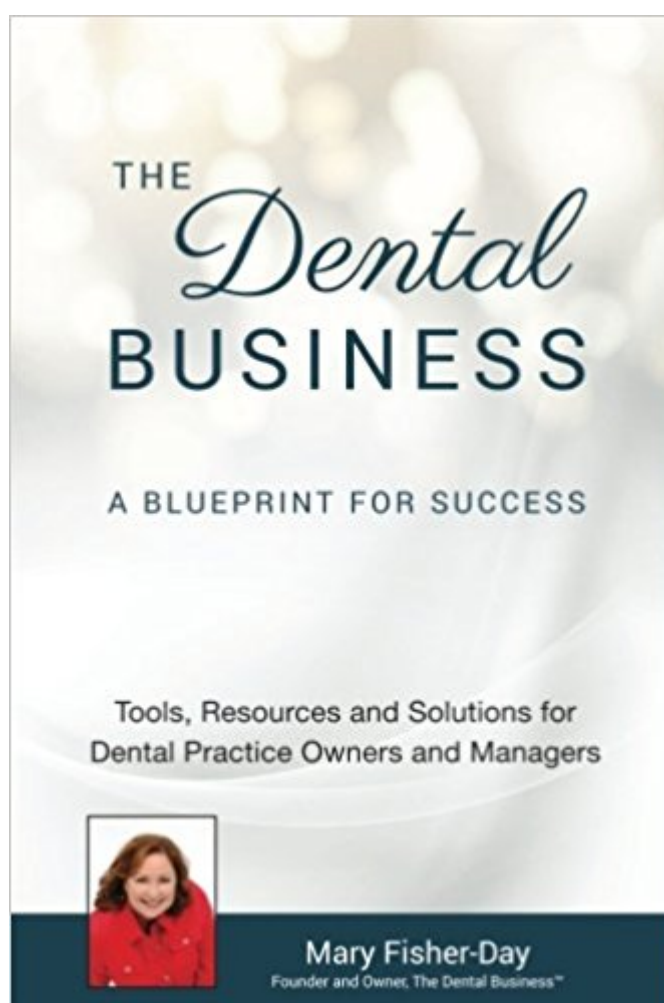


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# The Dental Business: A Blueprint For Success: Tools, Resources And Solutions For Dental Practice Owners And Managers



## Synopsis

Whether you are thinking of Starting or Purchasing a Dental Practice, a current Dental Practice Owner or a practice Manager, This book provides you with the Tools, Resources, and Solutions necessary for a Successful Dental Business.Â The Dental Business: A Blueprint for SuccessÂ will show you how to build your team and a successful dental practice. Included are tools for every stage of your practice and career alike. By implementing the systems provided in this book, you will achieve results that normally take years, in a very short period of time. For more information about our Coaching and Consulting services, please email us at [clientcare@TheDentalBusiness.com](mailto:clientcare@TheDentalBusiness.com). You can also learn about us at [TheDentalBusiness.com](http://TheDentalBusiness.com). "You really can have the successful practice you desire; enjoy going to work each day, have a patient base that happily refers to you and,Â enjoy worry-free time away from the office." - Mary Fisher-Day "Hiring Mary as my Dental Consultant was the best thing I ever did for my Practice. She helped me reach 5 and 10-year goals in less than two years. Her ability to evaluate my Practice, find the problem areas and address those areas with results, in a very short period, amazed me. I have a life outside the office and the financial freedom I hoped to have ten years from now." -Dr. James Richardson Before hiring Mary, we had no idea where our overhead stood. We knew something was out of whack but didn't know where to begin to find the problem. Mary evaluated our overhead, pointed out areas that were in line and areas that needed work. With her help, we now have systems in place to monitor our overhead and have the knowledge and tools to keep it in line. Also, we have fine-tuned our business office and have collections consistently at 98% or above. Our recall percentage is well above the norm, and our Hygiene department is more efficient and productive than we ever thought it could be. It is nice to have a competent, dependable Consultant who listens and will tailor Management for the individual needs of the practice." -Doctors Doug and Cathy Smith

## Book Information

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## Customer Reviews

"There is not a school in the country that shouldn't make this mandatory reading! Your book is truly a must, step by step, doesn't leave anything out or up to the imagination, informative and important guide!" Betty Orr DDS "I highly recommend this book to every New Dental Business owner as well as Dentists who have been in practice for a while and may be out of touch with new standards." Tiffany Deaton, DMD "Mary Fisher- Day helps you see that owning a dental practice is not only achievable, it can be prosperous, fun and gratifying! "Anne Duffy, Editor at Dental Entrepreneur Magazine and DeWlife Magazine."

Mary's career in dentistry has spanned more than three decades. Before beginning her Consulting career, she worked as a chair-side Assistant, Scheduling and Financial Coordinator, and Office Manager. She has authored articles, blogs, and columns for dental publications such as Dentistry IQ, Dental Entrepreneur, and The Profitable Dentist. Mary has featured Podcasts by All-Star Dental Academy, Livvie Matthews, Blog Talk Radio and Patient Attraction. Early in her career, she often moved and although it was difficult at the time, it did have one benefit; Mary witnessed the effects of Management Style on Practice Culture, Employee Loyalty, Patient Satisfaction and ultimately Practice Success. Realizing a desire to expand her career, yet remain in the dental industry, Mary returned to college to study Business Management. Armed with 17 years of experience and knowledge of the inner workings of a dental practice, she was ready to begin the next phase of her career. She began Consulting with a large Dental Practice Management and Transition company and worked as a Practice Management Consultant with the firm until they turned their focus to Practice Transitions. Mary founded The Dental Business, in 2002. She and her team, of experienced dental professionals, provide Coaching services for Dental Teams and see quick results by Providing Custom Solutions and Management Systems based on the needs of the practice. Their ultimate goal and is to see Dental Teams enjoy going to work each day, have a patient base that happily refers others, enjoys worry-free time away from the office and the prosperous practice they dream of.

Book not worth ~\$30.... advice in the book is pretty basic and subjects are very short, like one paragraph short per topic. More information could be obtained on DentalTown honestly.. 2 stars

only because I can refer back to the book as a quick reference if need be. not recommended for well researched dentists. Could possibly be useful to dental students who lack knowledge on this subject.

Full of great information and an easy read! Every dental office needs a copy of this great book!!

Great book. A must for owners of a dental practice!

Excellent book.

Having been in the dental profession for over 30 Years, Mary Fisher-Day has walked the walk and knows what it takes to build a solid successful dental practice that you actually enjoy going to work in each day! In her book, Mary not only gives you specific tools, resources, and solutions, she also gives you step by step "how-to's" along with specific detailed examples from A to Z. It doesn't get any more focused than this. Whether you are a new dentist/dental practice in the start-up phase, an established dentist/practice looking to boost your productivity, a dental practice manager, or dental employee! If you want to grow your practice, this book is a must read!

Mary Fisher-Day covers all the bases in this very informative, eye-opening and truthful look at what it takes to own and/or manage a dental practice. From buying (or buying into) your first practice, understanding insurance participation, marketing, risk management, leading your team and much more, she lays out strategies for success that are obviously learned and perfected from a long career in the dental industry. I found this book very engaging. Mary writes in an easy-to-read combination of plain talk and technical jargon that comes across very down to earth. You figure out very quickly that she doesn't just "know dentistry" .. she has "lived dentistry." I highly recommend this for any new dentist just starting out as well as the seasoned professional who needs a fresh perspective and new ideas to take their practice to the next level.

This book is well written and informative concerning all of the ins and outs of how to run a successful dental business. Included are basics from setting up a business, proper forms and licenses needed, scheduling, staffing needs, how to pay staff bonuses and so much more! Whether you are new to the dental business or just need a jump start, this book will guide you for understanding the best practices for a successful business. I highly recommend this book!

Easy to follow and necessary for the entire dental team! A must have for success in your dental practice, whether you own the practice or work there. Having precise formulas to create a productive team will give you clarity, security and a worry-free environment. I recommend this book highly!!!

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