



BOOK YOUR "LIVE" COURSE ONLINE

Short courses are "LIVE" online sessions and will need to be booked at www.momentummanagement.com.au.

EARN CPD POINTS:

8 hours CPD for each full day course and 1 point per hour for online courses.

Contact Us

 @momentummanagement

 Momentum Practice Management

 Dental Evolution

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 www.momentummanagement.com.au



 **momentum**
WE GET YOU GROWING.



SHORT COURSES 2024

With more than 25 years of industry knowledge, we have made a difference in thousands of practices - Is yours next?

www.momentummanagement.com.au



GETTING YOUR TEAM ALIGNED FOR BUSINESS SUCCESS

"Align Your Team for Business Success" is a dynamic session focusing on key elements of team alignment for enhanced business performance. Explore effective communication, collaborative culture-building, and goal-setting strategies. Gain practical insights for conflict resolution and fostering a cohesive, productive team. This program equips leaders with the tools to strategically align their teams, fostering an environment conducive to sustained business success.

June 13th; 9am -5pm
October 31st; 9am -5pm

BOOST YOUR APPOINTMENT SCHEDULE WITH ENGAGED PATIENTS

Elevate your dental practice with Blueprint Strategies, optimising chair efficiency, streamlining schedules, and fostering growth. From effective mentoring to strategic planning, these tools enhance patient care and convert challenges into opportunities, ensuring lasting success for your practice.

March 2nd & 9th; 9am -1pm
August 17th & 24th; 9am -1pm

FRONT OFFICE ESSENTIALS

Set the tone for the practice as you lead office morale and production. Learn advanced phone skills, handling objections, methods to maximise bookings, increase appointment commitment as well as how to structure the ideal day.

- Advanced phone skills for converting new callers into patients.
- Methods to maximise bookings, handle emergencies, increase appointment commitment and prevent cancellations.
- Crucial conversation methods to handle objections and reduce conflict.
- Masterful communication skills to build patient loyalty.

March 28th; 9am -5pm
September 5th; 9am -5pm

HOW TO PRESENT COMPREHENSIVE DENTISTRY AND GET CASE ACCEPTANCE

Presentations without selling, strengthen patient relationships and improve dentist-patient etiquette. Build trust with your patients and create loyalty towards your practice by using relationship building techniques based on solid neuroscience.

- 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

May 2nd; 9am -5pm
August 15th; 9am -5pm

AI MARKETING IN DENTISTRY

"Dive into the Future: AI Marketing in Dentistry" is an insightful session exploring the transformative role of artificial intelligence (AI) in dental marketing. Participants will discover cutting-edge AI applications, from personalized patient engagement to data-driven campaigns. Explore how AI can optimize marketing strategies, enhance patient outreach, and streamline operations for dental practices. This program equips dental professionals with the knowledge and tools to leverage AI effectively, ensuring a competitive edge in the ever-evolving landscape of dental marketing. Join us to unlock the potential of AI and redefine marketing in dentistry

April 13th; 9am -1pm
September 14th; 9am -1pm

ONLINE COURSES 24/7

Join us for Momentum's essential Short Courses, presented to you in a flexible, accessible, pre-recorded online format. The available online courses here:

- Team Motivation Series
- Hiring, Training and Mentoring Essentials
- The Exceptional Dentist - Case Presentation and Treatment Planning
- The Exceptional Chair Side Assistant
- The Exceptional Front Office Coordinator
- Practice Manager Intensive
- Hygiene/OHT Essentials
- The Essentials of the Proactive Marketing Manager

Please visit our website for details