

STEINWAY STUDY GROUP OF ASTORIA

Hosted by Dr. Howard Kirschner

Featured Speaker: Kelly Fox-Galvagni Founder, Smile Potential Dental Practice Coaching

Why Busy Isn't Always Productive

In dentistry, being busy is often mistaken for being successful. But activity alone does not equal performance.

Many practices run full schedules yet struggle with profitability, inefficiencies, and operational stress. This course challenges the assumption that busyness is the goal and instead focuses on what truly drives a healthy, high-performing practice: productivity and profitability.

Through practical examples and real-world discussion, attendees will gain insight into how practices can appear full while underperforming, and what to do about it.

What You'll Learn

- The difference between busyness, productivity, and profitability
- Common behaviors that create activity without real financial return
- How scheduling, workflow, and leadership decisions impact production
- Practical strategies to improve profitability without extending hours

Date: March 17, 2026

Time: 6:30 pm

Location: Bel Aire Diner
31-91 21st St, Astoria, NY

Registration Fee: \$40
(cash/check at the door
includes dinner)



ABOUT KELLY

Kelly has helped hundreds of dental practices strengthen systems, improve performance, and increase profitability through strategic operational alignment. Known for her practical, no-nonsense approach, she helps practice owners identify hidden inefficiencies and create measurable growth.