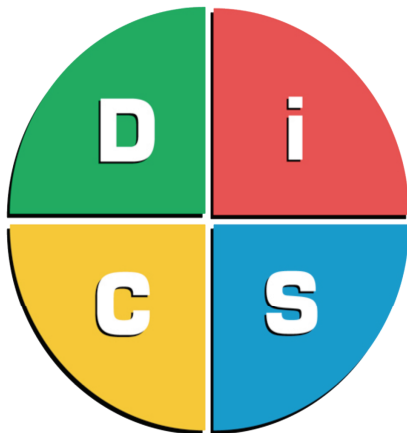


SIMPLE STEPS TO *INCREASING* YOUR PRACTICE'S *PROFITS*

Topics of discussion will include:

- ✓ How to communicate effectively as a team member
 - ✓ Primary motivators
 - ✓ Team member response to conflict
 - ✓ Strength/Limitation as a team member
 - ✓ Telephone DISC
 - ✓ New patient intake form DISC
- ✓ How to DISC your patients and increase case acceptance



DATE Thursday, February 9, 2012

TIME 6:00 p.m. (*Complimentary Dinner & Registration*)
6:30 p.m. - 8:30 p.m. (*Seminar*)

CREDITS 2 CE

LOCATION **Residence Inn** | 3599 Lee Circle | Prescott, AZ 86301 | 928-775-2232

FEE Free

The dynamic duo at **Maximize Your Potential** are excited to assist you in taking your practice to the next level! **Rhonda Crispin**, founder of Maximize Your Potential, has over 25 years' experience in dental management, marketing and consulting. If anyone knows how to maximize a practice's bottom dollar, it's her! Rhonda will guide you through the DISC behavioral communication system and will show you how personality matters! In this seminar, you will learn how DISC profiles can help you and your team to improve work productivity, teamwork and communication. DISC is non-judgmental and helps people discuss their behavioral differences.

Becky Balok, dental consultant and insurance credentialing extraordinaire, will teach you the basics of dental insurance credentialing. Her time-tested strategies have helped hundreds of practices to attain a higher standard of excellence while increasing profitability. Becky has over 30 years' experience covering all aspects of the dental industry. She will share her trade secrets that were essential in starting up several highly successful practices from scratch as well as share the same failure-proof strategies that have completely revamped sluggish practices. Come prepared to hear her unique organizational and growth strategies sure to make your practice soar.

TO REGISTER FOR THIS SEMINAR:

all 480-898-7800 | Fax this form to 480-898-7850
or email wendy.stein@pattersondental.com

Office Name: _____

Office Address: _____

Phone Number: _____

Attendee Name(s):

Patterson Dental Representative: _____

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