

Dentistry's **BUSINESS** *Secrets*

PROVEN GROWTH STRATEGIES FOR YOUR NEW OR EXISTING PRACTICE

Edward M. Logan, DDS



Dentistrys Business Secrets Proven Growth Strategies For Your New Or Existing Practice

Tyler Williams, D D S



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Dentistry's Business Secrets Edward M. Logan, DDS, 2011-02-21 Rave reviews for Dentistry's Business Secrets
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owner is a full contact sport and how to prepare to play in the big leagues to win Getting more out of your time and not be controlled by the clock Why who you serve is more important than who you are The role of team systems and accountability as the gasoline to fuel your practice machine Action steps to take right now and in the future with proven strategies for your practice Prioritizing every step of your life so you don't get bogged down to create the fastest path to your goals *Bowker's Complete Video Directory*, 2000 **Forthcoming Books** Rose Arny, 1996 **Grow Your Practice Online - Proven Strategies to Attract and Convert New Dental Patients** Adam Zilko, 2018-03-26 One of the biggest challenges facing dental professionals today is how to develop and scale a comprehensive digital marketing strategy Sadly many dentists periodontists orthodontists and periodontal surgeons struggle to maintain their footholds offline With resources stretched thin coming up with the budget and developing the strategies to gain prominence on Google and elsewhere online becomes a constant struggle Wouldn't it be great if there was a complete guide to digital marketing that was written strictly for those working in dentistry That book is here In this fourth edition of an Amazon Best Seller Adam Zilko has compiled a digital strategy that can be customized for any practice regardless of size or equity With completely updated strategies that reflect what's working today for many top practices The Ultimate Guide to Digital Marketing for Your Dental Practice contains proven strategies for attracting and converting new dental patients A Focus on Digital Excellence The only way to attract a healthy stream of new quality dental patients is to have a web presence that demands respect and attention This book helps dental professionals get into the mindset of making their web presences patient centric and targeted to quality patients who see the value in good dentistry A Success Mindset Adam takes a unique approach that he takes with his Firegang Dental Marketing clients and that's to get them into the proper mindset Adam dispels common myths and helps dental professionals establish clear cut goals and realistic expectations for building upon their dreams of dental practice success A Fully Customizable Digital Marketing Treatment Plan What follows in Grow Your Practice Online is a digital marketing strategy that can be used by new practices those who have gone stagnant and those intent on maximizing success The book details the prospect's online journey and the many complicated paths prospects can take before they become an actual patient The strategies are broken down so they are easy to learn and implement SEO Google Facebook Marketing Another challenge dental professionals face is keeping up with the latest Google algorithm changes how to optimize for Google safely so that you don't get penalized as well as how to advertise on Google Facebook and other paid digital ad platforms Adam has managed to make these facets of digital marketing easy to understand and gives plenty of advice for maximizing clicks conversions and return on investment Testing Optimizing for Maximum Leads Growth The key to proper digital marketing is the study of the metrics and how to use those numbers and figures to maximize your efforts online Dental professionals will learn how to make sense of all the noise and how to glean useful information from Google Analytics and other digital analysis platforms as well as how to tweak campaigns over time to make them even more powerful With an added digital marketing

checklist for dental professionals and a full page of book bonuses The Ultimate Guide to Digital Marketing for Your Dental Practice by Adam Zilko is a must buy **The Owner's Guide to a Productive Dental Practice** Tyler Williams, D D S,2020-08-04 Are You a Practice Owner that Wants to Take Your Business to the Next Level Are you stuck in the growth cycle of your small business In The Owner's Guide to a Productive Dental Practice 7 Pillars Every Dentist Needs to Grow in the New Economy you ll discover tools and strategies used by today's most productive offices and most successful dentists and doctors This timely release will cover the following and more Dr Williams has been featured on ABC NBC News Radio The One Thing marketing podcast Sirius XM Radio ForbesBooks Radio podcast Dentistry Today the Utah Dental Association UK Health Radio KTALK Utah radio and a reviewer for articles for the Academy of General Dentistry's General Dentistry journal He has also been awarded as one of America's Best Dentists for the past eight years in a row and recognized as one of the most influential dentists in the country by Kleeer's list of Most Influential Dentists in America He is currently the owner of Pinecrest Practice Growth which helps preserve independent dentistry while helping practice owners maximize the growth and opportunity within their existing practice as well as his dental practice Pinecrest Dental [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 *The Definitive Guide To Dental Practice Success* Jerry Jones,2014-08-25 Get ready for a completely different approach with strategies and action plans to attract new patients while keeping your existing patients Inside The Definitive Guide to Dental Practice Success you ll find new different and contrarian yet highly successful approaches to creating the practice of your

dreams You ll meet nine different experts who ll share their unique talents and insights into marketing your practice You ll also learn about The State of Dentistry and its evolution plus where and how you can exploit these changes to your unfairadvantage Frustrated by dental insurance companies Co author Dr John Busby will share his secrets for success Struggling to keep your existing patients engaged in your practice Dr Darold Opp details his incredible program which has generated thousands of new patient families Confused by the Internet Mr Matt Prados and Mr Jon Keel show you their success secrets Get started in Radio advertising with Mr Fred Catona s 33 Trooths Get a handle on marketing tech with Mr Loren Smith Top Dentists nationwide are published authors Learn how you can be one too and what it takes from Mrs Nina Hersherberger Finally Mr Ron Sheetz will share with you the true value of patient testimonials and how to change the dynamic and differentiate your marketing using your existing patients Never before has a book like this from distinguished authorities been published specifically for Dentists *Pillars of Dental Success Second Edition* Mark Costes,2016-02-18 Pillars of Dental Success is a roadmap that any dentist can follow to exponentially increase the profitability and productivity of his or her dental practice The systems and strategies covered within the pages of book represent the culmination of struggle failure and redemption during Dr Mark Costes s journey from one struggling practice to a six practice multi million dollar dental empire Some of the topics covered in this book include How to FINALLY get your practice s overhead and cash flow under control How to create airtight systems that will maximize the performance of every department of your organization while decreasing chaos and stress The step by step system for getting a flood of new patient referrals from your existing patient base The advanced marketing strategies that will neutralize the competition in your market and drive a flood of new patients into your practice The simple and effective approach to reactivating lost patients How to position yourself as a local celebrity and community leader Dr Costes s refreshing approach to the business side of dentistry offers straightforward and practical solutions that can be implemented immediately If you re interested in taking to the next level and beyond you owe it to yourself to read this book **Online Marketing Secrets for Dentists** Brian J. Devine,2015-09-01 Online Marketing Secrets for Dentists 7 Must Know Strategies to Drive Local Traffic Straight To Your Practice Discover how dentists are dominating their local market through online marketing systems If you are a dentist or work for a dentist and would like to have more patients this book is for you Get the inside secrets to dental practice marketing and make worrying about where your next patients will come from a thing of the past *Pillars of Dental Success* Mark Costes,2013-11-21 Pillars of Dental Success is a roadmap that any dentist can follow to exponentially increase the profitability and productivity of his or her dental practice The systems and strategies covered within the pages of book represent the culmination of struggle failure and redemption during Dr Mark Costes s journey from one struggling practice to a six practice multi million dollar dental empire Some of the topics covered in this book include How to FINALLY get your practice s overhead and cash flow under control How to create airtight systems that will maximize the performance of every department of your organization while

decreasing chaos and stress The step by step system for getting a flood of new patient referrals from your existing patient base The advanced marketing strategies that will neutralize the competition in your market and drive a flood of new patients into your practice The simple and effective approach to reactivating lost patients How to position yourself as a local celebrity and community leader Dr Costes s refreshing approach to the business side of dentistry offers straightforward and practical solutions that can be implemented immediately If you re interested in taking to the next level and beyond you owe it to yourself to read this book **Current Strategies** Larry R. Domer,1992 Good Practice to Thriving Practice Michael Hill,2014-04-17 Is your dental practice underperforming Are you concerned that you are not doing enough to stay profitable With this book you will learn 20 incredible tactics for transforming your struggling dental practice into a fully booked highly profitable business in your community Perhaps the most referenced and researched book on the subject of dental practice management Good Practice To Thriving Practice provides dozens and dozens of detailed strategies from some of America s busiest dental practices Good Practice To Thriving Practice is a knowledge guide that centers on four key areas that will help you reassess and streamline your practice self deveopment treatment planning and acceptance employee relationship strategy and customer patient service Inside you will discover How connecting with patient X sets you up for patient success How to leverage tough to sell procedures with your patients How to win the hiring games and build effective employee incentive programs How to education patients for long term retention and loyalty All this an much more in Good Practice to Thriving Practice will give you the power to implement strategies and tactics that will affect your bottom line right away if you are determined to increase patient spending improve patient service and build a lucrative dental practice then you need this guide Get Good Practice To Thriving Practice today and start implementing these world class business tactics today READ THIS BOOK NOW FOR YOUR SECOND SHOT AND A FIRST RATE DENTAL PRACTICE *201 Secrets of a High-performance Dental Practice* Bob Levoy,Robert P. Levoy,2005 This one of a kind resource featuring the collective wisdom of some of the world s most successful dentists gives you 201 ready to use strategies for increasing the success and profitability of your dental practice Book jacket *Dental Practice Hacks* Alex Wong, Master the world of dental marketing with this cutting edge collection Do you want to discover the best strategies for kickstarting your dental marketing efforts Looking for ways to build your client base attract new patients and master the online sphere Want to learn first hand from an expert copywriter and experienced dentist Then this bundle is for you Inside this brilliant 3 in 1 book collection you ll join best selling author and dental marketing expert Alex Wong as he shares his years of dental marketing expertise Breaking down the principal strategies for creating an unforgettable online presence driving traffic with a top notch website and writing viral blog content this bundle is perfect for any orthodontist endodontist periodontist or anyone in the oral health field looking to expand their dental clinic and build their business Inside Dental Marketing Hacks you ll uncover a powerful formula for mastering the art of online dental marketing including The Secret To Identifying Your Perfect Target Audience

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How To Grow Your Dental Practice In The New Economy John Cotton,2014-05-19 WANT TO GROW YOUR PRACTICE IN THE NEW ECONOMY Examine what you are doing today and diagnose the best treatment for your practice moving forward You know the Great Recession created big problems for many dentists It exposed dental practices to inefficient and ineffective processes protocols and skills that suppressed production growth The problem areas primarily are No shows and cancellations fewer new patients and referrals and fewer cases completed There is no leeway in today s dental practices for operational inefficiencies Inside these pages you ll discover the 5 key strategies to predictable significant and sustainable results 1 HOW to create consistently exceptional Patient Experiences 2 WHY a Strategic Plan is a must have to predict your future 3 HOW to Fill the Schedule and keep it full 4 CASE Completion not case acceptance the magic wand to big increases in production 5 HOW to Lead your team to Performance instead of managing work

Dental Marketing Secrets Scott Meadows,2015-02-07 Is That Other Dental Practice Stealing Your New Patients Right Before Your Eyes It s Time to Do Something About It Doc you already know what s NOT working to help you reach new patients and you probably know that getting your dental practice online is inevitable You may even have a website maybe even a good one But if your website s not bringing new patients into your practice if it s not getting your phone ringing and your chairs filled you re missing out on one of the most powerful marketing tools at your command If growing your practice to seven times its current size in the next several months sounds good to you read on You ll discover What thriving dental practices are doing online to get new patients calling them every day How to avoid being taken advantage of by SEO Monkeys who promise 1 Google listings take

your money and disappear How to get started online if you decide to tackle the learning curve and invest just a couple days a week implementing all the best practices you ll discover in this book How to avoid costly pitfalls in online marketing by knowing what to do and when to do it How you can finally get your website marketing for you so you can get back to doing what you do best taking care of your patients Scott Meadows is an expert in local online marketing and best selling author committed to helping local dental practices thrive by using proven Internet marketing strategies Never before has it been so crucial to build an effective online presence for your practice The ideas in this book have enabled thousands of dental practices to experience a complete turnaround from floundering to flourishing and it will show you the way too *Dental Copywriting Hacks* Alex Wong, Attract More Patients and Grow Your Dental Practice with Compelling Website Content Are you a dentist who wants to attract more patients and boost revenue Do you want to be able to create amazing web content There s a lot of competition in the dental industry for new patients Every day new websites appear offering to make it attractive for potential customers to switch to their practice So what s the secret to standing out from the crowd The answer is compelling engaging website content that makes you stand out from every other dental practice out there With *Dental Copywriting Hacks A Complete Blueprint to Marketing and Growing Your Online Dental Practice* you will get help with Understanding your market How to position yourself in the marketplace Action plans Developing a unique selling proposition Creating your homepage team page contact page service pages Keyword research Proven copywriting strategies Demonstrating your expertise And much more Your dental practice deserves to be seen among the crowd and positioned in exactly the right place to attract new customers With *Dental Copywriting Hacks* you can do all that to make sure your business is ready to take the next step to become truly profitable Readers are saying This is a superb guide written on this subject Gena A succinct handy guide that actually has much wider application Zipporah The author clearly understands the dental marketing profession and does an admirable job at helping dental practices to write better website copy and market themselves better online Robert Grayson

Reviewing **Dentistrys Business Secrets Proven Growth Strategies For Your New Or Existing Practice**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**Dentistrys Business Secrets Proven Growth Strategies For Your New Or Existing Practice**," an enthralling opus penned by a highly acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve in to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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