

TREATMENT COORDINATOR BOOTCAMP

Would you like to learn the Treatment Coordinating Secrets that will transform your practice?

If you want to increase your case acceptance, this program will help you become more persuasive rather than simply informative. Stop rambling and start winning! This session will help you get people saying: "Yes, how soon can we start?"

Which statements apply to your practice?

- Too few patients commit to treatment at their initial consultation.
- Too many patients are shopping around for two and three opinions.
- People don't seem to understand our financial information and options.
- We always hear "Let me think about it." or "I need to discuss it with my..."
- Following up with patients does not happen or generate enough results.
- We want to learn how to increase our case acceptance rate.

What You Will Learn

- How patients make the decision to proceed, and how to adjust your approach accordingly.
- Mastering the skill of asking powerful questions to understand what your patients want.
- The value of listening with the intent to understand.
- How to deal with objections... in advance of them being presented.
- Demonstrate the value of treatment, removing price as a potential objection.
- The benefit a "process" provides to the patient, the TC, and the team as a whole.
- Respond to tough questions with credibility and confidence.
- The investment presentation.
- How to ask for the sale.
- How to track your metrix and conversion rate.

*For further information on the Treatment Coordinator program
contact us at **info@strategix-ltd.com** or **403.703.9250**.*