

# KEY ELEMENTS TO PRACTICE SUCCESS!

Are you *clinically savvy* but **business challenged**?

Can you provide a *complex clinical* service to your patient,  
but worry about **meeting your next payroll**?



This presentation introduces “ten elements for practice success,” and is designed to immediately enhance a practitioner’s knowledge of business concepts while empowering attendees to enjoy increased productivity, less stress, and greater happiness each day. Whether you’re new to practice, enjoying peak productivity, or nearing retirement, you won’t want to miss this informative and entertaining presentation that offers a little something for everyone! Benefit from Dr. Kerr’s experiences, as he shares tips, techniques, formulas, and stories certain to shorten your learning curve to success!

## COURSE OBJECTIVES:

- Identify the key factor that determines whether a patient will return to your practice
- Consider seventeen inexpensive but effective ways to market your practice
- Learn proven steps to hiring the very best
- Recognize that Vision and Leadership go “hand in hand”
- Review operational concepts key to productivity and stress-management
- Discuss innovative ways to train your team and build team relationships
- Understand how to track your numbers and plan for future success
- Discover steps to take to transition your practice to new ownership



**WAYNE KERR, DDS**  
SPEAKER | AUTHOR | CLINICIAN



RECOMMENDED AUDIENCE:  
RECOMMENDED FORMAT:

Dentist, Business Team, Spouse, Student  
3 hours