

DENTAL SLEEP



PATIENT GROWTH COURSE



What You'll Learn:

- ✓ Growth Strategy
- ✓ Communication & Influence
- ✓ Screening Protocols
- ✓ Case Acceptance
- ✓ Physician Referrals



April 14-15th, 2023



Dallas, TX



Anjoo Ely, DDS
Speaker



Guest Speakers
Growth Experts

REGISTER NOW



More Info
NiermanPM.com/Schedule

Contact Us
(800)879-6468



DENTAL SLEEP PATIENT GROWTH COURSE

Gain blueprints to the screening, marketing, and referral strategies used by the top dental sleep medicine practices for sustained new patient growth. Learn powerful communication techniques that get patients to say YES.

AGENDA*

DAY 1

BREAKFAST & REGISTRATION: 7:30AM CENTRAL
COURSE: 8:00AM-5:00PM CENTRAL

- WELCOME AND INTRODUCTION
- FINDING YOUR WHY & EMBRACING SALES IN DSM
- THE COMMON CHALLENGES THAT HINDER GROWTH
- DEVELOPING A 3- PRONGED GROWTH STRATEGY
- CREATING YOUR FOOLPROOF SCREENING PROTOCOL
- PROVEN STRATEGIES FOR PHYSICIAN REFERRALS
- TEAM MEMBER ROLES FOR DSM GROWTH
- HOW PUBLIC SEMINARS GENERATE 10 PATIENTS/MO

DAY 2

BREAKFAST & REGISTRATION: 7:30AM CENTRAL
COURSE: 8:00AM-5:00PM CENTRAL

- MARKETING THAT GETS QUALIFIED PATIENTS IN
- LEVERAGING TECHNOLOGY FOR CASE ACCEPTANCE
- COMMUNICATION, NEGOTIATION, & INFLUENCE
- SCRIPTS FOR CASE ACCEPTANCE (ROLE-PLAY)
- CASE STUDIES OF SUCCESSFUL DSM PRACTICES
- DEVELOPING YOUR GROWTH STRATEGY (PART 2)
- IMPLEMENTATION & ACTION LIST
- Q&A

*AGENDA SUBJECT TO CHANGE



PRICING

DENTIST - **\$1295**
TEAM MEMBER - **\$995**
DENTIST+3 TEAM - **\$3495**

LOCATION DETAILS

TBD (Call for updates)
Dallas, TX



16 CE

REGISTER NOW



PACE
ACADEMY
GENERAL DENTISTRY
PROGRAM APPROVAL
FOR CONTINUING
EDUCATION

SCOPE Institute
Nationally Approved PACE Program
Provider for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
8/1/2021 to 7/31/2025.
Provider ID# 302703



More Info
NiermanPM.com/Schedule

Contact Us
(800)879-6468

