



10 TOP MANAGEMENT TOOLS FOR A SUCCESSFUL PRACTICE

Do you have written *protocols* for **production** and **collection** in your office?

Do you know what numbers to *monitor* to identify **practice trends**?

Do you *struggle* with more than **5% 'open time'** in the schedule?

Have you created a **team** that is *invested* in the practice vision and goals?



Ineffective systems result in last minute cancellations, low collections, fewer cases accepted, procedures that take longer than expected, frustrated patients and grumpy team members. Join Lois for an interactive session in which participants will identify the **top 10 'must have' management tools** for achieving optimal practice growth. Learn the key systems and strategies for fine-tuning **communication**, **monitoring** your practice effectively, streamlining **scheduling**, increasing **collections**, building an enthusiastic **team** and generating infectious **referrals**. See the magic happen within your dental team right before your eyes!

PARTICIPANTS WILL LEARN:

1. Proven **strategies and systems** for treatment planning, consultations, financial arrangements, and production/collection systems.
2. **Hire and train** for attitude and build a **team** with a focus on service and communication.
3. Utilize the "**morning huddle**" to address day to day concerns *before they become major issues*.
4. Design productive weekly **team meetings**.
5. Choreograph the **schedule** for optimal productivity and reduced open time.
6. Build successful **collection strategies** to get the money off the books and into the bank quickly.
7. Practice excellent **customer service** and effective **communication**.
8. Strengthen your clinical and practice management skills with **continuing education**.
9. Utilize monthly **monitors** to identify key trends in the practice - *inspect what you expect*.
10. Focus on positive results, have more professional fun and find your "internal giggle".

AS SEEN IN
DENTAL ECONOMICS



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