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# Profit With A Smile: Practice Management Tips To Turn Your Dental Office Into A Business Machine



## Synopsis

Did you know that although most of the US economy has recovered from the Great Recession, dental offices continue to struggle to return to their former level of profitability? Those challenging economic times exposed fundamental inefficiencies in many dental businesses. It boils down to one fact: dentists aren't taught how to be great business managers. They are taught how to be great dentists but most dental schools lack in providing basic business education. Profit with a Smile is a quick, hard-hitting eBook that addresses some of the business management issues that dentists around the country face. Dental professionals receive little to no training on how to manage & grow a business, develop employees, or how to increase the value of their practice. This book is simple and to the point but it can only be effective if its contents are put to use. Managing the business side of dentistry is the biggest hurdle dentists face. Do you want to make more money? Are you serious about your business? What are your weaknesses? This book hones in on 5 areas dentists can focus on today to see results in their business within the next 60 days. Through examples and clear instructions this book provides great tools that are easy to understand and can be immediately implemented into everyday practices. Dentists are very busy. We get it, so this book was written to be digested quickly and infused into the NEW and improved routines of your dental office. This book will teach you how to: Turn your dental practice into a referral-based business Create a patient incentive program Hire, develop and retain the right employees Protect client data Utilize accurate competitive benchmarking Increase your prices while retaining clientele Manage business financials Prepare your business for a successful sale Whether you are a seasoned professional or fresh out of dental school, this eBook is a valuable resource for any dentist striving to maximize their return and create a superior dental practice.

## Book Information

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## **Customer Reviews**

Profit With A Smile, is a quick and easy guide to turning your dental practice into a successful business. The book is divided into five topic areas, each of which are written in a clear and concise manner which everyone can understand. The book is written in a simple conversational tone which makes you feel as if you are getting advice from an old friend, and removes some of the intimidation factor that comes along with the overuse of confusing business jargon. Best of all, the topics can also be applied to other business ventures, as many of the suggestions would work well for a variety of private direct service practices.

Succeeding in Dentistry involves being a great practitioner and often an even better business person. This book address the business matters that a dentist faces in starting, building, growing, and eventually selling their practice. The book is easy to read and filled with real life examples. This is a book that I provide to my Dentist clients. Strongly recommended.

Profit with a smile is an easy read with a great blueprint relatable to any entrepreneur on how to treat your clients right, turn a profit, and retire with an exit plan. Although im not in the density field, ill circle back to this book often to implement these teachings in my own business. -Ryan S.

for someone who is not a dentist, its a great read. Its very easy to follow and good information to see your dental practice prosper. I plan to notify my dentist to get a copy or order them a copy. this is good information for any small business owner.

Profit with a Smile provides a solid blueprint for success for dental professionals. I found the layout very comprehensive and easy to follow. The tips and recommendations necessary and innovative.

I thoroughly enjoyed reading 'Profit with a Smile'. It was well written and provided easy-to-read effective strategies to maximize profit for dental practices. Would definitely recommend to others.

It's a sink or swim push to be great! This book forces you to look at yourself as well as your business practices to see what you can do better to make your business more successful.

This book is an easy weekend read that provides very useful information for both individuals who are not only in the dental profession but entrepreneurs as well!!

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