



Gillette Hayden Practice Management Scholarship

8 (1Hour) Zoom Sessions for Dental Practice Success

- 1) Introduction to Key Headline Focus Areas: People, Systems (workflows), Marketing, and Finance based on Core Values
- 2) Doctor Leadership Development Coaching, Developing Team Leaders, Creating a Positive Work Culture, and Investing in People
- 3) Dental Economics 101; Understanding Key Performance Indicators (KPI), and Dental Practice Metrics for Decision Making and Financial Health; Reducing Overhead and Increasing Revenue Streams
- 4) Starting with the End in Mind and Retaining Patients that Eventually say YES to Dental Treatment Recommendations which is Based on TRUST (People do Business with People They Trust)
- 5) Effective Team Morning Meetings and Monthly Meetings; Team Performance (Feedback) Appraisal Process (Communication, Connection, and Calibration is Everything)
- 6) Personality Evaluator for More Effective Employee Hiring, Team Relations and Team Cooperation, and Effective Treatment Presentations
- 7) Design Scheduling for Productivity, Profitability, and Stress Control; Work-Life Balance and Preventing Dental Profession Burnout
- 8) The Team's Role in Effective Treatment Presentation and Effective Financial Discussions for Greater Patient Acceptance
- 9) *A Team Calibrated Non-Surgical Periodontal Therapy Program (NSPT); Utilizing the Appropriate ADA Codes for Preventive and Therapeutic Treatment Procedures; An Effective Hygiene Retention and Effective Confirmation System