

Achieving a Successful Profitable Practice

This program could be worth
more than **£3million** to your
practice over 10 years

As never seen before a comprehensive, holistic and bespoke program tailored to meet your unique needs and requirements. Drs' Rahul & Bhavna Doshi have 30 years experience in advanced strategies that have been TRIED, TESTED & PROVEN to work. They will personally mentor and coach you to realise your Vision.

This program will allow you and your team to benefit from a unique **SYSTEMISED** approach for Business Success. It has been specifically designed and structured to facilitate the activation of a Growth Strategy that is unique to you. Learn from dentists who have achieved much success themselves and have taught others to do so too!

The Coaching Program will propel you to the next level. It is primarily based upon easy to implement, action orientated strategies that can effectively help you to execute the growth fundamentals. This will help you to achieve ongoing financial growth and increase the innate exit value of your business.

Bespoke Coaching

14 months

Online and "Live"

> 14
Monthly Coaching Meetings

Include

4 hour
Initial Development Strategy of
Strategic Consultation Plan

> 4
LIVE Role Play Verbal Skill Training Sessions

1
LIVE Sales Training Workshop

1
Advanced Verbal Skills for Clinical Examination

1
Advanced Verbal Skills for Case Presentation

3 Modules

Cost-Effective High Return on Investment

Marketing Developing Business Brand
Creating Compelling Messages
Attracting Right Calibre Patients
Copywriting Techniques
Online and offline Advertising that sells
Internal Marketing
External Marketing
Creating a Marketing Plan
Website Development
Website User Journey
SEO Success
PPC Success
Social Media
Online Marketing
Success Analytics

8 Modules

Access to Full Online Transformational Leadership Program

Transformational Leadership Systems
Practice Manager Roles
Leadership Role
Navigating Your Business
Communication
Team Motivation
Inspiring High Performance
Managing Change
Leading in a Crisis
Including Workbooks
Including Action Plans
Supporting LIVE Workshops

Online Sales Course

Transformational Leadership Systems
Psychology of Sales
Case Acceptance Process
Consumer Purchasing Behaviours
Solution Selling Verbal Skills
Communication Skills
Pre Examination Communication
New Patient Consultation Steps
Successful E-Consultations
Post Consultation Follow-up
Clinical Co-Discovery
Examination Process
Communicating Treatment Plans
Clinical Evaluation Steps
Gaining Case Acceptances
Case Presentation Skills
Finance Negotiation
Overcoming Objections
Follow-up Process & Steps
Review Protocols
Increasing Testimonials
Increasing Referrals
Recorded Role Play
Action Plan and Workbook

Access to Private Client Coaching Blogs Access to Business Book Summaries

Systems

Strategy and Vision
Growth Systems
Sales Systems
Marketing Systems
Follow-up Systems
Leadership Systems
Financial Decision-Maker Snapshot Tool
Personal & Business Vision Development
Advanced Integration
Advanced Implementation

Online Access to Recorded Roleplays of Various Treatment Types

Marketing Online Access Module

Implementation Facilitation
Overcoming Obstacles
Turnkey Solutions

Coaching Online Resources

Access to Private Client Coaching Workshops

Sales
Telephone training
Team Roleplays*
Marketing
Systems
Leadership
Financial Models

4

Post-Program Consultations

5 ways BESPOKE DWB COACHING Program will help you:

STRATEGY: You will be able to develop a Personalised Productive Growth Plan. It all starts with correct smart planning.

MENTORING: You will be able to follow through on achieving Your Vision.

TRAINING: You will be able to understand the things you need to do, know why you should do them and how to do them.

IMPLEMENTATION: You will be able to put all your new found productive skills into practice and get help to overcome any challenges.

INTEGRATION: You will be able to integrate this strategy so it becomes just the way you do things.

You will also have access to ONLINE SUPPORT TRAINING of over 100 Videos in 10 Modules, each with specific Action Plan Videos & Workbooks that tell you exactly what to do.

- Create your own Strategic Success Plan
- Develop & Achieve a Personal & Business Vision
- Develop a unique patient journey and experience
- Role-play precise verbals skills that gain case acceptances
- Optimise your teams communication with your patients
- Establish cost-effective marketing strategies
- Become a transformational leader.
- Know the specific growth systems to help increase production
- Increase your Income by doing the dentistry you enjoy

30 years experience

- > 100% of practices we have worked with have achieved over 40% increase in turnover as a minimum. Most double their turnover in 2 years.
- > Converting NHS to private practice
- > Increasing the volume of Private Dentistry and Profits
- > Helping to make Associate Dentists more Productive and Successful
- > Increasing your Case Acceptances for large treatment plans
- > Providing a significant return on cost-effective Marketing Strategies
- > Creating a team motivated to drive the practice growth
- > Increasing EBITDA for a higher Exit Value
- > Creating and growing a group of practices



For more information: www.dentalwealthbuilder.com