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

Are you looking for better work/life balance? Want to decrease days in the office to enjoy the success you've earned? Or perhaps you have expansion dreams and are thinking of a larger practice—maybe even more locations.

Congratulations, Doctor. It's time to hire an associate.

Tonya Burns demystifies the keys to implementing a successful associateship in the dental practice. Gain a checklist approach for evaluating your practice and determining if your existing patient base and schedule warrant an associate. Learn scheduling strategies for associate integration to ensure immediate productivity.

From training and onboarding to scheduling, mentorship, communication strategies, documentation and more. This course provides a complete approach to a systematic associateship path for the growing dental practice.

> *"Tonya Burns is an excellent practice management consultant and has been a phenomenal resource to our practice. I was fortunate to attend a recent presentation where I learned even more best strategies to continue taking our practice to the next level. Her professionalism, integrity, and specific knowledge of pediatric dentistry is second to none."*
>
> **MICHELLE RANGER**
> Client & Attendee

Tonya Burns • 269-783-5360 • www.completedentalpracticeconsulting.com
tonya@completedentalpracticeconsulting.com

LEARNING OBJECTIVES:

- Discuss the criteria for deciding whether and when to begin looking for an associate

- Learn scheduling strategies for associate integration to ensure increased practice revenue immediately *(so the associate is delivering treatment... not hygiene)*

- Explore formulas for analyzing your current patient base, recall time needs, and new patient retention

- Discover essential practice management concerns to be aware of, including insurance network participation

- Determine the role of associates in patient retention and overall practice success

Suggested Audience:
Dentist/Owner

Suggested Format:
Up to Half Day; Lecture, Workshop, Keynote