

7 STEPS TO GROW YOUR IMPLANT PRACTICE

Develop entrepreneurial thinking to successfully grow the volume of implants within your practice



DR RAHUL DOSHI
& DR BHAVNA DOSHI

21ST APRIL 2023
MANCHESTER, UK
ICE Hospital, Salford

Date: 21st April 2023
Fees: £250
CPD: 7 hours
Learning outcome: A, B and D

Venue: ICE Posgraduate Dental
Institute and Hospital

24 Furness Quay Salford Manchester, M50 3XZ

Supported by



DR RAHUL DOSHI & DR BHAVNA DOSHI

As founders of Dental Wealth Builder (DWB), both Dr Rahul Doshi and Dr Bhavna Doshi primarily focus on Practice Profitability and Growth Solutions. Their strategic techniques have been tried, tested and proven to work and have optimised revenues for many colleagues through their comprehensive DWB coaching programs. Having been in the dental industry for 30 years, they have worked as successful practicing dentists, principals to multiple practices, as business coaches, judges for the National Private Dentistry Awards and recently in partnership with Dentex Healthcare Group.

You will find that they both provide a unique perspective that combines dental know-how and entrepreneurship with focal business fundamentals. Their mission now is to empower dentists' and their teams with easy to accomplish strategies that makes owning a dental practice highly rewarding. **The DWB focus areas are: Entrepreneurship, Practice Success, Leadership, Marketing, Gaining Comprehensive Case Acceptances, Communication Skills and Team Motivation.**

They have lectured extensively on Business Growth & Profitability, and on Interdisciplinary Comprehensive Cosmetic Dentistry including Smile Design, Occlusion, Treatment Planning and Full Mouth Rehabilitation throughout the world including USA, UAE, Italy, India, Germany, Sweden & South Africa.

Their 30 years of experience as founders of the Perfect Smile Studios, Regional Partners for Dentex, Judges for Private Dentistry Awards, and founders and consultants for Dental Wealth Builder Coaching, has equipped them to help with the strategic development and clinical growth of practices, dental teams and dentists.

Rahul Doshi had been voted as one of the TOP 50 most influential dentists in the country and awarded by his peers for his Outstanding Contribution to Cosmetic Dentistry. He is the Past President of the British Academy of Cosmetic Dentistry (BACD) and the Clinical Strategy Development Director for Dentex.

DEVELOP ENTREPRENEURIAL THINKING TO SUCCESSFULLY GROW THE VOLUME OF IMPLANTS WITHIN YOUR PRACTICE

Course Synopsis:

This course is aimed at General Dental Practitioners who are looking to rapidly grow their implant business. The course focuses on providing you 7 fundamentals which will help you to grow your practice irrespective of what implant system you are using.

Aims and Objectives:

- Understand patient consultation journey.
- Learn steps towards strategic communication process
- Understand the fundamentals of ethical communication
- Discuss how to integrate and implement treatment plans.
- Learn how to enhance your personal brand values to match your brand perception
- Understand digital and social media marketing strategies
- Understand the process of empowering your team

PROGRAM

- 8:30 Registration, tea or coffee
- 9:00 Establishing Your Strategy
- 10:30 Break
- 11:00 Communication Techniques
- 13:00 Lunch
- 13:30 The Communication Journey
- 15:00 Break
- 15:30 Enhancing Patient Perception
- 17:00 Close

