

SECRETS TO CREATING A PROSPEROUS DENTAL PRACTICE

*the mindset, business, and people to
get you to your dream practice*



GINGER BRATZEL, D.D.S.

**Secrets To Creating A Prosperous Dental Practice The
Mindset Business And People To Get You To Your Dream
Practice Everything You Didnt Learn In Dental School
Volume 1**

Rinesh Ganatra



Secrets To Creating A Prosperous Dental Practice The Mindset Business And People To Get You To Your Dream Practice Everything You Didn't Learn In Dental School Volume 1:

Secrets to Creating a Prosperous Dental Practice Ginger Bratzel, 2014-08-26 Differentiating your dental office from the crowd is critical to practice vitality. Most dentists practice by reacting defensively to the situation around them: insurance, the economy, and the government. Successful practices clearly define their goals and then practice offensively with clarity to reach them. Profitable practices are able to leverage every portion of their office to get more out of their efforts, their time, and their investment. In *Secrets Of Creating A Prosperous Dental Practice*, national dental marketing and practice growth leader Ginger Bratzel D.D.S. covers the principles to create sustainable growth and increase your production. This book reveals the first question of dental practice growth isn't *How* but rather *Why*. Being a business owner is a full contact sport and how to prepare to play in the big leagues to win. Getting more out of your time and not be controlled by the clock. Why who you serve is more important than who you are. The role of team systems and accountability as the gasoline to fuel your practice machine. Action steps to take right now and in the future with proven strategies for your practice. Prioritizing every step of your life so you don't get bogged down to create the fastest path to your goals. **Men's Health**, 2008-01 *Men's Health* magazine contains daily tips and articles on fitness, nutrition, relationships, sex, career, and lifestyle. *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 the 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 *Dentistry's Business Secrets* Edward M. Logan Dds,Edward M. Logan,2011 Whether you are a new dentist opening your first practice or an experienced dentist looking to take your current practice to the next level Dr Edward Logan s new book on dental practice growth will help you achieve your goals Written by a dentist for dentists Dentistry s Business Secrets reveals the vital business truths Dr Logan perfected while growing three successful dental practices from scratch

The Entrepreneur Dentist Jerry Lanier (Dentist),Jerry Lanier Dds Exec Mba,2019 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

The Dental Business: a Blueprint for Success Mary Fisher-Day, 2016-11-03 You applied to dental school to become a Dentist Being a business manager was not likely on your radar That's where we come in We provide dentists with the tools and support to achieve results quickly so you can enjoy practicing dentistry and your life We know that dental practices are most successful when the entire team is connected has needed resources and is consistently motivated The Dental Business A Blueprint for Success will show you how to run a successful dental practice Included are tools for every stage of your practice and career alike By implementing the systems provided in this book you will achieve results that normally take years in a very short period of time For more information about our Coaching and Consulting services please email us at clientcare@TheDentalBusiness.com You can also learn about us at www.TheDentalBusiness.com You really can have the successful practice you desire enjoy going to work each day have a patient base that happily refers to you and enjoy worry free time away from the office Mary Fisher Day Hiring Mary as my Dental Consultant was the best thing I ever did for my Practice She helped me reach 5 and 10 year goals in less than 2 years Her ability to evaluate my Practice find the problem areas and address those areas with results in a very short period of time amazed me I actually have a life outside the office and the financial freedom I hoped to have 10 years from now Dr James Richardson Before hiring Mary we had no idea where our overhead stood We knew something was out of whack but didn't know where to begin to find the problem Mary evaluated our overhead pointed out areas that were in line and areas that needed work With her help we now have systems in place to monitor our overhead and have the knowledge and tools to keep it in line In addition we have fine tuned our business office and have collections consistently at 98% or above Our recall percentage is well above the norm and our Hygiene department is more efficient and productive than we ever thought it could be It's nice to have a competent dependable Consultant who listens and will tailor Management for the individual needs of the practice Doctors Doug and Cathy Smith

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

Dental Practice Launch Cole Brenny, 2016-10-28 Build Run Grow Your Own Practice If you ve dreamed of being your own boss having control of your own career and building a business you love Dental CEO Practice Launch will lay the foundation for this path I ll show you how purchase build run and grow your own practice New Dentists Start From Scratch EVERY TIME With Practice Launch Coaching you don t have to worry about making mistakes on your own no more wondering where to start or what to do when starting down the path to practice ownership I ll walk you through the entire process and help you build your own unique practice one that compliments your life Through coaching you ll learn how to set your practice up correctly from day one SAVE Money by learning to avoid the expensive mistakes that so many dentists make when setting up their new practices I ll show you how to create the systems that will allow your practice to be profitable efficient and exceptional You ll learn how to build a dental practice in the new economy one that converts patients into raving fans You can build a business that allows you to do the type of dentistry you enjoy while working with patients you love Learn the formula for private practice success I ll give you the resources you need to start your practice and the guidance you need to build and run a practice that fits your vision for your life If you are ready to have someone in your corner to help think through major decisions plan your path to private practice ownership connect you with the people you need to know to make your practice a reality help you evaluate your appraisals crunch the numbers show you how build your own brand and market your practice in THIS economy this coaching program will be the perfect tool I believe that 5

years from now you'll look back on this investment and consider it one of the best career decisions you've ever made. I've already been down the path: dental student, resident, associate, dentist, clinical faculty, and practice owner and partner. I've worked in the suburbs, rural areas, and the big city. I've started a practice from scratch and purchased 3 existing practices. But most importantly, I've learned from the best dental gurus: Carl Misch, Frank Spear, and Gordon Christensen, business coaches, Leveraged Business Academy, and consultants I've interviewed some of the most successful practice owners today to create my training material and formula for building, running, and growing a successful practice. I will help coach you to build an amazing practice of your own. Cole Brenny DDS **If Only They Taught You This in Dental School** Desabeh

Pakpour, Artin Barzgar, 2024-05-23 Dental Practice Management Free Online Advertising Secrets to Massive Money Now!
Brian Mahoney, Dental Practice Management, Family Dental Practice, 2017-01-09 With this Dental Practice Management Free Online Advertising Secrets to Massive Money Now you will Learn How to Get Unlimited FREE Marketing Advertising for massive money for your Dental Practice business. How to Step by Step create Money Making Videos. The secrets the pros use to rank on the 1st page of YouTube. Get Massive Amounts of Web Traffic and views for Your Family Dental Practice business. Videos. How to use the top Forum websites to blast massive website traffic to your videos. How to Get A check from YouTube Google every month from videos that are promoting your business and making your Money. How to do Everything at ZERO COST TO YOU. Find everything you need and more with the Million Dollar Internet Rolodex included. People are destroyed for lack of knowledge. For less than the cost of one night at the movies you can get the knowledge you need to start living your business dreams. Don't wait. You'll wait your life away. Re-Inventing Dentistry Rinesh Ganatra, 2013-02-02 There is no other book that will show you step by step HOW to build your dental practice, create winning systems, and use online marketing to grow your practice like you've always wanted. Dr. Rinesh Ganatra, after having built 3 state-of-the-art practices in Orange County, California, reveals how you can create your dream practice and market it for success. You will gain three HUGE insights from this book: 1. How to create and build a dental practice from scratch with no prior construction experience. 2. An easy-to-follow step-by-step guide to creating winning systems within your practice by focusing on attracting patients, treatment planning, and having patients return to you. 3. Cut through the static and finally LEARN how to enhance the power of your website, online video, and social media to attract and keep more patients in your office than ever before. Only after knowing this can you truly create a presence beyond your location. In *Re-Inventing Dentistry*, successful dentist and entrepreneur Dr. Ganatra packages up his knowledge and delivers it in a systematic approach to building and marketing your practice. Whether you are a long-time practicing dentist or a new dentist out of school, this is a must-have book that will take you to new levels of success in life and dentistry. Stop trying to figure it all out by yourself and learn from someone who is a dentist and has done it. Read the book and let Dr. Ganatra help you create your ultimate success in dentistry. Be sure to also check out his free video training series at <http://www.dentalpracticemastery.com> **Marketing for Dentists** Ehsan Zarei,

You didn't become a dentist to chase patients. You didn't sign up to become a marketer, a social media manager, or a pricing negotiator. You just wanted to do great work, help people, and build a practice that gives you freedom, not frustration. But here you are, wondering why some dentists with less skill and experience seem to be thriving. Frustrated by slow weeks, price shoppers, and no shows. Watching competitors show up at the top of Google while your name is buried. Feeling pressure to do more marketing but not knowing where to start or how to do it without feeling fake or overwhelmed. If that sounds familiar, you're not alone. The truth is, there are thousands of highly skilled, deeply caring dental professionals who are quietly struggling to grow. Not because they aren't good enough, but because they've never been taught how to communicate their value in a way that the right people notice and respond to. That's what this book is here to change. This is *Marketing for Dentists Done Right*. This isn't a book about gimmicks, dancing on TikTok, or becoming someone you're not. It's about getting crystal clear on what makes your practice valuable and learning how to show up online in a way that feels professional, authentic, and confidently positioned. It's about attracting the right patients, people who value what you offer, who trust your expertise, and who are willing to pay for quality. And it's about doing that without burning yourself out or becoming a full-time marketer. What This Book Will Help You Do: By the time you finish this book, you'll understand exactly how to build a premium professional brand that stands out in your local market. Attract high-value patients who actually show up and stick around. Create visibility without chasing trends or doing anything that feels uncomfortable. Turn your website and online presence into a patient-generating machine. Grow a practice that feels aligned with who you are, not someone else's idea of success. You'll go from unsure and invisible to confident, in demand, and clearly positioned as the trusted expert in your area. What's Inside: This book is divided into 15 focused, practical chapters. Each one tackles a key shift, strategy, or stage in building a thriving dental practice that markets itself. We'll start by laying the foundation, clarifying your message, brand, and presence. Then we'll dig into proven ways to attract high-quality patients, build systems that drive referrals and reviews, and position you as the go-to provider in your area. And finally, we'll look at how to think like a confident, visionary leader, one who runs the practice instead of being run by it. Each chapter is designed to build on the last, so you gain real momentum and real results. And If You Want to Move Faster: Also, if you're looking to get a stronger start or achieve faster results with your marketing, you can reach out directly to the author for one-on-one support. Whether you're short on time or simply want expert help to get everything done for you, professional assistance is available. Chat with me directly for your marketing needs and get a free consultation. bluefreelancers.com/ehsan, your shortcut to faster, more effective results. Let's Get Started: You don't have to become a marketing expert. You just have to be willing to show up in a new way, with clarity, purpose, and a strategy that actually works. Let's make your practice as remarkable online as it is in person. Let's begin.

The Prosperous dental practice Anthony S. Feck, D.M.D., 2022-05-02T00:00:00+02:00 Dr. Tony Feck defines the prosperous dental practice in all its aspects. From hiring, leadership, production, and growth to profitability, no stone is left unturned. The roadmap to follow is clearly and concisely laid out.

out for every dentist to follow All you have to do is take the first step read the book cover to cover and start using the dozens of practical forms and outlines which Feck provides Dr Christopher Phelps DMD CMCT Dr Feck has produced an exceptional resource for the dentist who truly desires a prosperous dental practice This book isn't merely one man's opinion of what works but is rather based on data mined from some of America's most profitable dental offices For the new dentist looking to build their practice on solid footing to the more seasoned practitioner who wants to improve their business Tony Feck provides strategies that are easily implemented to produce a healthier more profitable dental practice Dr Devin Hall DMD If you are a really good dentist you should be especially excited to read this book because Dr Feck will show you the path to GREATNESS If it's your dream to have a great dental practice Dr Feck has written the step by step manual You will see in comprehensive detail the way to a great practice with great profitability that has a great impact on your team your patients and your community Dr Matt VanderMolen DDS

Good Practice to Thriving Practice Michael Hill, 2014-04-17 Is your dental practice underperforming Are you concerned that you are not doing enough to stay profitable With this book you will learn 20 incredible tactics for transforming your struggling dental practice into a fully booked highly profitable business in your community Perhaps the most referenced and researched book on the subject of dental practice management Good Practice To Thriving Practice provides dozens and dozens of detailed strategies from some of America's busiest dental practices Good Practice To Thriving Practice is a knowledge guide that centers on four key areas that will help you reassess and streamline your practice self development treatment planning and acceptance employee relationship strategy and customer patient service Inside you will discover How connecting with patient X sets you up for patient success How to leverage tough to sell procedures with your patients How to win the hiring game and build effective employee incentive programs How to educate patients for long term retention and loyalty All this and much more in Good Practice to Thriving Practice will give you the power to implement strategies and tactics that will affect your bottom line right away if you are determined to increase patient spending improve patient service and build a lucrative dental practice then you need this guide Get Good Practice To Thriving Practice today and start implementing these world class business tactics today **READ THIS BOOK NOW FOR YOUR SECOND SHOT AND A FIRST RATE DENTAL PRACTICE**

The Dentalpreneur Plan Jarrett Manning, 2017-05-08 Renowned dentist practice owner and business coach Dr Jarrett L Manning aka Dr Jarrett reveals her secrets of the trade in The Dentalpreneur Plan 18 Steps Every Dentist Should Take Before Opening a Dental Practice Pulling from her thriving career both as a dentist and dentalpreneur Dr Jarrett gives aspiring practice owners and go getters a start to finish blueprint of how to build a profitable and trustworthy business These pages dole out pro tip after pro tip whether it is about marketing loan approvals fee schedules or customer service staff selection and chair side manner all in quick accessible and straightforward bits that will stick with you as you make your move toward practice ownership As Dr Jarrett openly notes she's made the mistakes for you and gathered her tried and trues All you have to do is be eager to learn ready

to work and prepare yourself for a new successful and fulfilling step in your career as a dentalpreneur *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 *Hidden Treasures* Heidi Mount,2021-07-27 Coach Heidi Mount s claim to fame is helping dental offices make 500 more a day on tomorrow s schedule By sharing her unique and anyone can do steps you all can transform your dental practice and live your ultimate lifestyle She reveals exactly how each team member can help the office earn more than 10k a month and consistently reach your collection goals You can do this in a way that cultivates a healthy high performing culture that loves their job and respects you By reading her book you will unlock hidden treasures in a modern world and learn the unspoken secrets to catapulting your business In Hidden Treasures she will show you how to Relieve stress from your shoulders Develop systems that streamline your dental practice Gain your IDEAL new patients Minimize employee turnover to avoid crisis hiring Uncover Hidden Revenue Avoid roller coaster income Improve your case acceptance so patients don t walk out the door Develop Leadership Skills Prevent Holes In The Schedule And Schedule To Goal Learn how each person can add 500 more a day in your practice by knowing the action steps that all successful practice do So many checklists key performance indicators scripts creative ideas and simple systems that improve your business consistently Heidi provides leadership and employee traits for a win win situation Hidden Treasures will inspire each and every team member to reach their dream destination **Just Wish I Had Known** Joy N. McDaniel DMD,2019-04-29 Dr Joy McDaniel graduated from dental school knowing how to make beautiful and clinically ideal crowns bridges and dentures She could also fill and extract teeth as well

as anyone But she had no clue how to manage and run a dental practice that was something she had to learn on her own This guide for dental students and dentists who want to open their own practice provides a blueprint for tackling the tasks they don't teach you in school Learn how to determine if you should remain an employee or strike out on your own hire the right office manager and other key personnel pick the right dental equipment and work with the right vendors and motivate and empower your team Dr McDaniel also highlights the importance of rewarding staff with continuing education opportunities ways to provide excellent customer service and how to connect with potential customers No matter what you do there will be some things you learn by trial and error but you'll get actionable insights on how to open and operate a successful dental practice in Just Wish I Had Known [Grow Your Practice Online - Proven Strategies to Attract and Convert New Dental Patients](#) Adam Zilko, 2018-03-26 One of the biggest challenges facing dental professionals today is how to develop and scale a comprehensive digital marketing strategy Sadly many dentists periodontists orthodontists and periodontal surgeons struggle to maintain their footholds offline With resources stretched thin coming up with the budget and developing the strategies to gain prominence on Google and elsewhere online becomes a constant struggle Wouldn't it be great if there was a complete guide to digital marketing that was written strictly for those working in dentistry That book is here In this fourth edition of an Amazon Best Seller Adam Zilko has compiled a digital strategy that can be customized for any practice regardless of size or equity With completely updated strategies that reflect what's working today for many top practices The Ultimate Guide to Digital Marketing for Your Dental Practice contains proven strategies for attracting and converting new dental patients A Focus on Digital Excellence The only way to attract a healthy stream of new quality dental patients is to have a web presence that demands respect and attention This book helps dental professionals get into the mindset of making their web presences patient centric and targeted to quality patients who see the value in good dentistry A Success Mindset Adam takes a unique approach that he takes with his Firegang Dental Marketing clients and that's to get them into the proper mindset Adam dispels common myths and helps dental professionals establish clear cut goals and realistic expectations for building upon their dreams of dental practice success A Fully Customizable Digital Marketing Treatment Plan What follows in Grow Your Practice Online is a digital marketing strategy that can be used by new practices those who have gone stagnant and those intent on maximizing success The book details the prospect's online journey and the many complicated paths prospects can take before they become an actual patient The strategies are broken down so they are easy to learn and implement SEO Google Facebook Marketing Another challenge dental professionals face is keeping up with the latest Google algorithm changes how to optimize for Google safely so that you don't get penalized as well as how to advertise on Google Facebook and other paid digital ad platforms Adam has managed to make these facets of digital marketing easy to understand and gives plenty of advice for maximizing clicks conversions and return on investment Testing Optimizing for Maximum Leads Growth The key to proper digital marketing is the study of the metrics and how to use those numbers and figures to

maximize your efforts online Dental professionals will learn how to make sense of all the noise and how to glean useful information from Google Analytics and other digital analysis platforms as well as how to tweak campaigns over time to make them even more powerful With an added digital marketing checklist for dental professionals and a full page of book bonuses The Ultimate Guide to Digital Marketing for Your Dental Practice by Adam Zilko is a must buy **A Dentist's Guide to Life After Dental School** Cole Brenny, 2016-04-01 Did dental school really prepare you for real world dental practice Have you been given the proper training to succeed in private practice and thrive as a young dentist We'd all like to think so But the reality is that it did not You've acquired enough technical and problem solving skills to allow you to competently treat patients But you still have burning questions about the realities of owning a dental practice how to be fully compensated as a dental associate how to practice and succeed at business how to fill a dental practice with great patients how to make an incredible income while navigating the complex world of dental PPO's and most importantly how to live the life you've always hoped to live as a dentist Who's gonna help you learn these things And is there an easier and faster way to learn them without making the MISTAKES that 1000's of dentists have made before you Is there a cheaper way than spending tens of thousands of dollars on expensive dental consultants Yes you can learn the basics of how to become a successful practicing dentist and acquire the knowledge that will allow you to launch your career far ahead of your struggling peers I spent the time interviewing dentists and compiling the pearls of wisdom learned by mistakes and trial and error This book highlights seven lessons that practicing dentists have shared to help you transition into private practice dentistry I know you'll find them helpful 1 Getting Hired Dental Associate Positions 2 What You Don't Know You Don't Know 3 Treatment Planning in the Real World 4 Avoid THESE Problems 5 How to MOTIVATE Patients 6 Understand THIS Dentistry is a BUSINESS 7 Develop Your Network WHO you NEED

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