

THE BUSINESS OF BUSY-NESS



Duration

1 day

Who should attend

Practice Owners

CPD*

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



2012 Dates

March 7 Sydney

March 14 Adelaide

March 28 Perth

April 18 Auckland

May 9 Melbourne

May 23 Brisbane

October 31 Sydney

For venue details, please visit our website at:
www.primepractice.com.au

QUIET? LEARN THE SCIENCE OF DENTAL PRACTICE BUSY-NESS

The usual practice response to holes in the appointment book is to sit around, reduce clinical hours or increase the money spent in promoting your practice.

What if you could increase your busy-ness without spending a cent? What if you could get your whole team on board creating patients for life in the practice? What if the busy-ness you are looking for is already within your practice, waiting to be realised? This course covers:

- Is my practice busy enough? Assessing the busy-ness of your practice against key indicators.
- Patient attrition in your practice and how you and your team can plug the leaks.
- How to get your patients to come in for regular maintenance visits.
- How to increase referrals to your practice consistently.
- Which extra clinical special interest skills are the most valuable to learn.
- The ethics of diagnosis and skills to get your patients wanting the treatment that they need.
- Maximising your marketing return on investment.
- The importance of team in reinforcing patient loyalty.

VISIT WWW.PRIMEPRACTICE.COM.AU TO REGISTER,
OR CALL **02 9327 3060** FOR MORE DETAILS

“ As this course is new, the testimonials below are from similar short courses.

“A must do for every dentist and their team”

Dr R. Gulia, VIC

“What can I say, you guys are fantastic!”

Dr J. Muscara, WA

“Thanks again, as always very helpful. Real life examples and skills I feel I can take back and effectively apply”

Dr T. Vo, NSW

“This was great to further motivate all of us and up-skill the whole team to further improve the practice and our own job satisfaction.”

Dr I. Maratos, VIC

“Excellent information delivered in an easy to understand way. The trainers were very easy to listen to and offer fantastic feedback!”

Dr S. McPherson, VIC

“Keeps us on the same page with the same goals.”

Dr W. Ho, QLD

“Even after so many years there are so many things I can still work on.

Great to be reinvigorated.”

Dr S. Wilson, NZ



