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**HOW TO BUILD THE  
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(WITHOUT KILLING YOURSELF!)  
IN LESS THAN 60 DAYS**



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# **How To Build The Dental Practice Of Your Dreams Without Killing Yourself In Less Than 60 Days**

**Alex Wong**



## How To Build The Dental Practice Of Your Dreams Without Killing Yourself In Less Than 60 Days

How To Build The Dental Practice Of Your Dreams David Moffet, 2015-04-23 Dr David Moffet is an international expert in dental practice management With over 32 years of dental experience he has developed a simple practical and incredibly effective way of increasing the number of patients you see the amount of money you charge and the percentage of large case revenues your patients will happily accept In some cases Moffet's strategy has resulted in over 100 000 in additional cash flow in just weeks All you need is a decent team and his secret weapon The Ultimate Patient Experience™ The UPE is a unique low cost system of unique patient engagement that is incredibly easy to put in place In fact one of Moffet's strategies costs less than 40 to implement and you can have it up and running by the end of business today The Ultimate Patient Experience has allowed Dr Moffet to Sell his dental practice for a cool 2.75 million for which he collected 80% in cash 20% in stock Consistently increase his prices 10-55% per year on average while retaining over 90% of his patients And DOUBLE his cold phone conversion rates using a strategy that will take you less than 10 minutes to set up Inside these pages you'll discover exactly how Dr Moffet accomplished each of these things and how you can too For decades now I have recommended Michael Gerber's *E Myth Revisited* as the go-to entrepreneurial guide After reading David Moffet's *How To Build The Dental Practice of Your Dreams Without Killing Yourself in Less Than 60 Days* I now say that same thing to any and all dentists David Moffet walks his talk and has not only built a thriving and successful dental practice but a life of wonder and enrichment as well Anyone aspiring to build both a thriving dental practice and life READ this book It has all the secrets to such success Jack Daly CEO JackDaly.net Don't just read this book Use this book Dr Moffet provides you the playbook revealing how to build a successful seven figure practice while working four days a week for 37 weeks Shep Hyken Customer Service Expert and New York Times bestselling Author of *The Amazement Revolution* David has a natural passion for patient awareness and service This book outlines the understanding of why you need to focus on world class service to fast track the success of your profession The book will inspire you motivate you and keep you loving the world of dentistry not dreading it Kathy Metaxas Director Consultant International Speaker and Professional Motivator This book not only teaches how to create the ultimate patient experience it is a game plan on how to become a business customers cannot live without Moffet did exactly that and now shares how you can too Everyone in your organization needs to read this book John R. DiJulius III Author of *The Customer Service Revolution* David Moffet encourages his readers to let no one ever come to you without leaving better and happier His premise is simple the secret to success is not a secret work hard shift your thinking and add real value to people's lives Dr Ronald F. Arndt DDS MBA MAGD Master Founder Speaking Consulting Network Cofounder Oral Cancer Cause a 5013c A practical guide based on decades of experience Dr Moffet's advice is clear accessible and applicable and the book is fun to read Whether you're just starting your practice or you're looking for that next stage of growth this book will help Dr Howard Farran DDS MBA International Lecturer and Publisher Founder of *Dentaltown Magazine*

**Dental Marketing Hacks** Alex Wong, Discover how you can kickstart your dental practice in 90 days or less Are you a dentist and you're struggling to get your business off the ground Are you searching for the best ways to boost your client base improve your profits and market your dental clinic like a pro Interested in learning from a seasoned dental marketing expert Dentistry is an essential service but far too many dentists struggle to get their clinics off the ground and stand out from the crowd With ever growing competition and new websites appearing left and right how can you build an unforgettable online presence and master the art of dental advertising Now join best selling author and dental marketing expert Alex Wong as he reveals the best ways to kickstart your dental business and start seeing results As the head copywriter for a dental marketing agency for three years Alex knows exactly what it takes to gain exposure and get your business off the ground Inside this guide you'll discover a powerful 90 day plan for identifying your target market creating a killer dental marketing plan building your online presence and then scaling your business to the stars Written in a concise easy to digest way you can follow along even if you're a complete beginner to the world of marketing Plus with a collection of simple action plans and worksheets to instantly kickstart your marketing skills now you can build your dream dental practice in no time Here's just a little of what you'll find inside The Secret To Identifying Your Target Audience How To Create a Powerful USP and Define Your Dental Business Goals Simple Ways To Develop Your Lead Magnet and Build Your Online Presence Even If You're Not a Techy Person Top Tips For Writing Emails That Sell Practical Ways To Build Your Dental Website For Less Than 200 The Essential Differences Between Advertising and Marketing and Why They Matter Surprisingly Effective Advertising Strategies And Much More So if you're stuck struggling to get your dental practice off the ground or if you want to drive more clients to your clinic and master the art of online dental marketing then Dental Marketing Hacks is for you Discover from the expert how to define your goals write emails that sell and build an unforgettable online presence Scroll up and buy now to kickstart your online dental marketing campaign today

**DentalEase** Steve Anderson,2020-03-30 This essential guide provides you with the knowledge and experience in selecting the team of experts that will build your office and provide you with the tools necessary to save time money and effort as you Make Your Dream a Reality You'll learn where to start and how to own a successful practice through proper planning and surrounding yourself with a supportive team of professionals Make your life easier while doing less manage your time efficiently and work smarter not harder

**Turn Your Dental Practice Into a Successful Business** Gabriel Asulin,2018-11-23 How to turn your dental practice into a profitable business Turn your Dental Practice into a Successful Business is a bestselling book that offers practical solutions that can be easily applied in every dental practice in order to increase its sales very quickly The book translated into Spanish Russian and Hebrew provides detailed answers to all the dental practice related marketing management and sales questions or issues which will allow you to increase the sales and profitability of your dental practice in a very short time The author Gabriel Asulin is a world renowned expert and became a global guru in the field of marketing and promotion of dental practices Gabriel is a top presenter and popular lecturer worldwide His seminar How to Double your Clinic's Sales in 3 Months was a major blockbuster in in China Colombia Mexico Russia Israel Bulgaria and Dominican Republic in recent years The strategies and methods suggested by Gabriel in his book are based on many years of experience in business consulting and training hundreds of dental practices around the world The unique management and marketing methods presented in this book are successfully used by many dental practices and have proven to significantly improve sales and profitability In this book you will learn all about How to attract new clients How to retain existing clients How to close big treatment plans How to manage the reception area How to perform an effective re call How to improve the hygienist's productivity How and where to advertise What to consider before purchasing a new dental practice How to reward the staff and increase their motivation How to increase the clinic's profitability How to deal with clients who perform a market survey And much more

*The Ultimate Guide to Doubling and Tripling Your Dental Practice Production* Wendy Briggs, John Meis, 2015-02 What if everything you have been told about building a dental practice was wrong Wendy Briggs and Dr John Meis challenge dentists with this daily Two top producers in their own practices reveal their 5 step system that any doctor can follow to double their production They are showing you how you can create the income needed to grow your practice from what you already have This means there is no output of money until you have made the revenue and determined to re invest that into your practice That is the beauty of the system that they have laid out

**Everything is Marketing** Fred Joyal, 2009

**Dear Debt** Melanie Lockert, 2016-08-12 In her debut book *Dear Debt* personal finance expert Melanie Lockert combines her endearing and humorous personal narrative with practical tools to help readers overcome the crippling effects of debt Drawing from her personal experience of paying off eighty thousand dollars of student loan debt Melanie provides a wealth of money saving tips to help her community of debt fighters navigate the repayment process increase current income and ultimately become debt free By breaking down complex financial concepts into clear manageable tools and step by step processes Melanie has provided a venerable guide to overcoming debt fatigue and obtaining financial freedom Inside *Dear Debt* you will learn to Find the debt repayment strategy most effective for your needs Avoid spending temptations by knowing your triggers Replace expensive habits with cheaper alternatives Become a frugal friend without being rude Start a side hustle to boost your current income Negotiate your salary to maximize value Develop a financial plan for life after debt

**Ask a Manager** Alison Green, 2018-05-01 From the creator of the popular website *Ask a Manager* and New York's work advice columnist comes a witty practical guide to 200 difficult professional conversations featuring all new advice There's a reason Alison Green has been called the Dear Abby of the work world Ten years as a workplace advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say Thankfully Green does and in this incredibly helpful book she tackles the tough discussions you may need to have during your career You'll learn what to say when coworkers push their work on you then take credit for it you accidentally trash talk someone in an email then hit reply all you're being micromanaged or not being managed at all you catch a colleague in a lie your boss seems unhappy with your work your cubemate's loud speakerphone is making you homicidal you got drunk at the holiday party Praise for *Ask a Manager* A must read for anyone who works Alison Green's advice boils down to the idea that you should be professional even when others are not and that communicating in a straightforward manner with candor and kindness will get you far no matter where you work Booklist starred review The author's friendly warm no nonsense writing is a pleasure to read and her advice can be widely applied to relationships in all areas of readers lives Ideal for anyone new to the job market or new to management or anyone hoping to improve their work experience Library Journal starred review I am a huge fan of Alison Green's *Ask a Manager* column This book is even better It teaches us how to deal with many of the most vexing big and little problems in our workplaces and to do so with grace confidence and a sense of humor Robert Sutton Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* *Ask a Manager* is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way Erin Lowry author of *Broke Millennial Stop Scraping By* and *Get Your Financial Life Together*

Dental Practice Hero Dr Paul Etchison,2017-12-30 Dr Etchison is not your average dentist A visionary leader he combines marketing and business knowledge clinical excellence and leadership to create a thriving growing practice And he wants to share this special knowledge with you It s time to set off on a quest to implement systems that take your practice to the next level inspire your team to greatness and help you become the visionary leader who can transform your practice and your life In Dental Practice Hero the reader will learn the systems Dr Etchison used to grow his startup to 1M in collections the first year and continue to grow 30 40% each year after to almost 3M in just 5 years and still growing And all out of 5 ops to destress the day to day of running his practice so that he could only do 3 days week of clinical to become the leader that influences practice culture so positively that practice growth becomes organic Reviews Paul s book has all the elements necessary to assess your practice as well as your life and make it exceptional Most books written for dentists are designed to provide some cheerleading give you a few helpful nuggets to improve you practice and then motivate you to sign up with their consulting services This book however breaks down piece by piece every component of a highly functioning practice and provides the tools and insight to take your practice the highest level possible You get ALL the nuggets needed to redesign your practice and in effect create the life you desire Thank you Paul for providing this book at a critical time when many dentists are scrambling to find the answers to an ever changing field Dr Lance Pietropola Dr Paul s Book Dental Practice Hero is an easy to digest real world entertaining look at the way all of us private practitioners should be practicing He provides humor insight and a lot of great and easy to understand examples of what he is trying to get across to the reader He organizes the book into subcategories that make it simple to tackle the issues we face in our dental offices one problem at a time What I really enjoyed was how he uses a different perspective on how to view things we see as road blocks and turns them into manageable bumps in the road A great read Definitely recommend Picked up a lot of great information that I should have implemented when I started working in private practice years ago Dr David Sanders Dental Hero is a must read for any entrepreneur A truly inspiring and enjoyable piece of literature Dr Etchison s philosophies are now at the core of how we practice manage our business Dr Sunil Kurup Great Guide for modern methods combined with compassionate dentistry Comprehensive methods to differentiate your dental practice and increase you income I have implemented the methods in the book and it has helped my office grow past 1 5M in a 1 doc practice with room to grow Dr Joe Lee

**DSO Secrets: The Ultimate Guide to Building Your Dental Empire** Emmet Scott,2021-11-16 Dental practice owners and their teams often dream of growing a successful dental group or DSO Then complexity sets in Today successful practitioners have to survive the world of business Marketing Messaging HR Finance Compliance It s a lot for any team to manage But there are DSOs out there that have already overcome these challenges DSOs that hold the SECRETS dental groups need DSO Secrets The Ultimate Guide to Building Your Dental Empire uncovers those secrets walking you step by step through the process of creating the doctor team and patient experience you ve always wanted Whether your goal is to be a top clinician in a single practice or to build your own multi practice portfolio this book has the resources you re looking for Written by Emmet Scott Co Founder and CEO of Community Dental Partners DSO Secrets shares the knowledge he used to build the brand into a 100 million DSO

**Dental Practice Hacks** Alex Wong, Master the world of dental marketing with this cutting edge collection Do you want to discover the best strategies for kickstarting your dental marketing efforts Looking for ways to build your client base attract new patients and master the online sphere Want to learn first hand from an expert copywriter and experienced dentist Then this bundle is for you Inside this brilliant 3 in 1 book collection you ll join best selling author and dental marketing expert Alex Wong as he shares his years of dental marketing expertise Breaking down the principal strategies for creating an unforgettable online presence driving traffic with a top notch website and writing viral blog content this bundle is perfect for any orthodontist endodontist periodontist or anyone in the oral health field looking to expand their dental clinic and build their business Inside Dental Marketing Hacks you ll uncover a powerful formula for mastering the art of online dental marketing including The Secret To Identifying Your Perfect Target Audience Step By Step Instructions For Building Your Online Presence Even If You re Not a Tech Y Person Practical Ways To Get Your Dental Website Off The Ground For Less Than 200 Top Tips For Writing Emails That Sell And Ingenious Advertising Strategies To Kickstart Your Dental Practice Inside Dental Copywriting Hacks you ll find a complete blueprint for crafting engaging effective content to help you stand out from the crowd including How To Build Your Action Plan and Position Yourself In The Market Surprisingly Simple Ways To Create Your Homepage Team Page Contact Page and More How To Do Keyword Research Like a Pro Proven Copywriting Techniques To Hook Readers and Demonstrate Your Expertise And Much More And inside Blogging Hacks For Dentistry you ll learn the essential steps for creating viral must read blog content to find more patients and grow your practice including Tips and Tricks For Finding and Engaging With Your Target Readership Simple Ways To Generate an Entire Year s Worth of Topics So You Can Focus Less On Brainstorming and More On Dentistry The Secret To Creating Attention Grabbing Headlines Easy To Use Tools For Creating Profitable Keywords And How To Make Optimized Shareable and Viral Dental Blog Content Whether you re setting up your brand new dental office for the first time or if you re a seasoned professional looking to expand your skillsets and find more patients the ingenious lessons inside this bundle are specially designed to help you master your online presence create compelling blog content and build an unforgettable website Ready to supercharge your dental practice Scroll up and buy now to get started

**How to Buy a Dental Practice: Volume 2** Brian Hanks, Heather Foutz, 2018-06-26 This book walks new and potential practice owners through the most important things to do and what can wait to be successful running a newly purchased practice In this book you ll find answers to questions like When can I make changes in the office How much do I pay myself and when How do I market so I don t lose patients How can I transition the dentistry in an office with established routines How do I get the most out of my team and be a good boss How do I know if buying a practice was a good financial move

**The Things They Carried** Tim O'Brien, 2009-10-13 A classic work of American literature that has not stopped changing minds and lives since it burst onto the literary scene The Things They Carried is a ground breaking meditation on war memory imagination and the redemptive power of storytelling The Things They Carried depicts the men of Alpha Company Jimmy Cross Henry Dobbins Rat Kiley Mitchell Sanders Norman Bowker Kiowa and the character Tim O'Brien who has survived his tour in Vietnam to become a father and writer at the age of forty three Taught everywhere from high school classrooms to graduate seminars in creative writing it has become required reading for any American and continues to challenge readers in their perceptions of fact and fiction war and peace courage and fear and longing The Things They Carried won France s prestigious Prix du Meilleur Livre Etranger and the Chicago Tribune Heartland Prize it was also a finalist for the Pulitzer Prize and the National Book Critics Circle Award

**How to Create the Dental Practice of Your Dreams** John A. Wilde, 1997

*Everything is Marketing* Fred Joyal,2009

Sophie's World Jostein Gaarder,2007-03-20 A page turning novel that is also an exploration of the great philosophical concepts of Western thought Jostein Gaarder's Sophie's World has fired the imagination of readers all over the world with more than twenty million copies in print One day fourteen year old Sophie Amundsen comes home from school to find in her mailbox two notes with one question on each Who are you and Where does the world come from From that irresistible beginning Sophie becomes obsessed with questions that take her far beyond what she knows of her Norwegian village Through those letters she enrolls in a kind of correspondence course covering Socrates to Sartre with a mysterious philosopher while receiving letters addressed to another girl Who is Hilde And why does her mail keep turning up To unravel this riddle Sophie must use the philosophy she is learning but the truth turns out to be far more complicated than she could have imagined

*The Entrepreneur Dentist* Dr. Jerry Lanier DDS, Exec. MBA,2019-05-14 Your Niche Can Make You Rich Make Your Dental Practice into a Multi Million Dollar Business For years Dr Jerry Lanier DDS has wanted to write a book for dentists about exiting their dental businesses rich And now that he has become an eminently successful entrepreneur he has fulfilled that wish with the publication of *The Entrepreneur Dentist* Dr Lanier's book is for every dentist whose ideas of retirement have less to do with downsizing and more to do with travel and living the good life with absolutely no concerns about money Aspiring dental entrepreneurs will find Dr Lanier's book thorough accessible and informative *The Entrepreneur Dentist* contains everything successful dentists with big dreams need to know about building a dental business and exiting with wealth Dr Lanier shows how the future you've dreamed for yourself and your family can become reality because you've planned for that future with advice from this exceptional entrepreneur In 1994 Dr Jerry Lanier opened his first Kids Dental Kare office and by 2017 he had 14 offices employed close to 150 employees twenty five associate dentists and was generating 20 million per year in revenue When he sold that business he was on the way to living the life of his dreams He wants to show you how to plan ahead so you can do the same with your dental practice This strategy and tactics field manual shows future dental entrepreneurs how to take the right steps so you can carve out successful enterprises over the long term Dr Lanier covers the ins and outs of building a thriving dental business both from macro and micro perspectives and includes practical steps you should take and pitfalls you can avoid This valuable book will take you from being an aspiring dental entrepreneur with a sole proprietorship to business ownership and finally to a lucrative exit to the life of your dreams Major topics in the book include Defining the dental market and learning how to take advantage of opportunities in it Breaking down the dental niche strategy Choosing a location markets demographics and other practical considerations Marketing and messaging Infrastructure staffing processes and procedures systems Building a team becoming the boss hiring dentists managers and other key players Growth and expansion and getting ready to exit

**We Beat the Street** Sampson Davis,George Jenkins,Rameck Hunt,Sharon Draper,2006-04-20 Growing up on the rough streets of Newark New Jersey Rameck George and Sampson could easily have followed their childhood friends into drug dealing gangs and prison But when a presentation at their school made the three boys aware of the opportunities available to them in the medical and dental professions they made a pact among themselves that they would become doctors It took a lot of determination and a lot of support from one another but despite all the hardships along the way the three succeeded Retold with the help of an award winning author this younger adaptation of the adult hit novel *The Pact* is a hard hitting powerful and inspirational book that will speak to young readers everywhere



**Clinical Case Studies for the Family Nurse Practitioner** Leslie Neal-Boylan,2011-11-28 Clinical Case Studies for the Family Nurse Practitioner is a key resource for advanced practice nurses and graduate students seeking to test their skills in assessing diagnosing and managing cases in family and primary care Composed of more than 70 cases ranging from common to unique the book compiles years of experience from experts in the field It is organized chronologically presenting cases from neonatal to geriatric care in a standard approach built on the SOAP format This includes differential diagnosis and a series of critical thinking questions ideal for self assessment or classroom use

**The Practice Whisperer** Travis Campbell,2019-08 Dr Campbell shares how to develop a successful dental practice decrease stress and restore passion for the field

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