

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