



Stepping into the future of success

An overview

Frank Taylor and Associates in conjunction with Dr. Rahul Doshi of The Perfect Smile Advanced Training Institute offer a range of seminars for dental professionals at different stages of their careers.

The three seminars will be delivered in workshop style and limited to 15 places to ensure all delegates can participate. They will take place at The Perfect Smile Studio Advanced Training Institute in Hertford between 6.30pm and 8.30 pm on the dates shown below. In addition, delegates will have the opportunity to have a confidential conversation and there will be a number of 15 minutes slots available from 5.00 pm until 6.15 pm on a first come first served basis.

Wednesday 30th November

– The New Purchaser

Thursday 1st December

– The Practice Owner

Wednesday 7th December

– The Exit Strategist

Who should attend?

Depending on where you are in your career we believe one of the above seminars will be relevant and beneficial for you to attend.

The New Purchaser

Wednesday 30th November – The New Purchaser

Now more than ever there is a need for dentists to develop additional skills and understanding in the business environment. We can help you develop the necessary skills and knowledge which will help you form the essential business acumen, marketing, sales and leadership skills needed in this new world.

Learn how to create a successful profitable practice using step-by-step processes. It covers all the necessary ingredients to allow you to stay ahead of any competition by focusing on all the areas within a practice that can be leveraged for greater revenues. Nurture your new practice for success and know how best to approach the business of dentistry.

Learning outcomes for the New Purchaser

Find out what skills and knowledge you need to secure your future as a practice owner

Discover what your key drivers are, what is it you want to achieve from this next stage in your career

Practical tips surrounding the process of purchasing a dental practice

Discover the hidden legal traps of a typical purchase that can undermine a favourable outcome

Find out how to best prepare for a purchase from funding requirements to building a cohesive business plan

Learn the exact process and key fundamentals of developing a profitable practice

Understand the key concepts involved in turning any expenditure in a practice into an investment and then how to get a return on that investment

Know the different systems that assist in creating profits

Find out exactly how to grow the new practice for success.

The Practice Owner

Thursday 1st December – The Practice Owner

Maybe you are starting to feel a bit jaded by the non-clinical demands you face on a regular basis. You may run a mixed practice, or pure private or NHS, and maybe you are thinking your practice has reached a plateau or you are looking for fresh ideas and new ways of working. You may have concerns about staffing but whatever your needs or the area of specialism you work in we believe we can help.

Learn the strategies involved in attracting more new patients to your practice, maximising your existing patients, build a great team to support you, reduce your stress and overheads and discover how to put it all together in a workable, realistic plan via a proven formula.

Take your practice to the next level of growth and profitability.

Learning outcomes for the Practice Owner

Discover how to create work balance through motivating and managing yourself and your team so there is a balance; too much work can be as disabling as too little

Understand the impact on the profitability and motivation of your team and the practice if any of the key areas are underperforming

Find out how and what added value looks like to your clients and the impact it can have

Look at the services offered, can they be expanded or do they need to be reviewed

Learn to schedule your appointment diary to reduce stress and increase team motivation

Find out how to avoid throwing money away at the wrong marketing campaign and discover how to create an effective and money-saving marketing plan

Know the exact process to increase case acceptances and understand the 7 key steps involved in "Selling with Integrity"

Learn how to implement and action strategies easily and in a manageable manner by making effective decisions and motivating your team

The Exit Strategist

Wednesday 7th December – The Exit Strategist

The transition from practice owner requires preparation and to make the most out of your practice you need to spend time considering and developing your exit strategy. This can range from wanting to build your turnover, increase your service options and levels, and as importantly, plan what you are going to do once the practice is sold.

Achieve the best potential outcome that you and your practice deserve.

Learning outcomes for the Exit Strategist

Find out how to influence the worth of your dental practice by learning how to identify the principles constituting a good sale. Discover how to identify the right market for your practice

Understand how incorporation issues influence the tax strategy for selling

Examine your revenue streams, isolating areas of concern or promise

Discover the hidden legal traps of a typical sale that can undermine a favourable outcome

Find out how to best prepare for a sale, what facts to be kept confidential and why it is advantageous to only use specialist professional advisors

Discover how cohesive planning and the decisions you take in the three to five years leading to retirement will determine your quality of life

Create your exit strategy plan to achieve a win – win opportunity for the buyer and seller

Booking Form

Title:	Forename:
Surname:	
Status:	Principal/Practice Manager/Other (please specify)
GDC registration number:	
Practice name:	
Address:	
Postcode:	
Email:	
Contact Telephone number:	

I would like to reserve places at:

New Purchaser – Wednesday 30th November

Practice owner – Thursday 1st December

Exit Strategist – Wednesday 7th December

Fees: £42.00 (inc. VAT) to include refreshments and any course literature.

Please indicate any special dietary requirements

For payment and enquiries, please contact:

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Tel: 01992 552115 **E-mail:** louise@thepperfectsmile.co.uk

On receipt, confirmation and the agenda will be provided.

Cancellations: We regret that seminar funds are not refundable for cancellations received less than seven days before the event

Registration: From 6.00pm – seminar starts promptly at 6.30pm and concludes at 8.30pm



Frank Taylor and Associates



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