

# PRACTICE OWNER'S WORKSHOP & PRACTICE MANAGEMENT PROGRAM



We help you set realistic, achievable goals for the coming year and then set you on the path to achieving them.

## Why Prime Practice?

1. We are run by Dentists for Dentists.
2. Our clients are supported by a world-class professional team of experienced coaches and trainers.
3. Our strong IT system helps you monitor and benchmark your progress.
4. Our unique PrimeSpeak communications shows Dentists how to motivate patients to want optimum treatment without sales pressure.
5. The average dentist will more than double their take-home income within 2 years.

## Why Practice Owner's Workshop?

This teaches the fundamentals of owning a dental practice. You will:

- Receive a customised annual plan with production goals and benchmarks;
- Develop an understanding of the numbers you need to know to run a successful business and learn a unique way of tracking your KPIs which you can use to maintain control of your business's progress at any point in time;
- Leave with a toolkit of techniques and systems to improve production including PrimeSpeak communication fundamentals;
- Gain clarity about the vision of your practice and how to communicate this to your team to ensure they help you achieve it;
- Receive valuable feedback from your team;
- Explore how your leadership impacts the results you want to achieve.

This can be done as a stand alone workshop, or as the beginning of the Practice Management Program.

## Why Prime Practice Management Program?

The success of our Practice Management Program is based on the following three pillars:

### 1. WORKSHOPS



Our curriculum teaches:

- crucial systems and procedures for smooth-running, stress free days;
- life-changing communication skills to impact your team and case acceptance;
- leadership and management skills to help you run a successful business, without all the stress.

### 2. WEB-BASED REPORTING



Relevant practice information is analysed by your dedicated Coach to ensure that you are *always on track* to achieve the goals that you set for your business.

This 'real time' monitoring helps you to prevent any problems and to duplicate successes.

### 3. COACHING



Your dedicated Coach will be assigned to match your needs. They will:

- provide support in implementing the skills learnt at workshops;
- help create an Annual Plan, with goals for production and expenses;
- provide analysis and guidance on reporting figures;
- provide direction challenges.

## Duration

2 days - requires preparation and pre-workshop coaching

## CPD\*

Approved by NZDA. Australian clinicians are required to make their own assessment as to the number of CPD hours each course provides.



## Who should attend

- Practice owners

## 2012 Dates

### Sydney

February 23 - 24 Sydney

May 17 - 18 Sydney

August 23 - 24 Sydney

September 19 - 20 Auckland

October 15- 16 Sydney

When in Sydney, the seminar is held at Prime Practice Headquarters Level 1, 4 - 10 Bay St, Double Bay Sydney

