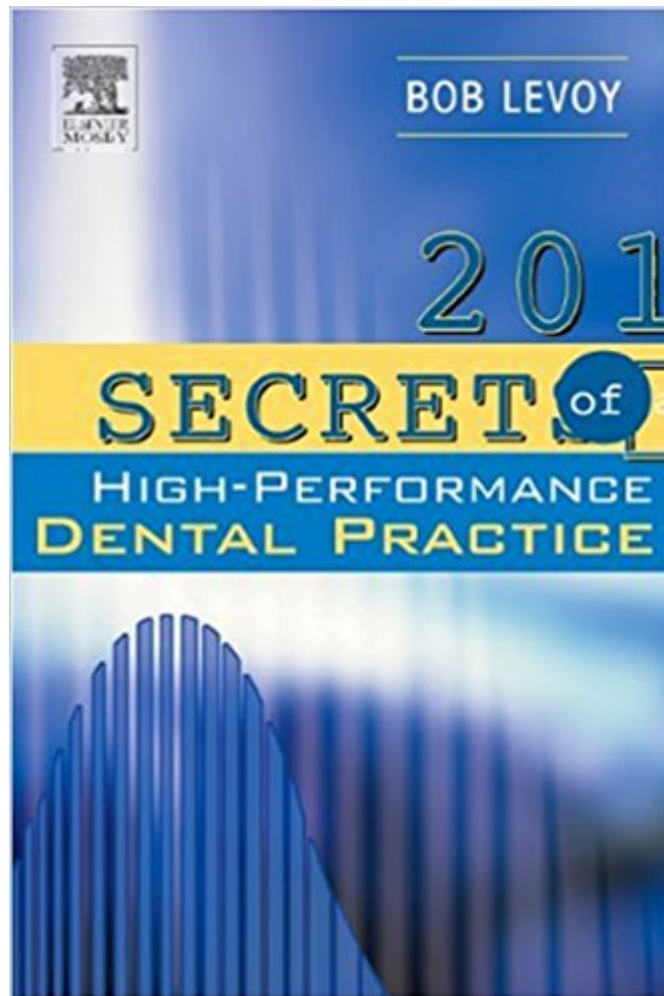




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# 201 Secrets Of A High-Performance Dental Practice, 1e



## Synopsis

This text is a one-of-a-kind compilation of the collective wisdom of many of the country's most successful dentists. It provides a blueprint for career advancement and how to jump-start a practice for self-employed dentists and other specialists. A number of impressive features, including: Tested Tips, Hard Learned Lessons, and Success Files provide readers with the knowledge and experience it takes to build and maintain a successful practice. Readers will learn the best methods from experienced practitioners, as well as how to correct mistakes within their own practice. Unique format of 201 easy-to-read, ready-to-use, proven strategies for building a high performance dental practice make it simple to apply concepts to real-world experiences. Success Secrets feature strategies, tactics, and tested tips from high performance dentists, with additional insights from practitioners in other professions, giving readers a diverse approach to practice and personnel management. Hard Learned Lessons include bits of wisdom from a wide cross-section of practices, offering the opportunity to learn from others' experiences, saving the reader time, money, and stress. The chapter on branding your practice explains how dentists can send out the right messages about what patients can expect, resulting in more loyal patients and more referrals. Competitive Advantage gives readers everything necessary to attract new patients, charge premium fees, generate more word-of-mouth referrals, and derive greater satisfaction from their practice. Emotional Connection offers 13 significant ways to establish an emotional connection with patients, in ways that will be meaningful and appreciated. The chapter Secrets of Savvy Networking Strategies presents methods to produce a stream of referrals from general dentists, specialists, physicians, ENTs, surgeons, pediatricians, and more. Market Research Techniques help the practitioner make his or her practice more appealing to patients, staff members, referring physicians, and others. The Secrets of Successful Case Presentations chapter details what needs to be done to achieve more case acceptance and patient compliance on maintenance visits, with far less time and effort expended. The Golden Opportunities for Practice Growth chapter presents great opportunities to earn more revenue, decrease stress, and derive more enjoyment out of practice. Several chapters are devoted to sharing the author's real world, down to earth strategies for acquiring and maintaining a productive staff: Build a High Performance Team, Get the Right People on Board, and Secrets of Staff Retention.

## Book Information

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## Customer Reviews

"Bob Levoy has written his sixth book. It is titled '201 Secrets of a High Performance Dental Practice'. The book is over flowing with tips, tactics, and techniques to help you with your dental practice. Bob uses quotes from many leading dentists and practitioners from Pete Dawson to Howard Farran and leaders outside of dentistry from Tom Peters to Gary Hamel. " - In a Spirit of Caring - 2005"Dr. Bob Levoy, a dental friend of 20 years, has written one of the best books I've read lately -- and destined to be a run-away best seller in dentistry. Bob has really done his homework on this one, quoting hundreds of dental and business professionals and intertwining his knowledge with theirs."-Linda Miles

As part of the market research for the management seminars I conduct, I continue to visit practices in a wide range of professions. It has enabled me to meet countless high performance practitioners and ask them such questions as: \* What makes your practice so successful? \* What are you doing differently than others to account for your success? \* What are the secrets of hiring top-notch employees and how do you keep them motivated? \* What have been your toughest management problems and how did you solve them? \* What do you wish you had done differently? \* What lessons did you learn that may help others avoid costly mistakes? The answers to these questions became the framework for this new book.

The information in this book is only if you are a complete moron. There are instructions on how to use a stamp. If you are a complete beginner at working with people or in a dental office this might be ok, but there are much better books out there. Running a high-performance dental practice is a

very deceiving title. It should be how to do the basics in a dental office, plus information for the completely clueless. The only reason I gave it one star is because I can't rate it any lower.

A great guide packed with concise information and ideas for the dental practice. Easy to read, easy to implement.

This book covers a subject matter which is not black and white and does reasonably well. I have been through professional consultants a few times and this on a very basic level summarises the common recommendations that are put forward. The same problem exists though, that every practice is different, and they are only suggestions rather than specific rules for success. I would say, worth a read, though don't expect to see your practice thrive unless you have been living under a rock for the last few decades.

Bob Levoy practically invented practice management, but God is not finished with him yet. His latest book may be the best book on dental practice management ever written. We liked it so much we've recommended that it be the required textbook for our practice management course at Temple University School of Dentistry.

This book gives tons of good ideas. Not just the same ole stuff you read everywhere. Really thinking outside of the box. Love it.

High-valuable book, with lots of examples and circumstances. I found it particularly interesting, because it contains an interesting view of dental management.

This is a must have book for people who work in the Dental field.

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