HOW TO GROW A GREAT BUSINESS: THE ESSENTIALS
Held in conjunction with The Practice Entrepreneur Network
16 March – Perth
6 April – Adelaide
27 July – Melbourne
3 August – Sydney
12 October – Brisbane
You will master four key areas:
• Production: Achieving targets, budgets and managing by numbers
• Patients: How to attract and retain your patients and offer them treatment that meets their needs
• Processes: Implementation of tried and tested systems and processes to run your practice effortlessly
• People: How to hire, train and retain the perfect team.
PeN has developed unique software that supplements and supports each area of your business as outlined above. Learn how these systems will streamline your business and ensure it is exceptional for years to come.

HOW TO CREATE GREAT PRACTICE MARKETING
Held in conjunction with The Practice Entrepreneur Network
16 February – Adelaide
30 March – Brisbane
7 September – Sydney
14 September – Melbourne
A focus on marketing is essential for practice growth in 2019! Attract and retain your ideal patient base, learn the essentials of digital and website marketing and build your marketing strategy. Learn all about the new marketing technology available to dental practices in Australia and understand why the focus now needs to be on leads and not just appointments.

HOW TO BE A GREAT DENTIST:
PATIENT COMMUNICATION AND CASE PRESENTATION
9 March & 17 August – Sydney
31 August – Melbourne
Increase your production by mastering case presentations without selling, strengthen patient relationships using neuroscience, and improve dentist-patient etiquette. Build relationships with your patients and create loyalty towards your practice.
• Communication mastery beyond scripted verbal skills
• Ethical management of patients expectations, needs and wants
• Planning and preparation for case presentation
• How to present financial options to your patients without scaring them away

HOW TO BE A GREAT HYGIENIST/ ORAL HEALTH THERAPIST
26 July – Melbourne
2 August – Sydney
11 October – Brisbane
Discover how to transform your hygiene/therapy department into the heart of your practice. Learn to delight patients and your dentists by providing exceptional oral health care.
• Build trust and lasting relationships with your patient base
• Enhance communication and education skills and motivate your patients to accept treatment recommendations
• Run the hygiene/therapy department like a business within a business
• Optimise your recall system
• Develop clinical protocols that streamline your services
• Support the dentists in your practice to provide comprehensive care

HOW TO BE A GREAT CHAIR SIDE ASSISTANT
15 May – Sydney
26 June – Melbourne
Apply the fundamentals of four-handed dentistry and anticipate your dentist’s every need. Set up each day for success with a well-run morning meeting and support your dentist with engaging patient communication.
• Be more than just a person who does suction
• Run efficient sterilisation procedures
• Build the practice’s reputation for truly caring

1300 519 000
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WIN WIN WIN
HOW TO BE A GREAT PRACTICE MANAGER
5 & 6 March – Melbourne
19 & 20 March – Sydney
You are the key person of influence at the practice. Gain tools to build and sustain business success. Learn clear and practical solutions for immediate implementation in your practice.

• Manage finances, budgets and KPI’s
• Effectively manage and motivate staff
• Handle conflict
• Efficiently manage schedules and workloads
• Implement marketing campaigns
• Lead and develop a strong team

PATIENT COMMUNICATION TEAM TRAINING
17 May – Melbourne
14 June – Sydney
Learning how to communicate with your patients and your team for exceptional results. Communication is the key to success. Dental teams who can communicate are better liked and better attended. Learn how to move from a good communicator to a great one in this intensive 1 day course.

• What is communication and how do we communicate with our patients?
• Building instant rapport with NLP
• Knowing how to communicate by determining a patient's DISC behavioural type
• Educating and encouraging our patients to see value in dental treatment
• How to communicate better through our marketing
• Using emotional intelligence in the workplace and communication with your patients

REGISTER ONLINE FOR SHORT COURSES AT:
or contact us on 1300 519 000
You will have the option to pay via credit card or a direct funds transfer. Please note credit card fees apply. Once payment has been completed you will be emailed the event confirmation and details.

2019 ONLINE COURSES
Join us for Momentum’s essential Short Courses, presented to you in a flexible, accessible, pre-recorded online format. The available online courses are:

• Practice manager
• Case presentation
• Chair side assistant
• Front office coordinator
• Marketing

SIMPLE TO USE:
All you need is a computer or tablet with internet access and speakers

30 DAYS ACCESS TO YOUR COURSE:
Allowing your whole team to learn everything they need

AVAILABLE FOR USE AT ANY TIME:
Days, nights, weekends, or over a few days. The choice is yours!

EARN CPD POINTS:
From the comfort of your own home or practice

IN PERSON COURSES
1 Day: $850+GST per person
2 Day: $1700+GST per person

ONLINE COURSES
$850+GST per practice

For more information please visit our website at
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