

36 Live online sessions (Fridays) at 9:00 pm IST

ETHICAL SALES

Session 1 : 19th April 2024
Session 2 : 26th April 2024
Session 3 : 3rd May 2024
Session 4 : 17th May 2024
Session 5 : 24th May 2024
Session 6 : 31st May 2024
Session 7 : 7th June 2024
Session 8 : 14th June 2024
Session 9 : 28th June 2024

ETHICAL MARKETING

Session 10 : 5th July 2024
Session 11 : 19th July 2024
Session 12 : 26th July 2024
Session 13 : 2nd August 2024
Session 14 : 9th August 2024
Session 15 : 23rd August 2024
Session 16 : 13th September 2024
Session 17 : 20th September 2024
Session 18 : 27th September 2024

PATIENT EXPERIENCE

Session 19 : 4th October 2024
Session 20 : 11th October 2024
Session 21 : 18th October 2024
Session 22 : 8th November 2024
Session 23 : 22nd November 2024
Session 24 : 29th November 2024
Session 25 : 6th December 2024
Session 26 : 13th December 2024
Session 27 : 20th December 2024

BUSINESS SYSTEM

Session 28 : 17th January 2025
Session 29 : 24th January 2025
Session 30 : 31st January 2025
Session 31 : 14th February 2025
Session 32 : 21st February 2025
Session 33 : 28th February 2025
Session 34 : 14th March 2025
Session 35 : 21st March 2025
Session 36 : 28th March 2025

Topics for online 36 sessions

1

Patient Trust Blueprint: "Ethical Sales and Communication Mastery"

2

Insider's Guide: "9 Must-Ask Questions for Patient Understanding"

3

From Teeth to Tales: "Mastering Dental Storytelling for Lasting Patient Impressions"

4

Unlocking Sales Excellence: "Maximising the F.B.O of Your Product or Service"

5

Closing Mastery: "The Art and Science of Sales Closure Techniques"

6

Objection Overcome: "Mastering the Art of Handling Sales Resistance"

7

The Ultimate Smile Scan: "Mastering the art of Comprehensive Dental Assessments"

8

Dental Roadmap: "Streamlined Diagnosis and Treatment Planning Masterclass"

9

Virtual Dental Care Accelerator: "Mastering the Art of Remote Consultations"

10

Membership Mojo: Mastering Profitable Dental Memberships for Your Practice"

11

"Ethical Marketing : Basic Principles for Dental Practices"

12

"Trust Building Tactics: Ethical Marketing Strategies for Dental Professionals"

13

"Social Smiles: Ethical Marketing on Digital Platforms for Dental Practices"

14

"Measuring Impact: KPIs for Ethical Dental Marketing Success"

15

Follow-Up Fortune: Mastering Customer Relationships for Business Growth"

16

Strategic Marketing: "Unleashing Powerful Tactics for Business Growth"

17

Power Hires: Mastering Team Recruitment, Retention, and Engagement

18

Personnel Power: Managing People and Profiles for Optimal Performance

19

Cash Catalyst: Navigating Cash Flow and Crisis for Financial Success

20

Profitable Smiles: Mastering Product Pricing Strategies in Dentistry"

21

Putting a Price Tag on Your Practice: Mastering Business Valuation in Dentistry"

22

Phone Power: Elevating Dental Team Communication for Exceptional Patient Experiences"

23

Closing the Gaps: The Vital Role of Treatment Coordinators in Dentistry

24

Smiling Steps: Mastering the 10 Stages of the Dental Patient Journey"

25

Creating Impact: Crafting a Content Strategy for Ethical Marketing Success

26

The Finishing Touch: Mastering the End of Treatment Protocol

27

Navigating the Storm: Mastering Difficult Patient Interactions for Dental Professionals

28

Smile and Style: Elevating Patient Connections with Tonality and Body Language Skills

29

Time Optimizer: Maximize Your Productivity with the Personal Priority Calculator for Dentists"

30

Dental Dynamo: Unleashing the 7 Habits of Highly Successful Dentists"

31

Smiling to Success: 10 Tips for Boosting Dental Business Profits"

32

Smile and Sink: The Top 10 Reasons Why Dental Businesses Fail

33

Navigating the Overwhelm: 7 Key Stressors for Successful Dental Business Owners

34

Referral Rocket: Mastering the Art of Generating Patient Referrals from Fellow Dentists"

35

Mastering the Art of Dental Practice Management with DentTrack: Your Blueprint to Success"

36

Measuring What Matters: Unlocking the Power of Key Performance Indicators in Your Dental Business