

Serving your Patients and Improving Your Business with "Team Building 2007 "

Today more than ever, dental practices rely on savvy business techniques that have transformed small businesses into big business and made big businesses even bigger. One of the most savvy techniques is refining the art of sales. In the dental practice this translates to Treatment Acceptance and Completion. Treatment Completion is the best way to serve your patients. When you serve your patients, there is no question that your business benefits as well.

Why, then, are patients so reluctant to accept and complete treatment that will improve their health and give a better quality of life?

Team Building 2007 has some answers that may surprise you.....

Developed specifically for the needs of the dental practice, Team Building 2007 is a program modeled after similar programs used by large corporations to increase sales and improve team productivity. Using the Disc behavioral style assessment, the dominant style for each team member is determined. The best communication techniques are then explored to promote team harmony and efficiency.

To kick it up a notch, quick methods for determining behavioral styles of current and potential patients are explored. Within just a few exercises you will become an expert at determining the fundamental behavioral style of each person you encounter.

The most powerful tool in the Team Building 2007 is how to match your communication style with each behavioral style. Words and phrases that work like magic! How to rephrase your "standard speech" to increase understanding, elevate importance, and motivate each patient to get in and get the treatment done!

Here's what a raving fan of the Team Building 2007 program has to say:

Dear Gina,

We at G dental studio want to let you know how wonderful we think the DISC system works.

When you came over to our office last month, we all took the DISC to find out about our working relationships and compatibility. We decided, after learning about each other and how to handle certain situations that this may work for us as a practice as well!

So the very next day we actually implemented a verbal system using the DISC breakdown and descriptions. When a new patient came in our door we would interact with them as usual. While they were filling out their paperwork, the front desk person would ask general questions about everyday issues and then more inquisitive questions about dental history.

We could tell immediately what profile each new patient portrayed. That information was then taken to the back office personnel, so that they could better suit the patient's needs. When knew that if we had a "D" patient we would cut out the chit chatting and be straight forward, professional and "just the facts, Mam!"

Thank you Gina! This system has helped our patients feel at ease when in our dental office. Furthermore, equating to our motto... *Relax and treat yourself to the dentistry you deserve...*

Brenda Gonzales, G dental studio - Office Coordinator/Manager

What can you expect from Team Building 2007?

Command of a communication tool that is unbelievably easy to use

Words that will move your patients to action – today!

Communication styles that will make you look smarter

More appreciation and understanding for yourself and other people

Don't be surprised if you move up a notch or two in popularity

Serve your patients

Improve your business

Just give us an hour and a half of your time, we'll provide a delicious lunch and a great program.

Better Serve Your Patients and Improve Your Business with Team Building 2007!

****fee based on 5 team member – slight additional fee for each team member over 5. Call today – the introductory fee of \$495* won't last long. Putting these techniques to work for you could return your investment and more in less than a day. Gina can be reached 602-840-4703***