

Dental Practice Management Course: Patient Acquisition, Treatment Planning, and Scheduling Strategies

Date To Be Announced

Practice
Management



Course Overview

This two-day course focuses on optimizing business systems to enhance patient acquisition, treatment planning, and scheduling strategies. Learn from industry experts and gain actionable insights to elevate your dental practice's efficiency and profitability.

This dental practice management course equips dentists and practice managers with tools for a successful, patient-centered, profitable practice. Participants gain insights to enhance efficiency by focusing on business systems, patient acquisition, and scheduling.

DAY 1 Mastering Patient Acquisition & Case Acceptance

Start with strategies for guiding the patient journey from first contact to acceptance.

Focus on Macro and Micro KPIs to boost efficiency, engagement, and team performance.

DAY 2 Elevating Case Presentation & Scheduling

Advance with treatment planning, case presentations, and scheduling for profitability.

Learn strategies to maximize conversions and streamline growth.

Course Highlights:

- Referral engagement, consults, scheduling, advanced dental management.
- Scheduling templates, case presentations.
- Referral communications.
- Team communication, marketing.
- Acquisition fundamentals, KPIs.

Gain elite practice systems and strategies.

REGISTER NOW





Dental Practice Management Course: Patient Acquisition, Treatment Planning, and Scheduling Strategies



Proven systems for growth: streamline operations, boost patient flow, and build referral networks.

Increase case acceptance with effective treatment planning and improved patient trust.

Optimize efficiency with key metrics and strategies, gaining a competitive edge.

Course Objectives

1. Develop Efficient Referral and Scheduling Systems:

Learn strategies to build and manage referral networks effectively, optimize consult and surgical scheduling, and implement template systems to streamline practice operations.

2. Enhance Case Presentation Skills to Boost Patient Conversion:

Acquire techniques for comprehensive treatment planning and presentation to improve patient understanding, increase case acceptance rates, and drive consistent growth.

3. Strengthen Communication with Referring Providers for Improved Care Coordination:

Implement advanced communication systems to build stronger relationships with referring providers, leading to increased referrals and better collaborative care for patients.

4. Optimize Marketing, Patient Acquisition, and Practice Evaluation with Key Performance Metrics:

Understand the fundamentals of patient acquisition and refine marketing efforts for high-value cases, while utilizing both Macro and Micro KPIs to evaluate practice performance and support data-driven decision-making.