

Proactive Patient Retention Systems



Building the Successful Practice

Many practices struggle with open time on the schedule and patients walking out the door without scheduling future treatment. This energetic, power-packed session offers tips, tricks and reports for building a productive schedule and the systems and skills for getting treatment out of the chart and onto the schedule!

In this interactive, high energy session, Dana Moss shares the **Recare and Treatment Planning/Case Acceptance Systems** of today's highly effective and lucrative practices and the technology needed to remain on the cutting edge of current dentistry trends. These proven solutions can be implemented immediately to increase patient retention and ultimately lead to practice growth and profitability.



Learning Objectives:

RECARE SYSTEM

- ✓ To pre-appoint... *or not?*
- ✓ Strategies to discourage *cancellations/ no shows* and keep your schedule together!
- ✓ Block scheduling that ensures timely appointments for *new* hygiene patients
- ✓ Communication mediums to use (*phone, email and snail mail*)
- ✓ Reports to run - *and when* - to ensure a full hygiene schedule

TREATMENT PLANNING AND CASE ACCEPTANCE

- ✓ Drastically improve case acceptance by utilizing four technological tools
- ✓ Understanding why patients deny treatment and appropriate follow up
- ✓ Ensuring that patient financial estimates are accurate
- ✓ Importance of specialist referral follow up
- ✓ Reports to run - *and when* - to ensure a full schedule for the dentist

Suggested Formats: Lecture, Workshop, Keynote (Up to 4 hours)

Suggested Attendee: Dentist and Team

