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Dr. Richard Madow

10 Ways to Create the Most Memorable Patient Experience

We all want patients who say “yes” to treatment, show up on time, consistently reappoint, refer friends and family members and more. It’s not that difficult to accomplish, and it all begins with providing a memorable patient experience – from the time they call on the phone until the time they leave with a beautiful smile! This fun, fast-paced course is perfect for all doctors and team members who want to easily take their practice to a level they never thought possible! In this course Dr. Madow takes a “deep dive” into steps that can turn any practice into one that is highly productive, extremely profitable, patient-centric, team oriented, and FUN! Plus, everyone will laugh so much they won't believe they're at a dental seminar! 6 MCEs

Objectives

Why patients say “no” to treatment and how to change that forever! Dr. Madow’s special secret for NEVER running late in your practice! The first thing to do when someone calls to cancel. It may seem counterintuitive, but it saves 90% of these callers! How to get tons of referrals without begging, pleading, or sounding desperate! Happy team, happy patients, happy doctor? We’ll show you how! The supercharged patient-friendly exam that gets patients to ask for treatment before you say a word! Two “Obvious Secrets” to case acceptance. Learning them changes everything! A personal story that will change the way you look at dentistry forever!

Our Speaker

In 1989, Dr. Richard Madow co-founded The Madow Center for Dental Practice Success with the goal of helping their fellow dentists achieve success and happiness in their practices. Having been named a “Leader In Dental Consulting” by Dentistry Today for many years running, Rich’s publications, articles and blogs are some of the most popular in the dental profession and have reached over 100,000 practices across the world! Known for his hilarious and spontaneous style, Rich has lectured to standing room only crowds in practically every major city in The United States and Canada, teaching dentists and team members how to enjoy their careers, supercharge their practices, define and create their own personal success, increase profitability, and have more fun than ever before.