

Yes! The patient said 'yes'! 7 simple steps to treatment acceptance

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Utilizing your finest in clinical skills is only possible after a patient says "yes" to your treatment recommendations. This process involves crucial elements of understanding how decisions are made, what can impact the decision positively and/or negatively and the role of the Doctor and every team member .

Attendees will learn:

- What to say and do to positively impact a patient's decision
- How team involvement makes the difference
- The one piece of technology that is integral to treatment acceptance

Benefits of Attendance:

- Increase treatment acceptance
- Greater health for patients
- Doctors are better able to apply their skills, experience, training and technology to greater numbers of patients

Hundreds of Doctors are utilizing these techniques to help patients make the best decisions about their oral health. The results are healthier patients and dental practices.

Biography:

As a graduate of the ADA KEMP (American Dental Association, Kellogg School Executive Management Program for Dentist), Virginia has positively impacted the business aspects of dental practices throughout the United States and Canada.

As a speaker, Virginia has been invited back for repeat engagements on the top dental meetings in the U.S. and has spoken at meetings in the Middle East and Asia.

Virginia is a contributor to "The ADA Practical Guide to Expert Business Strategies", is the author of two essential training guides and co-author of 8 books on practice management.

Virginia holds membership in the National Speaker's Association, and is a member and Past-President of Academy of Dental Management Consultants.