



ANNOUNCING NEW SERVICE!



Business Office Training Leads to Increased Profits and Decreased Stress!

Testimonial

"I just wanted to let you know we appreciate all you did for us this last week. We had patients on Friday and it was the most amazing day. We were focused and working together like a well-oiled machine. At our morning meeting we were all below our production goals for the day. But we had a plan to be aware of the numbers and to give great service and take care of our patients. We just mined the gold and did the things you talked about. **We ended up having the largest production day ever!** Over lunch we were talking about what we were doing and how great it was working. We were laughing so hard we were almost crying. We were just plain giddy. Talk about a fun day. I can't wait to get to work tomorrow.
Thanks again!
Dr. Kyle Pedersen"

By implementing organized systems into your practice your staff can take ownership in their work and pride in a job well done. In return, you will see a larger profit by utilizing you staff's skills and reducing overall office stress.

Does your practice meet healthy "benchmarks"?

- Scheduling** Does your staff use block scheduling and consistently schedule to an established daily goal for each doctor and hygienist?
- Collections** Are your collections 98% of your production?
- Accounts Receivable** Is your Accounts Receivable equal to or less than one month's production? Do you have to wait for insurance payments?
- Phone Skills** Is your staff converting "shoppers" to new patients? Does your staff know the right verbal skills to use when a patient asks: "Do you take my insurance?" "How much does a cleaning cost?"
- Recall & Unfinished Treatment Plan Reports** Are 75% of your patients in recall? Is your staff working these reports effectively and have the verbal skills to get patients to schedule?
- Team Meetings** Are you holding powerful morning meetings that create more productive and less stressful days? Are your team meetings effective in solving your roadblocks and making your team more productive?
- Monitoring** Are you monitoring practice vital signs to

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Goals understand which areas of your practice are growing and healthy and which areas are not and need to be worked on?

Division of Front Desk Duties Is your front desk staff working effectiently together?

Budget Supply Monitor Are your overhead expenses 62% or less? Is your staff using a Budget Supply Monitor to control dental and front office expenses?

Leadership Coaching Does your staff follow your lead? Need help conducting performance reviews and holding employees accountable to get the type of job performance you want?

Let us make your practice more profitable today! Contact us by phone at 303-660-4390 or email at julie@julieweir.com.

About Julie Weir

Dentistry Today has voted her one of their "Leaders in Dental Consulting" for the past four years. Working in dentistry over 30 years, Julie has a wealth of proven practical experience and expertise. Because of her hands-on ownership in a dental practice, she brings a unique management blend of both the business and clinical aspects of dentistry. Julie teaches dental teams how to find untapped potential and decrease stress by working smarter. She has a successful track record of increasing the profitability, job satisfaction, and the organization of dental practices throughout the United States.

Julie's programs are highly customized to the specific need of each practice and the desire of each owner. Please log on to our website today for more information. If you are interested in discussing your needs further with Julie please download and complete the Initial Questionnaire and Goals form by clicking on this link: <http://www.julieweir.com/pdfs/Weir%20Questionnaire.pdf>. Please fax to our office at 303-660-4391 after completion. Upon receipt Julie will contact you to discuss your needs.

**Hire a Fun, Vibrant & Experienced
Dental Speaker**

**Have Julie Weir Speak At Your Next Dental
Society Meeting**

Julie is known for her dynamic, energetic and entertaining style that captivates dental teams with practical information they can relate to. Because of her hands-on ownership experience in a dental practice, Julie brings a unique management blend of both the business and clinical aspects of dentistry into her talks. She shares proven tools and systems with audiences that are effective and can be put into use right away. Throughout Julie's talks, team members will create a specific Action Plan of changes to take their practice to its next level.

In dentistry for 28 years, she has taught teams how to find untapped potential and decrease stress by working smarter. Julie received her B.S. in Dental Hygiene from The University of Michigan, is a member of The Academy of Dental Management Consultants, has been published in numerous dental journals and is the author of the book *10 Steps to a Dental Practice Business Plan*.

For more information please call Julie Weir at (303) 660-4390, or email Julie at Julie@JulieWeir.com.