

THE PARAGON BUSINESS ACADEMIES™

BUSINESS ACADEMY 1.0

PROVEN SYSTEMS FOR DENTAL OFFICE PROFITABILITY

MARCH 8 - 9, 2018
ORLANDO, FLORIDA

WYNDHAM GRAND

ORLANDO RESORT BONNET CREEK

14651 CHELONIA PARKWAY | ORLANDO, FL 32821 | 407.390.2300

ROOM RESERVATIONS CAN BE MADE BY CALLING **800.996.3426**. BE SURE TO MENTION PARAGON MANAGEMENT WHEN CALLING. ACCOMMODATIONS AND RATES OF **\$209/** NIGHT ARE AVAILABLE ON A FIRST-COME, FIRST-SERVED BASIS UNTIL **MONDAY, FEBRUARY 5, 2018**. WE HAVE BEEN INFORMED ROOMS AT THE RESORT ARE GOING FAST. IF YOU ARE THINKING ABOUT ATTENDING MAKE YOUR RESERVATIONS TODAY TO SECURE YOUR ROOM(S). THE RESORT RATE OF \$25/ DAY HAS BEEN WAIVED FOR ANY GUESTS BOOKING UNDER THE PARAGON BLOCK.

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