

Sample: Course Description Before/After Scenario

“BEFORE”

A Team Approach To Effective Scheduling

This program is unlike other scheduling courses in that it utilizes a total team approach in creating the ideal day. We will discuss why its not just the front office persons “job” to fill the schedule. You will learn verbal skills that will allow you to work effectively with your patients from the clinical chair, to the hand off to the front office team. In addition, successful appointment book strategies including how to control no shows will be covered.

“AFTER”

A Team Approach To Effective Scheduling

Think it’s just your front office persons “job” to fill the schedule? Think again! Discover the verbal skills needed that will allow you to communicate effectively with your patients. From the clinical chair - to the hand off to the front office team, learn successful appointment book strategies including how to control “no show” appointments.

Sample: Course Description Before/After Scenario

“BEFORE”

Crucial Steps to Success for the 21st Century Practice

If you are tired of the “hodge-podge” management approach (taking bits and pieces of numerous sources), then this course is for you. JoAnne will show you how to develop a team where everyone energetically pulls together to help attain the vision of the where the practice is headed. She will provide you with an Action Plan for success including how to attain high levels of clinical productivity in your practice as the result of efficient and effective managerial operations. You will learn that the focus of successful practices is not on the dental care provided, but rather the focus is placed on creating super-satisfied patients.

“AFTER”

Crucial Steps to Success for the 21st Century Practice

Are you using the “Hodge-Podge Management” approach? A little of this, a little of that sprinkled with bits and pieces from numerous sources? Then this course is for you! Let JoAnne develop an Action Plan customized for your team and practice vision. Attain high levels of clinical productivity as the result of efficient and effective procedures. Learn the focus of successful practices, creating super-satisfied patients.

Sample: Course Description Before/After Scenario

“BEFORE”

Maximizing Your Patient Base

Are you tired of spending money on marketing and finding out that your patients aren't accepting treatment? In this course you will learn how to motivate patients to say YES, to the best dentistry. In addition, JoAnne will show you how to reactivate patients that are "lost in your files". Since your continuing care system is the backbone of your practice, this course will help you to evaluate the effectiveness of your system and provide you with easy to implement ideas to maximize your practice potential.

“AFTER”

Maximizing Your Patient Base

Tired of spending money on marketing only to find out your patients aren't accepting treatment? Discover how to motivate your patients to say “YES” to the best dentistry! Your continuing care system is the backbone of your practice. Learn how to evaluate the effectiveness of your system, reactivate those “lost in your files” patients and implement ideas geared to maximize your practice potential.