

THE PARAGON BUSINESS ACADEMIES™

BUSINESS ACADEMY 1.0

PROVEN SYSTEMS FOR DENTAL OFFICE PROFITABILITY

APRIL 26 - 27, 2018

BALTIMORE, MARYLAND

BALTIMORE MARRIOTT WATERFRONT HOTEL

700 ALICEANNA STREET | BALTIMORE, MD 21202 | 410.385.3000

ROOM RESERVATIONS CAN BE MADE BY CALLING **877.212.5752**. BE SURE TO MENTION PARAGON MANAGEMENT WHEN CALLING. ACCOMMODATIONS AND RATES OF **\$194/** NIGHT ARE AVAILABLE ON A FIRST-COME, FIRST-SERVED BASIS UPON AVAILABILITY UNTIL **FRIDAY, MARCH 23, 2018**.

THIS PROGRAM IS SPECIFICALLY DESIGNED TO LAY THE FOUNDATION FOR AN EFFICIENT AND PRODUCTIVE DENTAL OFFICE TEAM. ATTENDEES WILL WALK AWAY WITH SOME GREAT TIPS AND TECHNIQUES FOR GOAL SCHEDULING, MAXIMIZING STAFF DELEGATION, COMMUNICATION BETWEEN THE FRONT AND BACK, FINANCIAL POLICIES AND VERBAL SKILLS TO GET YOUR PATIENTS EXCITED TO WORK WITH YOU.

THURSDAY

- 9- 10:30** THE LANGUAGE AND METRICS OF GOAL SETTING
- 10:45- 12** OBJECTIVELY DEVELOPING DOCTOR AND HYGIENE GOALS
- 12- 1:30** LUNCH (ON YOUR OWN)
- 1:30- 3** PPO'S AND PROFITABILITY
- 3:15- 5** DESIGNING YOUR SCHEDULE TO ACHIEVE YOUR GOAL

FRIDAY

- 7- 8:30** STRONG GOALS DEMAND STRONG PHILOSOPHY
- 8:45-10:15** COLLECTIONS- EVERYONE HAS MONEY FOR WHAT THEY WANT
- 10:30- 12** HUDDLE ENERGY AND CASE PRESENTATION