

CONFIDENCE IN PATIENT COMMUNICATION AND SALES

with *Adam Jaffa*
Managing Partner at *Gentle Dental Care*

Learn how to engage
patients with confidence
and grow your practice



TOPICS COVERED

- Why developing a deeper understanding of what your patients want and need will lead to win-win sales
- How to create dynamic, empathic relationships with patients
- Essentials of an effective team based sales process
- Ethical principles of presenting treatment effectively
- How to discuss money, value and payment professionally
- Top tips for closing complex treatment plans including implants

Suitable for all of the dental team
CPD Certificate Provided
Lunch and Refreshments
£130 per person

Saturday
07 Jan 2023
9:30am - 5pm

TO BOOK CONTACT ADAM
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