

David O. Willis

BUSINESS BASICS FOR DENTISTS



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David O. Willis



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Business Basics for Dentists James L. Harrison, David O. Willis, Charles K. Thieman, 2023-09-21 Business Basics for Dentists Concise yet comprehensive overview of business management principles tailored for dental practices with strategies to apply the core concepts to achieve success Rather than presenting a rote checklist of steps for success Business Basics for Dentists Second Edition describes business economic marketing and management principles and explains how to apply them to dental practice Now fully updated throughout this book provides the essential elements of a business course management principles economics business finance and financial analysis without getting bogged down in too much detail Dental students and new practitioners will learn how to use the core strategic and operational business philosophies to develop an effective dental practice The business management principles are related to various aspects of running and managing a dental practice including office communications billing inventory and marketing All aspects of practice transition are approached including career opportunities buying a practice starting a new practice multi practitioner arrangements practice valuation and planning and developing a practice The book also covers personal financial planning to ensure that the dentist is also planning for their finances and retirement beyond the bounds of the practice Business Basics for Dentists Second Edition

covers Personal money management and insurance needs reducing the personal tax burden estate planning and securing financing Business entities basic economics the legal environment of the dental practice financial statements and business taxes and tax planning Management principles planning the dental practice financial analysis and control in the dental office maintaining production and collections and gaining case acceptance Generating patients for the practice controlling costs promoting staff effectiveness and maintaining daily operations Focusing on the transition period from a dental student through corporate employee to ownership Business Basics for Dentists is a valuable tool for dental students and professionals seeking to further their career path through actionable advice from experts in the field **Business Basics for Dentists**

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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

Floss David Holland, 2012-03-29 A comprehensive guide to successfully marketing your dental practice by one of the UK s foremost dental sales and marketing experts David is a champion of innovation and marketing His ideas and approaches should be studied if you want to stand out from the crowd We have found his service to be exceptional Highly recommended Barbara Naisby Director Black Isle Direct Black Isle Dental Studio David is a skilled communicator who has a sound understanding of the business of dentistry Alun Rees Principal The Professional Coach I attended several of David s training courses on sales and I can say that he revolutionised my view and attitude to sales He managed to educate me on a complex and big subject in ways that were instantly understood and his effective and focused approach to his work shone through and was an inspiration to me Sandra Kanfer Clarke attended Sales Training with David in 2003 As we all know dentistry is not just a vocation it is also a business Like any commercial enterprise it has products services and customers Naturally there are a number different business models that exist within the field of UK dentistry Some businesses choose to negotiate a co funding relationship between the actual customer and the local Health Service or an insurance provider Others enjoy a more direct relationship with their customers This book aims to provide dentists practice owners and practice managers responsible for growing the business profitably with a series of targeted strategies and methods for building a more direct and productive relationship with their customers one that benefits both the consumer and the dental practice itself As I am a sales expert and not a dentist it is very possible that I may have got some of the clinical details wrong However don t let that put you off seeing the value of the ideas and strategies that I put forward in this book Where appropriate just insert the correct clinical detail and move on with adapting and implementing the proposed marketing plans within your particular clinical context

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Table of Contents Business Basics For Dentists By Willis David O 2013 Paperback

1. Understanding the eBook Business Basics For Dentists By Willis David O 2013 Paperback
 - The Rise of Digital Reading Business Basics For Dentists By Willis David O 2013 Paperback
 - Advantages of eBooks Over Traditional Books
2. Identifying Business Basics For Dentists By Willis David O 2013 Paperback
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Business Basics For Dentists By Willis David O 2013 Paperback
 - User-Friendly Interface
4. Exploring eBook Recommendations from Business Basics For Dentists By Willis David O 2013 Paperback
 - Personalized Recommendations
 - Business Basics For Dentists By Willis David O 2013 Paperback User Reviews and Ratings
 - Business Basics For Dentists By Willis David O 2013 Paperback and Bestseller Lists

5. Accessing Business Basics For Dentists By Willis David O 2013 Paperback Free and Paid eBooks
 - Business Basics For Dentists By Willis David O 2013 Paperback Public Domain eBooks
 - Business Basics For Dentists By Willis David O 2013 Paperback eBook Subscription Services
 - Business Basics For Dentists By Willis David O 2013 Paperback Budget-Friendly Options
6. Navigating Business Basics For Dentists By Willis David O 2013 Paperback eBook Formats
 - ePub, PDF, MOBI, and More
 - Business Basics For Dentists By Willis David O 2013 Paperback Compatibility with Devices
 - Business Basics For Dentists By Willis David O 2013 Paperback Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Business Basics For Dentists By Willis David O 2013 Paperback
 - Highlighting and Note-Taking Business Basics For Dentists By Willis David O 2013 Paperback
 - Interactive Elements Business Basics For Dentists By Willis David O 2013 Paperback
8. Staying Engaged with Business Basics For Dentists By Willis David O 2013 Paperback
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Business Basics For Dentists By Willis David O 2013 Paperback
9. Balancing eBooks and Physical Books Business Basics For Dentists By Willis David O 2013 Paperback
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Business Basics For Dentists By Willis David O 2013 Paperback
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Business Basics For Dentists By Willis David O 2013 Paperback
 - Setting Reading Goals Business Basics For Dentists By Willis David O 2013 Paperback
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Business Basics For Dentists By Willis David O 2013 Paperback
 - Fact-Checking eBook Content of Business Basics For Dentists By Willis David O 2013 Paperback
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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