

Dentistrys Choosing The Right Practice Location The Overlooked Ways Demographics Ppos Taxes Retirement Are Linked To Success In Your New Facility

From Niche To Rich: How to Make Your Dental Practice into a Multi-Million-Dollar Business Dr. Jerry Lanier has wanted to write a book about exiting rich for years, and now that he has become a super-successful entrepreneur, he has written it. Dentists whose ideas of retirement have less to do with downsizing and more to do with travel and living the good life with no concerns about money will find everything they need to know about building and exiting from their business wealthy in this thorough, accessible, and informative book. In 1994, Dr. Lanier, who grew up poor, opened his first Kids Dental Kare office, and by 2017, he had 14 offices, close to 150 employees, 25 associate dentists, and was doing \$20 million year in revenue. When he sold that business, he was on the way to living the life of his dreams. He wants to show other dentists how to plan ahead so they can do the same thing. This strategy-and-tactics field manual shows dental entrepreneurs how to take the proper steps so they can carve out successful enterprises over the long term. It covers the ins and outs of building a thriving dental business, both from macro and micro perspectives, and includes steps to take and pitfalls to avoid. This valuable book will guide the aspiring dental entrepreneur from sole proprietorship to business ownership, and finally, a lucrative exit. Major topics include: * Defining the dental market and learning how to take advantage of opportunities in it * Breaking down the dental niche strategy * Choosing a location (markets, demographics, and other practical considerations) * Marketing and messaging * Infrastructure (staffing, processes and procedures, systems) * Building a team (becoming the boss, hiring dentists, managers, and other key players) * Growth and expansion and getting ready to exit

Specifically designed for undergraduate dental students as per the latest DCI curriculum, this book provides a comprehensive coverage on the basics in Medicine along with the required clinical and theoretical knowledge on the subject. The book will also be helpful for physiotherapy, nursing and ayurveda students as well as serve as a ready reference for postgraduate students and dental Practitioners. About the Author : - Gururaj B Sattur is a renowned physician of Karnataka and is widely recognized for his academics and oratory skills. He has been actively involved in clinical practice and teaching for the last 25 years. Dr Sattur is an honorary Professor in SDM College of Dental Sciences, Dharwad and an honorary physician to a number of prestigious institutions in the region. He has been awarded the Suvarna Karnataka Rajyotsava award by the Government of Karnataka and is also a Governing Council Member of Karnataka Institute of Medical Sciences, Hubli. Shyam G Amur is Professor and Head of the Department of Medicine, SDM College of Dental Sciences, Dharwad, Karnataka. He has an experience of teaching UGs and PGs for more than 25 years. Dr Amur is a very popular teacher and an examiner for both UGs and PGs for various universities in India. He was on the Panel of Curriculum development for III BDS for Rajiv Gandhi University of Health Sciences, Bangalore.

Expand your skills in the rapidly growing field of laser dentistry! Principles and Practice of Laser Dentistry uses a concise, evidence-based approach in describing protocols and procedures. Dr. Robert A. Convissar, a renowned lecturer on this subject, has assembled a diverse panel of international contributors; he's also one of the first general dentists to use lasers in his practice. The book covers the history of lasers in dentistry and laser research, plus the use of lasers in periodontics, periodontal surgery, oral pathology, implantology, fixed and removable prosthetics, cosmetic procedures, endodontics, operative dentistry, pediatrics, orthodontics, and oral and maxillofacial surgery. Full-color images show the latest laser technology, surgical techniques, and key steps in patient treatment. Full-color photos and illustrations demonstrate surgical techniques and key teaching points. A Laser Fundamentals chapter describes the physics of lasers and the wavelengths that can produce better outcomes. Introducing Lasers into the Dental Practice chapter provides guidelines on investing in laser technology and in marketing this new procedure. Clinical Tip and Caution boxes include advice and alerts that can only be offered by a seasoned practitioner of 27 years.

Learn about the challenges, current trends, and the positive role that you can play in improving the dental health of the community. Completely revised and updated by members of the American Association of Public Health Dentistry, Burt and Eklund's Dentistry, Dental Practice, and the Community, 7th Edition presents dentistry and dental practice against the ever-changing backdrop of economic, technological, and demographic trends, as well as the distribution of the oral diseases that dental professionals treat and prevent. Readers will learn the latest techniques of research and measurement, and how oral disease may be limited through control and prevention. This updated text also addresses the new educational competencies for predoctoral/ post-doctoral dental students and dental hygiene students with updated and new content on cultural competency, oral health literacy, social responsibility, motivational interviewing, and oral systemic associations. All in all, this text takes a comprehensive look at the social context of dental care and the difference you can make in improving the health of the community you serve. Logical four-part organization divides content into dentistry and the community; dental care delivery; methods and measurement of oral diseases and conditions; and health promotion and prevention of oral diseases. A focus on need-to-know content emphasizes the important core information while providing comprehensive coverage of dental public health. Comprehensive analysis of dentistry's social and professional role examines issues such as epidemiology of oral diseases, prevention, and the provision of care. Evidence-based recommendations reflect the latest literature on today's public health issues. Illustrations, tables, and graphics illustrate the key material and visually enhance discussions. NEW! Completely revised and updated content looks at populations oral health and dental care as well as how it fits into a changing world. NEW! Coverage of new educational competencies provides predoctoral/ post-doctoral dental students and dental hygiene students with updated and new content on cultural competency, oral health literacy, social responsibility, motivational interviewing, and oral systemic associations. NEW! New chapters cover the applications of epidemiology and biostatistics

in dental public health, oral health as it related to quality of life, oral health education, health literacy, social determinants of health and health disparities, and delivery of oral healthcare in Canada. NEW! Newly revised competencies for the Dental Public Health specialty are incorporated throughout the book.

An indispensable companion to the textbook, Student Workbook for Practice Management for the Dental Team, 8th Edition, offers a wealth of interactive exercises for recall, reinforcement, and application. Separated by chapter for easy correlation to the text, the workbook contains chapter summaries and learning outcomes; hundreds of practice questions; critical thinking scenarios with questions; and practical, skills-based assignments. An included EagleSoft practice management CD-ROM and original exercises give students real-world practice managing all aspects of the dental office. Correlating chapters between the workbook and textbook allow you to follow along every step of the way to ensure comprehension. Case scenarios with questions help you apply the concepts you've learned to provide solutions to everyday office dilemmas. Hundreds of review questions include multiple-choice, short-answer, matching, true-false, and fill-in-the-blank items to help you practice for examinations. Chapter overviews recap chapter content and set the stage for workbook questions and exercises. Learning objectives in each workbook chapter serve as checkpoints for comprehension, skills mastery, and study tools in preparation for examinations. Trusted authorship from Betty Finkbeiner and a team of contributors lends years of experience as in practice and education, ensuring that you are learning the best information from the best experts. NEW! EagleSoft Version 17 practice management software and technical support from parent company Patterson Dental provide an easy-to-use simulated office environment. UNIQUE! Original practice exercises give you realistic experience working with the EagleSoft program to better prepare you for office life. NEW and UPDATED! Electronic health record (EHR) content addresses the changes in technology related to the paperless dental office to help you become compliant with 2014 EHR federal mandates. NEW! Artwork focuses on the office transition to paperless dentistry. NEW! Practice quizzes for each chapter on the Evolve website help you test comprehension and prepare for exams.

Have you always wanted the benefits of a beautiful, bright, straight smile? Are you worried about oral cancer - but can't afford to pay for a screening? Are you searching for a reputable dentist who will take care of your kid's teeth for the next 16 years? Unfortunately, not all dentists are created equal. Yes, they've all finished dental school. But that's where the comparison starts and ends. Picking the wrong dentist can cost your thousands of dollars, not to mention months or even years of tooth related pain. Which is why it pays to choose the right one In this guide to picking the best dentist for you and your family you will discover: 10 questions to ask a prospective dentist when you first visit their office - Page 79 Which kind of dentist to select for replacing a missing tooth - Page 58 The top 3 dental tourism destinations (with prices) - Page 70 How to choose the best dental insurance - Page 66 What you need to know about removing mercury fillings - Page 40 5 warning signs your dentist's office is not up to date - Page 28 The real warranty length for common dental treatments - Page 38 How to care for yourself after a dental procedure - Page 46 When and when not to shop around for dental prices - Page 62 ...and much, much more This guide was written with you, the patient in mind. And it isn't just promotional material for a particular dentist So if you want to make the right choices and select the best dentist for you, scroll up and click "add to cart"

Whether you are a new dentist opening your first practice or an experienced dentist looking to take your current practice to the next level, Dr. Edward Logan's new book on dental practice growth will help you achieve your goals. Written by a dentist for dentists, Dentistry's Business Secrets reveals the vital business truths Dr. Logan perfected while growing three successful dental practices from scratch.

Preparing for Dental PracticeOUP Oxford

The aim of this book is to present findings on motivation and short- and long-term career expectations of dental students in the selection of dentistry as a professional career in relation to individual (demographic and socio-economic factors) and school characteristics and make recommendations for the future in relation to serving the population.

Dental Reception and Practice Management is the dental office administrator's essential companion to all aspects of reception work and practice management duties. The book covers vital interpersonal skills and the important aspects of business management and marketing relevant to dentistry. In addition it explains the development of dental care and the range of available treatments, enhancing the reader's understanding and awareness of the necessary clinical aspects of dentistry. Dental reception and Practice Management covers a range of key skills and knowledge within three sections: 'Overview of Dental Care Administration', 'Front of House Skills and Planning' and 'Managing Dental Services'; bringing together practical guidance on business management and reception skills with accessible and relevant information on the dental professions.

This Snorer.com guide does not attempt to explain everything in detail. It is intended to provide an accessible, evidence-based introduction, sufficient to help you understand HOW and WHEN to choose a 'mouthpiece' to stop snoring. This starts from a medical perspective and then moves to dental... because a mouthpiece may impact upon your teeth - and your teeth (and other things) impact upon whether a mouthpiece is right for you.

Dr. David Moffet is an international expert in dental practice management. With over 32 years of dental experience, he has developed a simple, practical, and incredibly effective way of increasing the number of patients you see... the amount of money you charge... and the percentage of large case revenues your patients will happily accept. In some cases, Moffet's strategy has resulted in over \$100,000 in additional cash flow in just weeks. All you need is a decent team and his secret weapon, "The Ultimate Patient Experience™." The UPE is a unique, low-cost system of unique patient engagement that is incredibly easy to put in place. In fact, one of Moffet's strategies costs less than \$40 to implement, and you can have it up and running by the end of business, today. The Ultimate Patient Experience has allowed Dr. Moffet to: • Sell his dental practice for a cool \$2.75 million - for which he collected 80% in cash, 20% in stock... • Consistently increase his prices (10.55% per year, on average) while retaining over 90% of his patients... • And DOUBLE his cold phone conversion rates, using a strategy that will take you less than 10 minutes to set up... Inside these pages, you'll discover exactly how Dr. Moffet accomplished each of these things, and how you can, too. "For decades now, I have recommended Michael Gerber's E-Myth Revisited as the go-to entrepreneurial guide. After

reading David Moffet's How To Build The Dental Practice of Your Dreams (Without Killing Yourself!) in Less Than 60 Days, I now say that same thing to any and all dentists. David Moffet walks his talk and has not only built a thriving and successful dental practice but a life of wonder and enrichment as well. Anyone aspiring to build both a thriving dental practice and life, READ this book. It has all the secrets to such success!" ?Jack Daly CEO, JackDaly.net "Don't just read this book. Use this book. Dr. Moffet provides you the playbook, revealing how to build a successful seven-figure practice while working four days a week for 37 weeks." ?Shep Hyken Customer Service Expert and New York Times bestselling Author of The Amazement Revolution "David has a natural passion for patient awareness and service. This book outlines the understanding of why you need to focus on world-class service to fast track the success of your profession. The book will inspire you, motivate you, and keep you loving the world of dentistry, not dreading it." ?Kathy Metaxas Director, Consultant, International Speaker, and Professional Motivator "This book not only teaches how to create the ultimate patient experience, it is a game plan on how to become a business customers cannot live without. Moffet did exactly that and now shares how you can too. Everyone in your organization needs to read this book." ?John R. DiJulius III Author of The Customer Service Revolution "David Moffet encourages his readers to let no one ever come to you without leaving better and happier. His premise is simple: the secret to success is not a secret...work hard, shift your thinking, and add real value to people's lives." ?Dr. Ronald F. Arndt, DDS, MBA, MAGD Master & Board Certified Coach THE DENTAL COACH "The best dentists and practices always want to be better. David Moffet can give you the tools to continue building your dream practice year after year while enjoying more freedom to enjoy your other life." ?Linda Miles Founder, Linda Miles & Associates; Founder, Speaking Consulting Network; Cofounder, Oral Cancer Cause (a 5013c) "A practical guide based on decades of experience. Dr. Moffet's advice is clear, accessible, and applicable, and the book is fun to read. Whether you're just starting your practice or you're looking for that next stage of growth, this book will help." ?Dr. Howard Farran, DDS, MBA International Lecturer and Publisher/Founder of Dentaltown Magazine

This book provides a comprehensive description on Pediatric Dentistry for undergraduate students based on the syllabi recommended by the Dental Council of India and various universities across the country. The contents are well-structured and presented in a lucid manner making it easy for its readers. Each chapter includes numerous commonly asked questions of various university examinations. Apart from these there are Self-assessment Questions including essay type, short notes and MCQ's and Glossary at the end of the book, to help students for their last minute preparation before the exams. About the Author : - M.S. Muthu is currently Professor at the Department of Pediatric Dentistry, Meenakshi Ammal Dental College, Chennai, India. He has graduated from Tamil Nadu Government Dental College and Hospital in 1995 and completed his postgraduation from Nair Hospital and Dental College, Mumbai in 1999. Since then he has restricted his practice to Pediatric Dentistry and runs an exclusive pediatric dental clinic. He has also been actively involved in teaching undergraduate and postgraduate students for the last 9 years. N. Sivakumar is currently Professor and Head at the Department of Pediatric Dentistry, and Principal of Narayana Dental College and Hospital, Nellore, Andhra Pradesh. He has graduated from Government Dental College and Hospital, Hyderabad in 1988 and completed his postgraduation from College of Dental Surgery, KMC, Manipal in 1991. He has been actively involved in teaching undergraduate and postgraduate students for more than 15 years.

The Dental Foundation Interview Guide: with Situational Judgement Tests offers an indispensable step-by-step guide to the dental foundation training application process. Explains the application and recruitment process and includes essential interview tips Offers a wealth of practice questions with detailed answers to ensure familiarity with the process Highlights the importance of professionalism, leadership and management within the dental practice Written by recent graduates who understand the pressures of the application process

Written specifically for dental hygienists, this comprehensive textbook covers concepts, issues, techniques, and methods related to dental public health. It focuses on the assessment of factors that affect oral health of populations and the development of policy in response to a population's needs. It also provides information regarding the active promotion of oral health maintenance. This text is unique in that it applies the Dental Hygiene Process of Care - a globally accepted, foundational concept in clinical care for dental hygienists - to the subject of dental public health, lending it greater relevance and familiarity to dental hygiene students. In addition, the text is based on the American Association of Dental Educators' Competencies for Dental Hygienists. A chapter on National Board Preparation, including Board-style review questions, prepares students for the national exam. Review questions and learning activities are also incorporated into each chapter.

Welcome to the Fourth Edition of an established, widely utilized, and reliable resource in dental assisting! As a dental assistant, you will be expected to take on an increasing number of clinical and administrative responsibilities to stay competitive. DENTAL ASSISTING: A COMPREHENSIVE APPROACH delivers inclusive coverage of the basic and advanced clinical skills you need to master. This complete learning system includes the most current information on leading dental practices/procedures, equipment, and patient safety standards, as well as, incorporates animation, video, step-by-step photo illustrations, real-life case studies, and dynamic review materials. Quite simply, this best-seller is a trusted resource for any dental assistant preparing for a successful career in the field. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Aimed at doctors and dentists working in primary and secondary care as well as medical and dental students and staff, this book provides a real-world, practical guide to opportunities for flexible training and working.

This book contains guidance for all dental care professionals, especially dental nurses. It also provides explanations of the implications of General Dental Council guidance on the Standards for Dental Care professionals, case study examples and checklists and self-assured responses to case study questions.

This book focuses on the basic aspects of dental stem cells (DSCs) as well as their clinical applications in tissue engineering and regenerative medicine. It opens with a discussion of classification, protocols, and properties of DSCs and proceeds to explore DSCs within the contexts of cryopreservation; epigenetics; pulp, periodontal, tooth, bone, and corneal stroma regeneration; neuronal properties, mesenchymal stem cells and biomaterials; and as sources of hepatocytes for liver disease treatment. The fifteen expertly authored chapters comprehensively examine possible

applications of DSCs and provide invaluable insights into mechanisms of growth and differentiation. Dental Stem Cells: Regenerative Potential draws from a wealth of international perspectives and is an essential addition to the developing literature on dental stem cells. This installment of Springer's Stem Cell Biology and Regenerative Medicine series is indispensable for biomedical researchers interested in bioengineering, dentistry, tissue engineering, regenerative medicine, cell biology and oncology.

Prime yourself for a successful career in the modern dental office with *The Administrative Dental Assistant, 4th Edition*. As it walks through the functions of today's dental business office, you'll learn how to master critical thinking, effective communication, and common tasks such as scheduling, patient records, and insurance processing along the way. This new edition also boasts a variety of new features, including: expanded information on the electronic health record (EHR) and the paperless dental office; professional tips and insights; the most recent HIPAA and OSHA guidelines; important soft skills, including Career-Ready Practice exercises; and all the latest technology, equipment, and procedures in use today. Paired with its companion workbook and online learning tools, *The Administrative Dental Assistant* is the sure fire way to keep you on top of this ever-changing profession. Comprehensive coverage provides everything you need to know to manage today's dental office. Approachable writing style presents need-to-know content in a way that is easy to grasp, regardless of your reading level or setting. Trusted author Linda Gaylor lends years of experience as a practicing dental assistant, instructor of dental assisting, and curriculum director. "Procedure" boxes provide step-by-step instructions on a wide variety of dental office duties. HIPAA boxes keep you well-versed in the key concepts and applications of the Health Insurance Portability and Accountability Act. "Anatomy of "images with annotated text break down common dental office equipment, forms, and administrative to further comprehension. "What Would You Do? "boxes" "present common situations you may face in the work place. Patient file folder with examples of both electronic and paper clinical forms and records provides you experience working with confidential documents. Art program showcases images of electronic and traditional paperwork, actual offices, equipment and technology to help reinforce the text. Bolded vocabulary terms and glossary give you a foundation for effective office communication. Key points allow you to ensure that you have grasped key content before graduating to the next chapter. Dental office simulation tool on the Evolve companion website allows you to practice many of the typical office functions in a realistic virtual environment. "Did You Know?" boxes "feature snippets" "of helpful background information to context or rationales to office processes and procedures. "Food for Thought" boxes highlight key concepts and call readers attention to various ways the concepts are used in everyday life. NEW! Electronic content more comprehensively addresses the electronic health record (EHR) and the paperless dental office. NEW! Emphasis on 21st century job skills is seen throughout the book as chapters discuss the soft skills like work ethic, collaboration, professionalism, social responsibility, critical thinking, and problem-solving that dental assistants must possess. NEW! "Career-Ready Practice "exercises are included at the end of each chapter asking readers to recall and assimilate information learned within the chapter and demonstrate its application in the dental office. NEW! Content updates include HIPAA changes, insurance updates (including the new claim form), dental terminology overview, new hazard communication procedures, and more. NEW! Additional artwork incorporates new images focused on technology in the dental office and new, paperless ways to manage the day-to-day functions. "

Dental Benefits and Practice Management: A Guide for Successful Practices is a practical tool that helps you manage your office in tune with the realities of modern dental practice. Written by both dentists and insurance industry professionals Practical explanations to effectively and legally process claims Describes the changes in dental practice management to make your practice patient centered Competitive strategies for dentists and organizations

The Basic Guide to Medical Emergencies in the Dental Practice is a must have book for all dental care professionals. Written in a clear and accessible style, chapters cover such key topics as patient assessment, adult resuscitation, respiratory and cardiac disorders, paediatric emergencies, emergency equipment and law and ethics. Illustrated in full colour throughout Follows Resuscitation Council's Guidelines Accessible, full colour guide Handy format for easy reference and portability Evidence-based. *Endodontic Materials in Clinical Practice* delivers a much-needed comprehensive and clinically oriented reference to the materials used in endodontic practice. It provides complete details on the properties of the materials required for specific techniques in order to help in the selection of the appropriate materials and improve patient outcomes. Comprehensive in scope and filled with helpful illustrations, the book covers endodontic materials used from the pulp to the root-end. In addition, the text considers the location and technique for each of the materials presented. Designed to be a practical and accessible reference, the book is organised by specific clinical procedure. Presents an illustrated guide to all materials used in endodontic practice Focuses on the clinical application for each material Explains why specific materials are used Includes information on how to select the correct material Considers locations and techniques in making material decisions Written for specialist endodontists and residents, dental material specialists, post-graduate students, general dentists, and dentistry students, *Endodontic Materials in Clinical Practice* is an essential resource for selecting the right materials for specific techniques.

Dental Office Administration is a comprehensive resource that details the responsibilities of the dental office professional, providing practical communication techniques and tips for problem solving. It also provides the necessary clinical background information every dental office professional needs for a successful practice. Hands-on activities within the text require students to practice common tasks, such as dental charting, writing a memo, or conducting a mock telephone call with another student. A free bonus DVD-ROM for Windows includes practice management software called 'DENTRIXG4 practice management' to give students 'real world' experience managing patient data and filing electronic claims. A companion Website includes the full text and a quiz bank.

An indispensable companion to the textbook, *Student Workbook for Practice Management for the Dental Team, 8th Edition*, offers a wealth of interactive exercises for recall, reinforcement, and application. Separated by chapter for easy correlation to the text, the workbook contains chapter summaries and learning outcomes; hundreds of practice questions; critical thinking scenarios with questions; and practical, skills-based assignments. An included EagleSoft practice management CD-ROM and original exercises give students real-world practice managing all aspects of the dental office. Correlating chapters between the workbook and

textbook allow you to follow along every step of the way to ensure comprehension. Case scenarios with questions help you apply the concepts you've learned to provide solutions to everyday office dilemmas. Hundreds of review questions include multiple-choice, short-answer, matching, true-false, and fill-in-the-blank items to help you practice for examinations. Chapter overviews recap chapter content and set the stage for workbook questions and exercises. Learning objectives in each workbook chapter serve as checkpoints for comprehension, skills mastery, and study tools in preparation for examinations. Trusted authorship from Betty Finkbeiner and a team of contributors lends years of experience as in practice and education, ensuring that you are learning the best information from the best experts. NEW! EagleSoft Version 17 practice management software and technical support from parent company Patterson Dental provide an easy-to-use simulated office environment. UNIQUE! Original practice exercises give you realistic experience working with the EagleSoft program to better prepare you for office life. NEW and UPDATED! Electronic health record (EHR) content addresses the changes in technology related to the paperless dental office to help you become compliant with 2014 EHR federal mandates. NEW! Artwork focuses on the office transition to paperless dentistry. NEW! Practice quizzes for each chapter on the Evolve website help you test comprehension and prepare for exams.

Dental business strategy book for all phases of running a dental practice.

Enabling readers to apply clinical governance in their workplace as individuals and as practice teams, this guide emphasizes what individuals and workplace teams can do to identify their own learning needs, and shows how to draw up and prioritize action plans. This book helps dental students to prepare for the difficult transition into dental primary care. It provides a background to the holistic approach senior students are encouraged to use when identifying treatment needs and covers the integration of treatment and its planning, aspects of dental team building, practice selection and management matters.

Don't brush off your dental health! Get tips on how to find the dentist who checks off all your boxes—for regular cleanings or special procedures. This book helps you with one of the most important health choices you will ever face. Whether you have an existing dentist who does not offer the type of care you require or whether you are looking to make a change, you want to choose a dentist you can trust, and who has your and your family's best interests at heart. With the myriad choices out there, it's hard to narrow down your options—even with personal recommendations and online reviews. *There Is No Perfect Dentist* gives you the knowledge to make an informed choice. It discusses where to look, what to expect from your first visit, the role of dental specialists and the dental team, how to deal with problems and disagreements, and even how to overcome dentophobia (the fear of dentists). Sink your teeth into *There Is No Perfect Dentist* and be happy with your smile!

"Dental Practice Health Check" helps dental practice owners improve their business. It is concise, practical and ideal for day-to-day reference. Sound, evidence-based principles are offered to assist practice owners in becoming better people managers, drive revenue and profitability through marketing and customer service, and ensure the business has robust systems and procedures to support its operation. By encouraging practice owners to step back and review their current business practices, the book examines ways of making the dental business more rewarding in the long run - maximising opportunities, and supporting revenue and profitability. "Dental Practice Health Check" is highly recommended for principal dentists and dental practice managers, including those undertaking training. Associate dentists interested in purchasing or starting their own practice will find the information enlightening, as will accountants and legal firms with dental clients, as well as banks and other financial institutions.

In *Designing Your Perfect Dental Practice: Foundations of Clinical Success*, Dr. Jay M. Hislop, D.D.S., provides the design by which today's fee-for-service dentist can create their own perfect dental practice. In 17 chapters (including 26 standard operating procedures) directed at both the general dentist and specialist, this book shows how today's dentist can design their own future, establish a philosophy to make it come true, then translate that philosophy into practical, usable business management solutions. The result is an easy-to-read, straightforward guide equally as valuable for the recent graduate as the veteran looking to put their practice into prime, resalable form. Hislop involves the reader by telling the fictitious story of a fellow dentist, Steve, who is simply overwhelmed and seeing his practice and life approaching toward a crisis point. Steve is skillfully interwoven into the nonfiction material, adding insight and some levity to the excellent text. What other benefits can result from applying Hislop's guidelines? More efficient operations, better patient outcomes, higher profits, reduction in malpractice risk, true quality control on referrals, clear communication between doctors and their staff, better staff relations, faster patient service, better patient compliance and retention, outstanding practice growth, peace of mind that the practice philosophy is understood and followed, no patients "lost to recall" or "lost to referral," an environment with which managed care can't compete, and increased referrals for specialists. The \$50 digital book is a great Christmas gift for a fellow dentist.

Practice management is one of the key elements in the career of a dentist. Most dentists own their own practices and even associateships carry with them the prospect of management, accounting and dealing with health insurance providers. *Dental Practice Transition: A Practical Guide to Management* helps readers navigate through options such as starting a practice, associateships, and buying an existing practice with helpful information on business systems, marketing, staffing, and money management. With topics applicable to both recently graduated as well as established professionals, *Dental Practice Transition* is a comprehensive exposition of practice management from a dentist's perspective.

Health Behavior Change in the Dental Practice presents an overview of health behavior change, focusing on the spirit of motivational interviewing. Targeting the clinical application of the principles, the book applies lessons learned from the field of general and behavioral medicine to the dental practice. By presenting a series of clinical examples and accompanying dialogue, the book guides the reader in using motivational interviewing techniques as tools for oral hygiene education, tobacco use cessation, and dietary counseling. *Health Behavior Change in the Dental Practice* supports the trend towards risk management in oral health care, offering practical guidance to promote health behavior change in patients.

[Copyright: b95ffbeba281b1a26134bae7f085c756](https://www.dentalpractice.com/copyright/b95ffbeba281b1a26134bae7f085c756)