



## About Larry

\*Larry is a highly sought after dental practice consultant & international speaker, who offers practical, common sense solutions to improve dental practice productivity.

\*Larry is co-founder of All-Star Dental Academy and a faculty member at the Dawson Academy.

## For Doctors and their Staff

\*Special Tuition pricing if attending all three seminars  
\$250 per Doctor (\$750 total for 3)  
\$150 per Staff (\$450 total for 3)

\*Individual Seminar Tuition  
\$300 per Doctor  
\$200 per Staff Member

6.5 hrs CE Credits  
Registration/Breakfast at 7:45am  
Lecture 8:30am-4pm  
Includes lunch

Location:  
475 Central Avenue  
Davidsonville, MD 21035

LBV Education Presents

Larry Guzzardo's

## Total Practice Success Series

Friday, September 22, 2017

### *Unravel the Mystery of Treatment Acceptance: A Dental Team's Guide*

- Effective new patient phone call strategies
- Verbal skills to present treatment & improve case acceptance
- 3 necessary steps for every new patient experience
- Specific practice numbers to monitor, what they tell you
- How to maintain a stress free schedule & improve productivity

Friday, November 17, 2017

### *Winning Patient Acceptance of Comprehensive Dentistry: Getting to "Yes" with Less Stress*

- Taking the stress out of talking to patients about treatment
- Presenting treatment with the highest of integrity
- Never feel like a salesman when presenting treatment
- Asking better questions to receive better answers
- Practicing effective listening to truly understand a patient's need

Friday, February 9, 2018

### *Patients, Production & Profitability: Doctors & Staff working Together to Market & Grow the Practice from the Inside Out*

- Determine the best method for the entire dental team to work together to attract quality comprehensive dental patients
- The actual impact on the office's bottom line with the cost of write-offs & discounted dentistry
- A simple method to calculate how many working days are necessary each year and still take a vacation
- Determine what the doctor's & dental team's annual production should be, is it enough-enough so the practice can afford raises?

To request online registration information, contact:

LBV Education

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