

IN THE DOCTOR'S CHAIR:

YOUR ROLE IN CLIENT RETENTION



To get the most out of your time with your new client, Fernanda discusses how doctors and CDAs can build rapport and develop positive client relationships that result in increased acceptance of your recommended treatment.

FOCUS:

The doctor's and CDA's role in creating an outstanding experience for the new patient.

OBJECTIVES

- Build rapport from the get-go
- Learn how doctors make a good first impression
- Capitalize on the CDA time that precedes the doctor's exam – a wise investment!
- Learn how to develop treatment plans – from the simplest to the most complex – which are thorough and which connect your findings with the chief “want”

*~ Before you pick up the handpiece,
as you may not get that far... ~*

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TO INVIGORATE
YOUR NEXT MEETING!***

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