

This fun, fast-paced course is perfect for all doctors and team members who want to easily take their practice to a level they never thought possible! In this course Dr. Madow takes a “deep dive” into six steps that can turn any practice into one that is highly productive, extremely profitable, patient-centric, team oriented, and FUN! By the end of this course every attendee will understand the “Six Steps” and much more! Plus, everyone will laugh so much they won't believe they're at a dental seminar!

1

Provide a Memorable Patient Experience

2

Schedule For Success

3

Eliminate No-Shows, Banish Cancellations, and Never Run Late

4

Generate More Referrals

5

Increase Treatment Plan Acceptance

6

Lower Overhead and Increase Collections

HIGHLIGHTS INCLUDE:

- Dr. Madow's special secret for NEVER running late in your practice!
- Why patients say “no” to treatment and how to change that forever!
- How to answer the most difficult questions patients ask in a way that guides them towards treatment!
- Why the “new patient fix” is so dangerous and how to get rid of it.
- The first thing to do when someone calls to cancel. It may seem counterintuitive, but it saves 90% of these callers!
- How to get tons of referrals without begging, pleading, or sounding desperate!
- Happy team, happy patients, happy doctor? We'll show you how!
- Increase your case acceptance with the “Ninety Second, No Pressure, \$15,000 Treatment Plan!”
- The “magic phrase” that MUST be said at every new patient appointment!
- One simple phone call that can lower your overhead by thousands every month!
- The absolute best answer when a patient asks “How long will this last?” It gets them to say “Let's schedule it!”
- Is your practice “Calibrated?” If not, you are losing patients and treatment.
- Five things that are wrong with just about every dental website and how to fix it immediately!
- Ten things you should NEVER say to a dental patient. Ignore at your own risk!
- Two “Obvious Secrets” to case acceptance. Learning them changes everything!
- Much much more!!

Six Steps TO TOTAL PRACTICE SUCCESS

Presented by Richard H. Madow, DDS

ABOUT DR. MADOW:



in 1989, Dr. Richard Madow along with his brother Dr. David Madow, founded The Madow Center For Dental Practice Success with the goal of helping their fellow dentists achieve success and happiness in their practices. Having been named a "Leader In Dental Consulting" by Dentistry Today for many years running, his publications, articles and blogs are some of the most popular in the dental profession and have reached over 100,000 practices across the world! Known for his hilarious and spontaneous style, Rich has lectured to standing room only crowds in practically every major city in The United States and Canada, teaching dentists and team members how to enjoy their careers, supercharge their practices, define and create their own personal success, increase profitability, and have more fun than ever before.

COMPLIMENTS:

"This elevates dental seminars to a new level"
Dr. Neil Hiltunen, North Hampton, NH

"The most motivating and inspiring seminar I have ever been to!"
Craig Ellsworth, DDS, Riverside, CA

"Simply the best seminar out there. Nothing compares!"
Dr. Herb Hubstone, Metairie, LA

"Thanks for everything you do for dentistry. We are better because of you!"
Dr. Michael Goldstein, Atlanta, GA

"...I have had an amazing, life-altering experience - personally as well as professionally. This was the best investment for our office."
*Diana Greenwald, Team Member
Gary Glick DDS, West Milford, NJ*

"Excellent! Excellent! Excellent! Informative and extremely interesting."
Dr. Anush Naroyan, Blommfield, NJ

"We came, we laughed, and most of all, we learned. I'm ready to infuse these ideas and this energy back into our practice..."
Dr. Richard Vanderbilt, Watsonville, CA

"I am a 60-year-old dentist in private practice for 35 years! I have followed the Madow Center since their inception as practice advisors. Their knowledge, honesty, and enthusiasm are priceless. Good stuff! The next generation staff of mine were impressed and helped and motivated. WINNER!"
Dr. Steven Kloor, Gretna, LA

"Dr. Madow knows about real life dentistry and make it fun. It's an awesome day!"
Jay White, DDS, Duncan, OK

"The presentation was fabulous!"
The Gelb Center, New York, NY

"A fantastic presentation that engages the audience. Such a treasure. Each time our group learns nuances to help our practice."
Dr. Garrett, Chicago, Ill

Contact us to learn more.

800-258-0060

sylvia@madow.com



TO TOTAL PRACTICE SUCCESS

Presented by Richard H. Madow, DDS

DR. RICHARD MADOW HAS BEEN A FEATURED SPEAKER AT THESE EVENTS AND MORE!:

5th District Dental Society of Kansas
Academy of Comprehensive Esthetics
Academy of General Dentistry
Affinity Bank
Alabama Academy of General Dentistry
American Academy of Dental Group Practice
American Association of Implant Dentistry
Arkansas State Dental Convention
Atlantic Coast District Dental Association
AV Purinton Academy of Practice Management
Berkshire District Dental Society
Big Apple Dental Meeting
Buffalo Niagara Dental Meeting
Cain, Watters & Associates
California Dental Association
Chicago Midwinter Meeting
Colorado Springs Dental Society
Connecticut State Dental Association
Cornerstone Periodontics and Dental Implants
Delaware Dental Society
Dental Practice Strategies
Dental Studies Institute
Dutchess County Dental Society
Florida Dental Convention*
Fort Worth Academy of General Dentistry
Georgia Academy of General Dentistry
Hinman Membership Meeting
Idaho State Dental Association
Illinois State Dental Society
Joseph R. Nemeth DDS & Associates
M & T Bank
Mad River Valley Dental Society
Manatee Study Club
Manitoba Dental Convention
Maryland State Dental Association
Mercer County Dental Society
Monmouth Medical Center
Montana Dental Association
Mount Baldy Study Club
National Dental Association
New Hampshire Dental Society
New Image Advanced Dental Seminar

New Jersey Dental Academy of General Dentistry
New Mexico Dental Association
New York Dental Forum
New York Dental Meeting
Northeast Arkansas District Dental Society
Ohio Dental Association
Oklahoma Center for Implants and Periodontics
Ontario Dental Association
Pacific Dental Conference
Pritchard Orthodontics
Rocky Mountain Dental Convention
San Fernando Valley Dental Society
Saratoga Dental Congress
Seattle Study Club of Tampa
Seattle Study DS, West Milford, NJ
Sioux City Dental Society
South Charlotte Study Club
Southeastern District Dental Society
Southern Arizona Endodontics
Southern Wake Dental Institute
Star of the South
Suffolk County Dental
Texas Dental Association
The Oral Surgery Center
Townie Meeting
Triple Crown Study Club
University Louisville School of Dentistry
University of Alabama at Birmingham
University of Maryland School of Dentistry
University of Minnesota
University of Western Ontario, Schulich Dentistry,
Continuing Dental Education
Utah Dental Association
Virginia Academy of General Dentistry
Virginia Dental Association
West Michigan District Dental Society
West Virginia AGD
Western Regional Dental Convention
William F. Slagle Dental Meeting
Wiregrass Study Club
Wisconsin Dental Study Club
Yankee Dental Congress

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