

USING YOUR DATA TO TRANSFORM PRACTICE PERFORMANCE



"Great educational seminar"

Dr Pleayo Tovarante
Managing Director
Moorhouse Medical Centre
2016 Business Insight
Seminar attendee

Attend our **FREE** Business Insight Seminars and learn best practice on how to transform your practice performance in 2017.

- ✓ **Understand** the Key Performance Indicators (KPIs) that your practice should focus on;
- ✓ **Identify** targets based on industry benchmarks in relation to recall effectiveness, FTAs, chair-time utilisation, treatment plan acceptance and new patient acquisition; and
- ✓ **Understand** the key daily tasks that drive performance to help you minimise lapsed patients, FTAs and whitespace in your appointment book whilst optimising treatment plan acceptance and new patient acquisition

FREE TO ATTEND & EARN 1.5 CPD HOURS
FOR MORE INFORMATION OR TO BOOK YOUR FREE SEAT VISIT
www.softwareofexcellence.com/nz/seminar2017

WHY YOU SHOULD ATTEND?

This seminar will discuss the importance of using data to set goals and KPIs for your practice to help you fill every available gap in the appointment book and maximise every minute of available chair-time.

This includes setting goals and optimising your performance in the following areas:

- Optimising your patient recalls
- Minimising fail-to-attends
- Managing short notice cancellations effectively
- Increasing treatment plan acceptance through effective patient marketing
- Improving new patient acquisition

WHO SHOULD ATTEND?

Principal Dentists, Practice Owners and Practice Managers.

There is NO COST to attend, but bookings are essential as seats are limited.

TIME

6.00pm: Registration and light refreshments

6.30pm: Seminar commences

8.00pm: Seminar concludes

BUSINESS INSIGHT SEMINARS 2017

New Zealand

Wellington: Monday 12 June

Palmerston North: Tuesday 13 June

Napier: Wednesday 14 June

Auckland - North Shore: Monday 3 July

Tauranga: Monday 14 August

Hamilton: Tuesday 15 August

Auckland - South: Wednesday 16 August

Christchurch: Monday 11 September

Dunedin: Tuesday 12 September

Auckland - City: Thursday 2 November



"Informative and helpful, will definitely investigate these techniques and tools"

Nicole McCutcheon, Practice Manager, Dental on Raffles

2016 Business Insight Seminar attendee

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* NZDA verifies, that based on the information provided to NZDA, this activity meets the Dental Council policy requirements for CPD. NZDA CPD verification does not imply promotion or endorsement of the contents of any course. Attendees need to use professional judgment to assess the validity and usefulness of techniques, materials or therapeutic products to their own practice.