

# UNIVERSITY SPECIAL!!

## Dental Practice University

This training, membership program, has been created by Debbie Seidel-Bittke, RDH, BS, founder Dental Practice Solutions. Debbie uses her knowledge as a former dental hygiene department program director, clinical skills and twenty years of consulting experience, to create a dynamic, evidence-based approach, to upgrading your current dental practice.

Debbie's expertise is in optimizing the hygiene department and she takes an integrative approach to guide, support and build your entire team. She understands what it takes to have a "team-driven" dental practice so doctor can come to work and focus on clinical dentistry.

Register now and lock in the monthly rate which includes log-in for up to 3 team members and 16 AGD CE Credits ANNUALLY for each member. Registration page is listed below. Introductory special expires June 1, 2019. First month is now: \$9.99. Each additional member is \$20/month.

Each video module has been created so the team understands necessary systems to *drive the success* of your dental practice.

You will refine, refresh and create new systems for your dental practice. Each video module has an implementation guide for your entire team.

The implementation guides are jam-packed with simplified information to use immediately in your daily practice.

### **WHAT DOCTORS CAN EXPECT:**

This training includes a specific step-by-step for doctors to grow their leadership skills and/or upgrade their current leadership style. We will provide worksheets and implementation to refine or discover your practice culture and authentic **WHY** you are doing what you do. You must love what you do.

*"Love what you do, and you will not work a day in your life!"*

The Dental Practice University (DPU) starts with doctor's vision, culture, big audacious goals and your **DEEP why you do what you do**. We know that if you are not sharing your **WHY**, then you most likely have a revolving door of not only patients, but people on your team.

**YOUR WHY** is the secret ingredient to providing your most enjoyable dentistry and working with the people you enjoy for the life of your dental career.

Module access is through a membership site that provides you with your own personal login and password.

Website: [www.dentalpracticesolutions.com](http://www.dentalpracticesolutions.com) Email: [admin@dentalpracticesolutions.com](mailto:admin@dentalpracticesolutions.com)

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All modules consist of videos, with action plans to implement. You will have up-to-date research; You will learn about sharing the mouth-body connection with your patients. We know this is one reason your patients will become your raving fan. It is a main reason patient will choose your office over another and they will continue returning no matter what dental office their insurance co tells them to go to.

You receive the latest dentistry updates. You will discover what to say to your patients, so they understand the importance of a healthy mouth creates a healthy body.

The mouth-body connection is one important skill you need in today's world of dentistry. You will also have the latest research from the American Academy of Periodontology at your fingertips. You will have some tools which include job descriptions for your employees and hiring, best practices.

Since the training is online, it allows the team to go through this program when it is convenient for them. We are constantly adding new information (Videos, research, forms to use in your daily practice, etc., etc.), and as long as you continue your membership you will have access to the new information.

## **What are some of the forms you can expect to have at your fingertips?**

- Create your office standard of care,
- Scripts to use and put into your own words
  - Practice! Practice! Practice what to say to patients! Verbal Skills. Powerful words to use
- Break it down into meaningful words so your patients “want what they need”
  - Practice what to say and have everyone on your team share the same message to patients
  - Patients with a high level of trust are more likely to return to your office indefinitely. o Raving fans trust you and tell everyone about your dental office.
- Forms for strategic team meetings, your team huddle: new strategies to close the holes in your schedule and gaps in meeting production and increasing New Patient #s, etc.
  - Various eBooks, bonus webinars,
  - Treatment planning information to get more patients to “YES”
  - Treating the Gingivitis Patient vs. the Perio Patient vs. the Prophy Patient
  - Case Studies
  - What to say to patients
  - Sequencing treatment
  - How to best bill and use narratives to receive insurance reimbursement
- Videos about how to implement various systems in your practice:
  - Rapport building tips, patient motivators
  - Wellness exams
  - Doctor/Hygiene Exams
  - Perfect Hand-offs o And More!

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## **The program is accountability focused.**

Everyone on the team will now begin to understand what their important role is as a part of your dental team. The program is created to empower every member of your team.

This helps your team members to become a leader in the specific area where they excel. Your patients feel empowered by the transition of your elegant communication style learned throughout the program. Implementation of the information you receive in Dentistry Rocks provides a well-defined system and process to grow your dental practice. It will give you a renewed commitment to providing the highest level of care for your patients. This means that doctor(s) and the team, do not feel like they are working harder but are more productive. We know that doctors, hygienists and team members, will have a renewed feeling of enjoyment for what they do. Dentistry Rocks provides you with a concrete plan for success, growth of your dental practice, harmony within the team, and sustainability for the years you practice dentistry.

The end result will be happy people; patients and team. Happy Patients + Happy Team = Productivity.

## **16 HOURS OF CONTINUING EDUCATION ANNUALLY WITH YOUR MONTHLY MEMBERSHIP**

**Month 1:** \$9.99 Early-bird special until June 1, 2019; Month 2, locked in at: \$79.00/ month indefinitely or until you cancel your membership. (Includes up to 3 Team Members)

*After June 1, 2019, the membership will increase.*

**\*\* Fee for registration includes the following:** Video modules, action plans, access to monitoring key metrics + doctor/consultant call once a month\*, eBook, specific types of forms (Job descriptions, various candidate interview information, etc., etc., eBooks and much more!

**Level 1:** Please note that \$9.99/month is for Two Weeks (includes 3 team members).

*After first two weeks, \$79.00/month. (Valid when you register before to June 1, 2019)*

**\*\* After your two weeks, the \$79.00/month, introductory membership will never change. \*\***

\$20.00 for each additional member, each month. Additional members will also receive log-in credentials with 16 AGD CE Credits Annually.

**Level 2:** Please note \$997.00/month (includes 3 team members).

\$20.00 for each additional member, each month. Additional members will also receive log-in credentials with 16 AGD CE Credits Annually.

*If you want a higher level of support and implementation Level 2 is for you.*

**Level 2:** This higher level of support is accountability focused with your team. This level includes key-performance indicators (KPI) of each clinician using Dental Intel, daily check-in

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information to meet your practice goals, monthly 1-hour follow-up call with doctor to review your progress and create a success plan for the next month, quarter and year.

You will receive online simple, easy-to-read, accessible data, to use in your daily practice.

(Valid when you register before to June 1, 2019).

## **Why is this membership/ training right for you?**

- Video Trainings and Implementation Guides
- Team Accountability
- Guarantee Buy-in from Your Team
- Scripts for Elegant Patient Communication Tools so You Can Practice! Practice! Practice!
- Forms to Use in Your Daily Practice
- Job Descriptions for Your Team
- Time Management Tools for Your Team
- And Much More!

*It would cost you thousands of dollars to have this type of training for your entire team!*

- Do you have questions about upgrading your hygiene department and/or your entire team?
- Do you need or want to optimize your systems and processes?
- Do you want to stop working so hard?

We have answers!

### **Please reach out to our office to learn more:**

Email: [admin@dentalpracticesolutions.com](mailto:admin@dentalpracticesolutions.com) or Call Now: 949-351-8741

- **Please see Payment Information along with terms and conditions on the following pages.**
- **Please see pages 5-7 and return with registration information.**
- **We must receive this information before you are entered into the program.**

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## Payment Information

Your Office Name:

Owner/Doctors Name:

Name on CC:

Billing Address:

(billing address for CC if different than above address)

City: State: Zip Code:

Credit Card (Please Circle): VISA MASTERCARD

Credit Card #: Expiration Date: CVS: (Back of CC)

**Level 1:** \$9.99 then \$79.00/month \*(Never expires when you register before June 1, 2019). \*

Each additional member: \$20.00/month. (All members receive 16 CE AGD Credits Annually)

**Level 2:** Additional \$997.00/month (up to 3 team members).

Each additional member: \$20.00/month. (All members receive 16 CE AGD Credits Annually)

**I agree to pay (Please check one of the following boxes below):**

**Level 1:**  \$9.99 Month up to 3 Team Members then \$79.00/month.

\*\* (locked in and will not increase. Expires June 1, 2019) \*\*

- Includes Video Modules, Membership Program, 16 AGD CE for all Registered Members.

**Total Charged Today:** \$9.99  \$9.99 Month 1.

*Add in \$20 for Additional Member.*

Check Here if over 3 Team Members: \_\_\_\_\_ (Write in the number over 3 participating here)

**Total Charged Today:** \$ \_\_\_\_\_

OR

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**Level 2:** □ \$997 up to 3 Team Members **\*\* (locked in and will not increase. SPECIAL Expires June 1, 2019) \*\***

- Includes Video Modules, Membership Program, 16 AGD CE Credits for all Registered Members, + Dental Intel- KPI's, Monthly Coaching Call-Follow-up w/ doctor re: monthly goals and action plan for next steps.

**Total Charged Today:** \$ \_\_\_\_\_

*Add in \$20 for Additional Member.*

Check Here if over 3 Team Members: \_\_\_\_\_ (Write in the number over 3 participating here)

**Total Charged Today:** \$ \_\_\_\_\_

Signature:

Print Your Name:

*Payment info continued on next page.*

Date:

*Please return this page and the following pages upon registering*

## MEMBER NAMES

When registering for Dental Practice University, please provide the following information.

**Please complete this form, then email or fax to our private fax #.**

*(Please see footer for our contact information when you have completed pages 5-7)*

Doctors Name:

Office Address:

City:

State: Country:

Zip Code:

Best Contact Phone # (area code):

Your Website:

**Please list the team member name and email address. This allows us to send your log-in information.**

1. Name/Email:
2. Name/Email:
3. Name/Email:

Circle Primary Contact Person Listed Above.

**Please add additional members on another page and fax or email to our office with pages 5-7.**

**\*\*Please Read the Following Payment Information, Terms and Conditions and Return Pages 5-7.\*\***

## TERMS AND CONDITIONS

This is an offer to enter into a monthly agreement with Dental Practice Solutions, LLC, (the "Company") for your participation in the program known as Dental Practice University (DPU) Online Training Program. You agree that you are entering into a legally binding contract with the Company. By signing below, you agree that your participation in the Program will be governed by the following terms and conditions:

**Confidentiality.** The Company respects your privacy, and we must insist that you also respect our privacy, as well as that of your fellow participants. In the course of your participation in the Program, confidential and proprietary information, plans, ideas, and trade secrets will be revealed by Company and participants. You agree that you will not disclose or share such information to any such person or entity outside of the discussions and information provided at Program sessions. This proprietary and confidential information is not to be revealed or shared by anyone else who is assigned a log-in to DPU training/membership site. You and all names listed in this information are required to register. You and all the team members (your employees) may not share any log-in information, passwords, or copyright information provided in the DPU online membership.

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You agree that you will not use any confidential or proprietary materials acquired by you through the Program for any purposes whatsoever outside of your dental office, whether commercial, educational, for sale, sharing with other colleagues, dental professionals, or otherwise. By signing below, you acknowledge that all confidential material and information revealed to you and your employees who are registered for DPU, remains the sole property of the Company or the participant who received this information.

**Financial Responsibility.** We have made every effort to accurately represent the Program and its potential. Every individual's success depends on many factors, including his or her background, dedication, desire, motivation, implementation and the nature of the business in which he or she is engaged.

By signing below, you represent to the Company, that any decision or actions you take in response to advice or information acquired in the Program, and their consequences, are your sole responsibility. Payments. You acknowledge that you have entered into a Virtual Coaching/Online Membership Program (DPU) and payment must be made monthly beginning upon registration of the course. If your agreed payment is not made monthly, the Company will suspend your participation in the Program until your payment is made again. Any introductory offers will no longer be in affect once you miss a payment. By signing below, you acknowledge that you are making a commitment to pay the monthly amount to the Company in exchange for the privilege of participating in the DPU. There are no refunds after your registration is accepted. This program is intended for dental professionals who are dedicated to growing a productive and profitable dental practice and those individuals who would like to receive training with continuing education credits.

**Termination.** The Company is committed to providing all Program participants with a positive and productive experience. The program is month-by-month. You are charged monthly. If your payment is not made every thirty days, your membership will be terminated. By signing below, you agree that the Company, at its sole discretion, may limit, suspend, or terminate your right to participate in the Program without refund of payment if you become disruptive or difficult to work with, fail to follow program guidelines, or if your behavior impairs the ability of instructors or fellow participants to participate in the Program.

If you fail to make a payment your membership will be terminated. Governing Law. This agreement shall be construed in accordance with and governed by the laws of the State of Oregon and any action brought under this contract will be filed in the County of Clackamas.

By entering into this contract, both parties agree to submit to the jurisdiction of the State of Oregon with regard to any action which arises out of the contract. Registration is verification that you will comply with the terms of this agreement.

**PLEASE INITIAL THAT YOU HAVE READ THE TERMS AND CONDITIONS: \_\_\_\_\_**

**Please fax or email signed contract with registration form, payment information with your signed terms and conditions agreement.**

**\*\*Please allow 24 hours to add you and your team to the membership site: DPU. \*\***

We will email your log-in credentials to every name and email listed. *Please return pages 5-7 when registering.*

Thank you!

To your success,

Debbie Seidel-Bittke, RDH, BS  
Founder: Dental Practice Solutions