

CASE PRESENTATION THAT MAKES YOUR PATIENTS SAY "YES"

COURSE DESCRIPTION

This course was developed with best practices from the top dental teams across the country for case presentation. The course is designed for the entire GP office that faces clinical obstacles with case acceptance. We will discuss a system from the time the patient sits in the chair till the dentist hands the patient off to the front office. We then discuss the verbiage it takes within the system from the start of the appointment.

COURSE OBJECTIVES

- Learn what it takes to have everyone in the office on the same page
- Become sufficient in communication
- Tips and Tricks on generating interest via pictures with the intraoral camera
- Learn who should be saying what and during what time of the appointment
- Learn exactly what to say by role playing and scripting
- Understand motivational interviewing

ELIJAH DESMOND, RDH, BS

Elijah Desmond began his career at age 15 as a motivational speaker to kids of all ages. He went on to graduate from The Ohio State University as a "Guygienist" and moved to Honolulu, Hawaii where he started his first of five dental businesses. Elijah has learned a great deal from his experiences after practicing with and coaching over 300 dental teams nationwide.

In addition to being a highly sought after consultant with Back To The Basics, he speaks in 4-6 cities per month. Elijah has worked with several premier dental companies and has spoke over 100 times for Straumann and invisalign®. Elijah still manages to find time to speak independently throughout the country and is known for having fun-filled, engaging lectures. He provides his audience with tools they can take back to the office and implement right away. He is adamant that a fun atmosphere is essential to learning!



BOOK ELIJAH TODAY!

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