminate the importance of differentiation in driving practice success
- Gain "outside the box" strategies for promoting your practice
- Acquire verbal skills to counter patients' apparent objections to treatment
- Acquire skills for exceeding patient expectations and strengthening relationships while increasing the perceived value of care and inspiring trust and confidence

PRACTICE
GROWTH

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.