



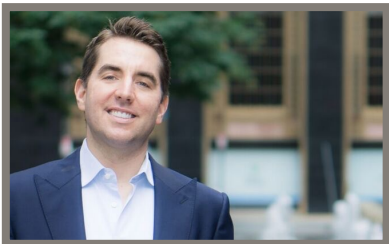
Strategies and Tips for the Dentist that *Dreads* PRACTICE MANAGEMENT

Are you exhausted by all of the non-dental STUFF you have to do every day for your dental practice?

We went to dental school because we wanted to help people and hopefully create a rewarding professional and personal life. As any private practice dentist will tell you . . . *fixing teeth is the easy part!*

Dr. Paul Goodman is the managing partner of a group practice with his brother in Mercer County, NJ. Over the past ten years, Dr. Goodman has transformed his father's general practice into a dental operation that employs four general dentists, two specialists, and over twenty team members in two locations. He will tell you that it has been a mixture of fun, challenge, reward, and exhaustion.

Along the way, Dr. Goodman has implemented practice systems designed to decrease stress and increase revenue. In this interactive presentation, learn how to manage the financial expectations of small, medium and large cases, as well as supply management skills for lowering every day spending. Gain tips for managing both the schedule and your practice reputation. Attendees will learn communication and leadership skills for reducing team challenges and maximizing patient relationships.



Learning Objectives:

- Learn instant 5-minute practice systems that eliminate confusion and enhance patient service
- Gain strategies for dealing with a growing dental business and team
- Discover the things to do EVERY day, EVERY time for optimal results: Management is repetition
- Explore how to implement larger treatment plans and prepare the dentist and team to present them
- Receive a check-list to help you determine if it's time to purchase another practice

SUGGESTED AUDIENCE:
General Dentist; New Dentists; Owners

SUGGESTED FORMATS:
Partial Day; Lecture, Workshop

"Dr. Goodman is an engaging and uniquely informed speaker. It is obvious that he has a passion for the profession and fellow dentists and has a keen perspective on how to best prepare for the changing dental landscape. He does a great job of marrying his real life stories into the points he is trying to make making the information relevant and easy to remember. And best: he is accessible after the fact to answer questions and guidance."

—Dr. D. Rolotti