

WORK ON YOUR BUSINESS NOT IN YOUR BUSINESS

PUT THE JOY BACK IN YOUR BUSINESS



Engulfed in the day-to-day details of running a business, most practice owners think of themselves as being **IN** business. It turns out in many cases, however, that ***the practice is running them***. As with personal challenges in growth and development, our practices experience challenges in growth and development. Most practices reach a certain level and then stagnate. This is usually because the practice owner has been on the “treadmill” of working **IN** the business rather than **ON** the business. **Lee Thomas, DMD** shares practical methodologies and best business practices which provide attendees with the knowledge required to **get off of the “treadmill”** and **create intrinsic value** in their practices.

Suggested Audience: Dental Practitioners, Business Owners, Management & Team
Suggested Format: Full- or Half-Day Lecture and/or Workshop; Keynote

Choose from the following segments to customize a presentation for your group

Rx Effective Delegation Skills

Practical methods for leveraging time to increase efficiency and effectiveness while significantly increasing productivity in the practice.

Rx How to Hire, Motivate, and Dismiss Employees

Correct principles and effective, modern, techniques are presented for having happy, productive, and responsible employees (associates/virtual partners).

Rx Know Your Numbers for Business Success

Well beyond Key Performance Indicators (KPI), learn the metrics needed to measure marketing, sales, personnel, financials, and time management and how to utilize them for business success.

Rx Rapid Results Sales Process

Learn the simple, straightforward, effective Rapid Results Sales Process which leverages the power of Customer Relationship Management (CRM) systems.

Rx Business Plans Don't Work - Learn What Does

Examine why business plans do not work and learn what does and why. This is especially valuable for those “going into business” as well as those who have not looked at their business plan recently.

Rx Effective Communication and Relationship Building

Essential principles and techniques for creating high quality relationships and effective communication.



Mix and match from the above segments to create:

Single- or multi-segment session (up to 3 hours) | Full day presentation – all segments (up to 6 hours)