

Dental Consultant Master Academy

Action Sheet - Week 38 Quick Start the Practice Analysis Opportunity

The Number 1 accelerator for a dental practice is going to be _____.

Write Down Your System for Consultation with a Client

◇ Explain the process a 6month contract -- this includes the following:

◇ 12 month contracts will include the following:

◇ Each contract will include how many days in-office?

◇ Each contract will include how many follow up calls?

◇ Each contract will include _____ and _____, etc.

Write out your process and in 3 weeks re-examine and write more or rewrite.

Write out who your business alliances will be:

1. _____ Date of 1st meeting _____ Follow up _____

2. _____ Date of 1st meeting _____ Follow up _____

3. _____ Date of 1st meeting _____ Follow up _____

4. _____ Date of 1st meeting _____ Follow up _____

5. _____ Date of 1st meeting _____ Follow up _____

- Be sure to send a thank you either email or card after your 1st meeting.
- Send all of your alliances a gift certificate so you can complete a Practice Analysis
- Have the alliance cc you in their email of introduction to the client when they provide this Practice Analysis gift certificate

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