

## **Pilot Plan Course Descriptions**

### ***Course 1.b Practice Planning***

This course will prepare you to generate and integrate strategic and operating plans for your dental practice, and it will help frame the agenda for both near-term and long-term practice planning, investment, development, management transition, etc. Practice plans are critical in everything from financial security to staff leadership.

#### **General Coverage and Benefits**

- Prepare the practice for growth, performance and change
- Build a sensible strategic and operating plan approach
- Get people, resources, capital and profitability aligned
- Set near-term and long-term plans for practice transition
- Focus the practice staff on business goals and success
- Develop an outline for implementation of practice plans
- Review decision making tools that guide practice planning

#### **Schedule**

Wednesday January 17, 2007.....	1:00 PM to 5:00 PM
Friday January 19, 2007.....	9:00 AM to 1:00 PM
Thursday February 15, 2007.....	1:30 PM to 5:30 PM

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### ***Course 5.e Technology Frontiers***

Through a technology planning review, we will explore emerging technological patterns in dental practice today. Various capital investment, process and system management options will be addressed without manufacturer or technology source bias. This is a straight forward, practical review of the issues in tech planning.

#### **General Coverage and Benefits**

- Match technology, capacity and productivity plans
- Explore technology avenues for quality and productivity
- Build a responsive, economically sound technology plan
- Get basic staff and process management issues in sync
- Review of capital plan, control and replacement issues
- Focus on near-term and long-term technology plans
- Match capital investment in technology with cash flow



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### **Schedule**

Thursday January 18, 2007.....	1:00 PM to 5:00 PM
Friday January 26, 2007.....	9:00 AM to 1:00 PM
Thursday February 8, 2007.....	9:00 AM to 1:00 PM

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### **Course 3.g Transition Challenges**

This course will prepare you to address the concerns that lie along the pathway of successful practice transition management. Attendees will explore key personal, professional and business concerns. Perspectives on practice transition will be provided, including specific planning, decision making and problem solving ideas.

#### **General Coverage and Benefits**

- Review of the major dental practice transition planning issues
- Prepare for the four stages of practice transition planning
- Enhance near-term and long-term dental practice valuation
- Set personal and business markers for successful transition
- Suggestions for leading and managing the transition of practice
- Thoughts on financial security and assurance; peace of mind
- Understand the real investment value of smooth transition

### **Schedule**

Wednesday January 24, 2007.....	1:00 PM to 5:00 PM
Friday January 26, 2007.....	9:00 AM to 1:00 PM
Wednesday February 7, 2007.....	1:30 PM to 5:30 PM
Friday February 16, 2007.....	9:00 AM to 1:00 PM

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### **Course 2.a Service Line Focus**

Explore the business and patient care benefits of implementing a service line focus on your practice. This course will provide a broad range of dental service line information, from defining and choosing service lines to building strategies that actively addresses patient care needs more effectively. Every practice today should address a service line focus, as part of their overall practice management plan.

#### **General Coverage and Benefits**

- Evaluate service line, code and patient service mix issues
- Prepare options for a practice-specific service line strategy
- Explore service line scope, quality, patient and process issues



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- Learn how to use service lines to engage the practice staff
- Learn how to engage patient behavior in their own home care
- Explore service line management and business issues
- Consider emerging and adjacent dental therapy options

### **Schedule**

Thursday January 25, 2007..... 1:00 PM to 5:00 PM  
Friday February 9, 2007.....9:00AM to 1:00 PM

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### **Course 4.e Leadership Assets**

Practices focused on the advancement of both patient care and business goals require effective leadership. In this course you will develop an understanding of the connection between effective leadership and practice performance through improved efficiency and communication in your daily processes and routine.

#### **General Coverage and Benefits**

- Redefine leadership for contemporary dental practice
- Compare leadership and management disciplines and ideas
- Prepare a more connected, focused and collaborative staff
- Understand the common leadership barriers and breakdowns
- Enhance communication and coordination in the practice
- Manage patient relationships with leadership at every level
- Understand the economic implications of leadership

### **Schedule**

Wednesday January 31, 2007.....1:00 PM to 5:00 PM  
Thursday February 8, 2007..... 1:30 PM to 5:30 PM  
Thursday February 15, 2007..... 9:00 AM to 1:00 PM

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