

A.S.A.P.

Achieving Success as an Awesome Practice



Full-Day, Half-Day, or Breakouts for Individual Components

For any dental practice that wants to create and maintain an “awesome” dental practice, then this is the course for them. At present, it is **getting harder and harder** to have such a practice, as **many dentists graduate from dental school with little to no business training** and, once in practice, have little time to spend on the business end of their practices. They therefore rely on their **business office employees**, who themselves **often have little business training**, to handle the very important business end of their practices. In addition, today’s economy is impacting dentistry and making it much more difficult to be profitable. Through this course, Marianne will direct dentists and dental team members to **evaluate** the needs of their practices and **learn how to improve and/or implement** the important systems that can make their practices **awesome** and more **profitable**.

The full day seminar will focus on the following individual practice systems and how adding optimal efficiency to those systems will greatly improve practice health:

- Human Resources
- Forms
- The role of the business office in building and maintaining practice financial health
- Collections
- Time Management
- The Recare System
- Review of vital practice reports
- Marketing
- Dental and Medical Insurance Systems
- Embezzlement
- Disaster Preparedness



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“Better communication between doctor, staff and patients is the most necessary step in reaching great success.” ≈ Marianne Harper ≈