

THE ART OF CASE ACCEPTANCE

Learn how to explain treatment to patients in a way that is simple, quick, effective and stress-free.

- **Why do some dentists thrive while others struggle?**
- **How is it that some dentists do comprehensive, satisfying and profitable dentistry all day long while others just do patch up work?**
- **What allows some dentists to explain treatment and get acceptance in two minutes while others spend 30 minutes and end up confusing the patient?**



Here are just some of the things you will learn:

- The ideal sequence to present any type of case.
- How to get immediate rapport.
- A rock-solid checklist for explaining treatment to patients.
- How to say things in a way patients understand straight away.
- How to make patients aware of the seriousness of their problems.
- Why longer isn't better when it comes to case presentation.
- Things not to say to a dental patient.
- Why pressuring patients is not just ineffective but also dangerous.
- Precisely how many treatment options to offer a patient.
- How to present expensive treatment without alienating patients.
- How to make complex case discussions stress free.
- 23 case acceptance errors dentists often make and how to avoid them.
- How to present major cases in 2 minutes and get acceptance.
- How and when to transfer risk so you don't get left holding the bag if something fails.
- How and when to present the fee.
- How to avoid painful rejection and confrontation.
- Keeping patients in the practice and not losing them to the dentist down the street.
- Why discounting is harmful and how to avoid it.
- Making case acceptance totally routine and stress free.
- And, much more...

“Nothing changes your professional life like learning how to get case acceptance. It's the ingredient that can put a new spark into your career and lift your practice to its full potential. I've spent decades studying and simplifying case acceptance. Please let me show you the secrets.”

DR MARK HASSED

The
**Relaxed
Dentist**

**TO SEE UPCOMING DATES
AND TO REGISTER PLEASE VISIT:**

therelaxeddentist.com

STRESS FREE, PROFITABLE DENTISTRY

Have you ever had any of these problems?



Come to this one-day seminar and learn the answers:

ONE DAY

SMALL GROUP

INTENSE FOCUS

LIFE CHANGING RESULTS!

- Taking too long with case discussions.
- Sitting in front of a patient and not knowing what to say next.
- Struggling with presenting the fee (especially for large cases).
- Getting bogged down during case presentation.
- Often having patients who say "I'll think about it."
- Stressing out over a case presentation.
- Under-diagnosing because you're afraid of the patient's reaction.
- Losing patients to the dentist down the street.

If so, this seminar is ideal for you.

Testimonials

"Definitely the best CPD I've attended for years."

Dr Jeevan Sivalingam

"I can honestly say it's the best money I've spent on CPD (and I have gone to many, many courses). Easy to follow. Considering the potential in the clinic, best value for money course for sure."

Dr Anita Kouba

"Wish I had done this years ago."

Dr Howard Yean

"I'd heard rave reviews about the course and it exceeded all my expectations. Thank you so very much for my best CPD yet."

Dr Danii Harvey

"Great seminar! Would highly recommend other colleagues to attend."

Dr Kaveri Kariappa

"This course will completely revolutionise how I practice. Every second has been carefully planned and every word weighted. Thank you."

Dr Ruairidh McBride

"My investment was paid back many times on just the first day back at work. My dentists were extremely motivated and I received multiple messages on the success of treatment plan acceptance from my dentists."

Dr Nauv Kashyap

"My practice saw an immediate increase in complex and high-end treatment plan acceptances within the first week after attending your course. The course pays for itself."

Dr Lakh Sangha

Visit: therelaxeddentist.com/testimonials for more testimonials.

Registration begins 8.30am. Seminar begins 9.00am.

To see upcoming dates and to register go to: therelaxeddentist.com

Cancellation policy: More than one month notice - full refund, less \$100 administration fee. More than two weeks notice - 50% refund. Two weeks or less notice - no refund. Registration may be transferred to another attendee at any time.

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