

David O. Willis

BUSINESS BASICS FOR DENTISTS



Business Basics For Dentists Paperback 2013 By David O Willis

Mary Fisher-Day



Business Basics For Dentists Paperback 2013 By David O Willis:

Business Basics for Dentists James L. Harrison, David O. Willis, Charles K. Thieman, 2013-09-21 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 **Business Basics for Dentists** David O. Willis,2013-03-05 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 Dental students and new practitioners will learn 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 **Dental Practice Transition** David G. Dunning,Brian M. Lange,2016-07-08 Dental Practice Transition A Practical Guide to Management Second Edition helps readers navigate through options such as starting a practice associateships and buying an existing practice with helpful information on business systems marketing staffing and money management Unique comprehensive guide for the newly qualified dentist Covers key aspects of practice management and the transition into private practice Experienced editorial team provides a fresh balanced and in depth look at this vitally important subject New and expanded chapters on dental insurance patient communication personal finance associateships embezzlement and dental service organizations *The Dental Practice* David O. Willis,Jerald R. Smith,Peggy A. Golden,1991

Dental Practice Transition David G. Dunning,Brian M. Lange,2016-09-06 Dental Practice Transition A Practical Guide to Management Second Edition helps readers navigate through options such as starting a practice associateships and buying an existing practice with helpful information on business systems marketing staffing and money management Unique comprehensive guide for the newly qualified dentist Covers key aspects of practice management and the transition into private practice Experienced editorial team provides a fresh balanced and in depth look at this vitally important subject New and expanded chapters on dental insurance patient communication personal finance associateships embezzlement and dental service organizations **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

Dental Practice Transition David G. Dunning, Brian M. Lange, 2008-12-02 Practice management is one of the key elements in the career of a dentist Most dentists own their own practices and even associateships carry with them the prospect of management accounting and dealing with health insurance providers Dental Practice Transition A Practical Guide to Management helps readers navigate through options such as starting a practice associateships and buying an existing practice with helpful information on business systems marketing staffing and money management With topics applicable to both recently graduated as well as established professionals Dental Practice Transition is a comprehensive exposition of practice management from a dentist s perspective

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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 Manolescue,2002-01-01 **Secrets of the Wealthy Dentist** Mike Lakhani,Stive 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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