

Make Your Practice P.O.P to the Top!

Improved **P**atient Care + Enhanced **O**rganizational Effectiveness = Maximized Practice **P**rofitability

So many changes in the industry today overwhelm many dentists and their entire team.

How do you even begin to stay up-to-date? How do you weed through the options? How do you decide what to buy or incorporate into your practice to improve patient care and practice management?



Dr. Bregman brings you time-tested principles that cut through the option overload to discover best practices and technological options, systems, and protocols. He helps you gain effective techniques for your dental team to leverage the untapped potential in your practice.

In this dynamic, highly interactive course, Dr. Bregman will show you how to uncover your key practice indicators and the steps to take to enhance all aspects of Patient care, Organizational effectiveness and Profitability (P.O.P).

Don't just survive. Learn how to thrive in the 21st century.

Learning Objectives:

- Learn to write protocols to create a consistent approach to all clinical/business systems
- Explore how to develop and maintain a consistent interpersonal and electronic first patient experience
- Identify the four steps that ensures treatment acceptance, continued long term care and referrals
- Evaluate which services can (and should) be added to a practice rather than referring out
- Recognize correct billing and coding as the key to effective scheduling, accurate insurance filings, and financial management
- Evaluate the health numbers, service intensity, and statistics of your practice to grow your financial bottom line on a daily basis
- Discover new technologies and systems that enhance patient care, organizational effectiveness, and profitability

Suggested Attendees: Dentist plus Entire Team | Suggested Formats: Full or Half Day; Lecture or Workshop

DR. JONATHAN A. BREGMAN

Dr. Jonathan A. Bregman, DDS, FAGD, CAFL

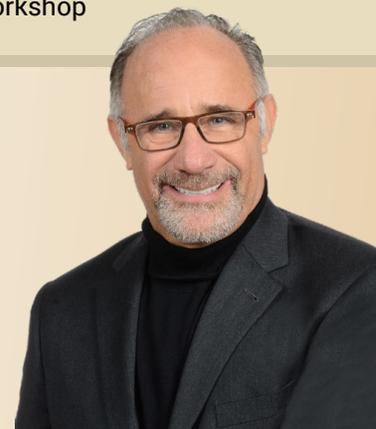
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Take the learning deeper with one or more additional topics:

From New Patient to Long-Term: Four Steps to Success



What's the secret to retaining new patients? From phone-care to re-care®, systems must be in place to ensure maximally effective process of patient care. Learn to create a positive first impression. Discover potential opportunities and pitfalls at each touchpoint. Establish consistent and effective written protocols for your new patient experience.

How to Stay Excited about Dentistry



How can dental professionals prevent "burn out"? Whether we are new to dentistry or experienced, the key to maintaining excitement in our careers is through continued learning. Our patients and the profession need us to remain excited as dental healthcare professionals. Learn how to get and stay energized about dentistry!

The Morning Huddle as a Must Do



The way we begin our day lays the groundwork for the entire day. Learn the elements of a focused morning huddle, including a review of yesterday, today and tomorrow. This approach opens lines of communication, enhances patient care, organizes for maximum efficiency, assesses critical practice monitors, and improves the financial bottom line.

NEW PATIENT EXPERIENCE

Learning Objectives:

- Construct a plan of action for creating long-term, loyal patients from first phone call through patient visit to, ultimately, financial/scheduling
- Learn methods for conducting seamless handoffs
- Identify financial arrangement options that enables patients to receive timely treatment
- Build long-term relationships through proven 'must-have' systems: educate, motivate, contact, and re-care.

PROFESSIONAL MOJO

Learning Objectives:

- Understand the critical and changing roles each team members plays in preventing burnout
- Learn how written protocols reduce stress, and improve efficiency, patient care, and your image as a 21st century dental office
- Explore new and exciting advancements in dentistry systems and clinical technology
- Appreciate why knowing codes is critical for the practice's bottom line and your long-term satisfaction

TEAM MEETINGS

Learning Objectives:

- Identify the key elements of a consistent, effective morning huddle
- Integrate 21st century technology to set, monitor, and reach five key goals for the practice continuously throughout the day
- Explore the most efficient ways to share clinical team and business office reports, including risks and special circumstances
- Establish the habit of reviewing the previous day's business, patient comments and compliments, and key practice indicators

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