

COSMETIC & NON-ASSIGNMENT PRACTICES

WHAT DO THEY HAVE IN COMMON?



Are you meeting your clients' heightened expectations? This presentation is particularly recommended for practices that cater to a wants-driven clientele.

What causes your clients to remain loyal? For some doctors the thought of becoming a "fee-for-service" entity is both tempting *and* frightening. In this eye opening presentation, Fernanda outlines practical methods and systems to win over today's demanding, consumer savvy clients and ensure a smooth transition to non-assignment.

FOCUS:

The vital traits and systems of productive cosmetic and fee-for-service practices.

OBJECTIVES

- Discover and consistently exceed your clients' expectations
- Sharpen your competitive edge with your practice image and your team
- Outline the methods for making the transition to non-assignment
- Understanding your client's perspective – what's in it for them?
- Define the special role of the Financial Coordinator
- Learn how to effectively sell treatment *and* be paid for it
- Create a recession- and insurance-resistant practice

~ PATIENTS OR CONSUMERS? ~

FERNANDA OLIVEIRA, DDS



www.DrFernandaOliveira.com
Fernanda@DrFernandaOliveira.com

***BRING SPICE AND ENERGY
TO INVIGORATE
YOUR NEXT MEETING!***

250-744-2635