

THE PARAGON BUSINESS ACADEMIES™

# BUSINESS ACADEMY 1.0

PROVEN SYSTEMS FOR DENTAL OFFICE PROFITABILITY

AUGUST 9 - 10, 2018  
COLUMBUS, OHIO

## THE GREATER COLUMBUS CONVENTION CENTER

400 NORTH HIGH STREET | COLUMBUS, OH 43215 | 614.827.2500

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

BE SURE TO MENTION PARAGON MANAGEMENT WHEN CALLING. ROOM RESERVATIONS CAN BE MADE BY CALLING **EITHER NUMBER BELOW**. ROOM ACCOMMODATIONS AND NIGHTLY **RATES** ARE AVAILABLE ON A FIRST-COME, FIRST-SERVED BASIS BASED UPON AVAILABILITY UP UNTIL **THE POSTED DEADLINE**.

#### HAMPTON INN

501 N. HIGH ST. | COLUMBUS, OH 43215

**614.559.2000 | JULY 9, 2018**

**\$149/ NIGHT**

#### HYATT REGENCY

350 N HIGH ST. | COLUMBUS, OH 43215

**614.463.1234 | JULY 18, 2018**

**\$169/ NIGHT**