



Management Series: Developed for Doctors and Practice Owners

Creating Greater Case Acceptance



Date:
Registration:
Lecture Time:

CE Credits:
No tuition fee:

Location:
Food & drink included

North Brunswick, NJ
08902

Presented by:
Alan Hollander of
ePractice Manager

Sponsored by:



Course Summary

Patients miss the opportunity to get optimal care when they do not understand the value and benefits of treatment. Simple principles on how to present treatment plans to your patients are vital if you or your staff are going to effectively communicate the need for care. These skills determine whether a patient commits to starting treatment or decides to “wait and think about it.” The same rules apply whether the doctor is treatment planning for a crown or an extensive implant case.

Course Objectives

- ✔ Learn how to avoid common pitfalls that prevent overall practice growth.
- ✔ Determine best practices to help patients move forward with treatment.
- ✔ Hear how to show value and benefit that resonates with patients.
- ✔ Understand how to better handle patient objections.
- ✔ Address how to discuss the consequences of non-treatment.

Intended Audience: Practice Owner, Doctor, and Practice Management.

Please contact:
RSVP before date:

**SCAN TO
REGISTER**

