

## March 2008

### **Look for Desert Dental Staffing at the Dental Convention!**

Will you be attending the big Western Regional Dental Convention that is being held here in Phoenix from April 3<sup>rd</sup> to the 5<sup>th</sup>? If so, please stop by our booth (#717) for a free brief analysis of your DiSC<sup>®</sup> style. If you've been reading this newsletter every month, you know DiSC<sup>®</sup> is an excellent way to build a team that works well together to build a more successful practice. This is your chance to see the profiling process in action and to learn more about your style.

We have donated an iPod to the drawing and a *Team Building with DiSC<sup>®</sup>* workshop to the silent auction for dentists. The workshops are something new. They help practices address and refine people-reading skills and empower team members to strengthen the habit of using DiSC<sup>®</sup>. They are designed to provide practical applications of DiSC<sup>®</sup> profiling as a very effective way to build a practice. One of the key tools teams learn in them is how to recognize and understand a patient's buying style. Every participant, doctors and staff alike, receives a personality profile which helps them understand DiSC<sup>®</sup> styles so they can then adapt their own style to that patient.

The workshops are offered on site and can be customized to a time that works best for your practice – lunch, before or after work, even on days off. They include real tools to understand, identify, and develop immediate results in treatment acceptance. A “by-the-phone” guide, for example, includes phone intake sheets, patient interaction guides, and information on how to recognize a person's style right away.

Be sure to put in your bid for this valuable workshop!

I'll look forward to seeing you at the Convention!

### **Quote of the Month**

“Teamwork is so important that it is virtually impossible for you to reach the heights of your capabilities or make the money that you want without becoming very good at it.”

**Brian Tracy**