



Tonya Burns

## SPEAKER PACKET

*Empowering Dental  
Practices for Success*

Do you know there is a problem in your practice, but not sure how to fix it?



## Presentations:



### The Art of Dental Practice Management

In this comprehensive course, Tonya Burns begins with a focus on you—highlighting your own personal management style—then moves on to an exploration of the current state of your practice. You'll leave energized, empowered, and ready for the next phase in your practice's growth.



### How to Integrate an Associate *Profitably*... from Day One

Gain a checklist approach for evaluating your practice and determining if your existing patient base and schedule warrant an associate. This course provides a complete approach to a systematic associateship path for the growing dental practice.

Tonya Burns helps practices organize and succeed.

To manage a thriving dental practice requires a tight web of interconnected systems, communication and training-focused leadership, and an eye on monitors tracking the health of the practice.

With over 20 years dental experience, Tonya speaks for and consults with dental teams across the country. Her customized presentations are crowd pleasers and a perfect option for growing any dental team and practice.



Tonya Burns

269-783-5360

[www.completedentalpracticeconsulting.com](http://www.completedentalpracticeconsulting.com)  
[tonya@completedentalpracticeconsulting.com](mailto:tonya@completedentalpracticeconsulting.com)



# The Art of Dental Practice Management

## *Are revenue or team challenges keeping you up at night?*

It takes more than guts, drive, and willpower to manage a profitable, thriving dental practice. It requires a tight web of interconnected systems, communication and training-focused leadership, and an eye on monitors tracking the health of the practice.

In this comprehensive course, Tonya Burns begins with a focus on you—highlighting your own personal management style—then moves on to an exploration of the current state of your practice, from team size to the state of your schedule (bring a copy).

You'll diagnose and analyze the opportunities for bringing in more revenue, creating more production through a systematic approach to patient treatment, recall and retention, and discover hidden opportunities lurking within your existing patient database.

You'll learn to identify meaningful Key Performance Indicators (KPIs) that are meaningful to your practice—not someone else's—and how to measure success incrementally and over time. And you'll discover how to do this in a way that leaves you energized, empowered, and ready for the next phase in your practice's growth.

Tonya is a proud member/presenter in the AADOM Specialty Network in Pediatrics.

With more than a dozen years managing, building, and growing a pediatric practice, Tonya's presentation can be geared specifically to either the pediatric or general dental audiences



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### LEARNING OBJECTIVES:

- Develop your scheduling philosophy to maximize production and minimize open appointments
- Learn how to design a schedule around optimal flow versus speed bumps
- Discover communication and marketing systems to retain patients and build maximum case acceptance
- Discover effective team work flow strategies to determine proper staffing levels, training, development, and related issues
- Illustrate effective team training structure
- Explore formulas for analyzing your current patient base, recall time needs, and new patient retention
- Review systems to balance revenue inflow against expense outflow
- Evaluate the current state of your own practice against high-level industry benchmarks

### Suggested Audience:

Dentist/Owner; Manager, Team Lead

### Suggested Format:

Full or Partial Day; Lecture, Workshop, Keynote



# Tonya Burns



Do you know there is a problem in your practice, but not sure how to fix it? Whether that challenge relates to team, practice revenue or work/life balance, *Tonya Burns can help!*

With over 20 years dental experience, Tonya speaks for and consults with dental teams across the country. Helping practices organize and success is her passion. Tonya got her start in general dentistry as an assistant. She found her true love when her career path led to pediatric dentistry. Audiences benefit from her two decades' experience as a consultant in both general and specialty practices.

A leader of thought, you'll find Tonya's articles in industry publications and she is a frequent guest on podcasts. She maintains an active presence as an influencer in social media circles and platforms. Tonya is proud to be a member of American Association of Dental Office Managers, Dental Speakers Bureau and Dental Speaker Institute. Tonya's customized presentations are crowd pleasers and a perfect option for growing any dental team and practice.



## Testimonials

"Tonya's presentation was fun, engaging and very knowledgeable. We took home a lot of information to help with our practice and were hungry for more. This could easily be a full day workshop." **Wendy Wakefield**

"Tonya was amazing and helped bring so many things together. She discussed ways to run a smarter practice and facilitated a group discussion with other dental office managers. Tonya was encouraging, supportive and knowledgeable. I left wanting to go back to my office right away and look up suggested reports and come up with an action plan for our office. Thank you, Tonya!" **Kristin Cox**

### PAST PRESENTATIONS (Partial Listing)

- American Association of Dental Office Managers (*multiple*)
- Dental Compliance Boot Camp (*multiple*)
- Midway Dental Supply
- Werner Scheduling Workshop

*Contact us today!*

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