

David O. Willis

BUSINESS BASICS FOR DENTISTS



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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* David O. Willis, 2013-04-29 Dr David Willis combines his experience as a practicing dentist educator MBA and certified financial planner in this breakthrough text about managing a dental business Rather than a checklist of steps for success Business Basics for Dentists describes business economic marketing and management principles and explains how to apply them to the dental practice Willis's aim is to help students and new practitioners understand how to use the core strategic and operational business philosophies to develop an effective dental practice He provides the essential elements of a business course management principles economics business finance and financial analysis without bogged down in too much detail These are then related specifically to various aspects of running and managing a dental practice including office communications billing inventory and marketing the practice All aspects of practice transition are approached career opportunities buying a practice starting a new practice multi practitioner arrangements practice valuation and planning and developing a practice Last Willis included personal financial planning to ensure that the dentist is also planning for his own

finances and retirement beyond the bounds of the practice

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The Dental Practice David O. Willis,Jerald R. Smith,Peggy A. Golden,1991

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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

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Business Basics for Dentists William L. Otten,1982 *How to Run a Successful Dental Business* Craig Freeman,2015-08-19 Many dental practices fail because their owners see themselves only as dentists and forget they are business owners A successful dental practice is a business and should be run like a business In this book Craig Freeman provides clear simple explanations of how this can be done *The Business of Dentistry* Raj Rattan,George Manolescu,2002-01-01 **Secrets of the Wealthy Dentist** Mike Lakhani,Steve Farronato,Chris Molloy,2012 *The Dental Business* Mary Fisher-Day,2021 *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 StudioDavid 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 2003As 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

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