

# Consulting Crash Course: Start the Fire & Practice Happy!

---

2 Day Course led by Managing Dental  
Drama Co-hosts Bethany Petty and Dr.  
Reena Kuba

## Why Attend?

- For those who have always considered hiring a consultant but never made the jump– this course is for **YOU!**
- A **CUSTOMIZED COURSE** built specifically for your team: Based on the needs of the doctor/team, a **CUSTOM** agenda will be created for your office
- One package price (not individually priced) so that the full team can easily attend
- The conference encourages team building after class to allow for maximal benefits for your team for the duration of your stay

## How Is This Different from Attending a local Dental Conference?

- It's **COMPLETELY** different!
- Most conferences have a variety of topics and the goal is to glean a few pearls to bring back to the office
- The Crash Course Consulting Conference is tailored to your specific needs: You pick the topics you would like to focus on (see Topics List), and during your two day course, we will work through the topics, discussing your current challenges, create goals, and outline plans that will help your team move forward with your vision.
- This **PROACTIVE** vs reactive approach will help you Start the Fire and streamline your office, reduce stress for you and for your team, let you focus on your patient care and Practice Happy!

# AGENDA

Arrive: Thursday  
Depart: Sunday

## FRIDAY

7:30-8:00 a.m.

Course check-in

Breakfast provided in conference  
room

8:00 a.m. – 12:00 noon

Session One

12:00 noon – 12:45 p.m.

Lunch provided in conference room

12:45 p.m. – 5:00 p.m.

Session Two

Friday Evening :

Team building on your own

## SATURDAY

7:30 – 8:00 a.m.

Breakfast provided in conference  
room

8:00 a.m. – 12:00 noon

Session Three

12:00 noon – 12:45 p.m.

Lunch provided in conference room

12:45 p.m. – 5:00 p.m.

Session Four

Saturday Evening:

Team building on your own

\*\*Based on the size of your team and the number of topics you select, the agenda may vary

# DETAILS :

## Where:

DFW Metroplex (exact site to be determined when you reserve your course)

## When:

Only FOUR Friday/Saturday dates available – First come, First Serve!

## Who:

The WHOLE team is invited and encouraged to attend

## What:

Consulting CRASH Course – tackle the topics YOUR practice needs

## Why:

No other course focuses on ONLY you/your practice – Custom, jam-packed two days of 100% practical and applicable information and solutions.

## How:

SPACE IS LIMITED; FIRST COME FIRST SERVE To Register: Email [managingdentaldrama@gmail.com](mailto:managingdentaldrama@gmail.com) Put: “Consulting Crash Course” in the subject line and “Sign me up!” in the body and we’ll take it from there!

Once your dates are confirmed, you will be emailed an electronic invoice to secure the deposit. Deposit must be received within 48 hours to keep the dates.

# CONSULTING TOPICS:

## LET US HELP YOU NAVIGATE THE AREAS THAT BRING YOU THE MOST STRESS

**Leadership Styles:** Learn your style, the pros and cons of your style and how to successfully communicate with your team based on your preferred style

**Personalities:** Key to effective communication and efficiency. Knowing personality traits helps you to be strategic with your staff as well as with your patients

**Corrective conversations and Giving/Receiving Feedback:** Do you dread having to correct your coworkers? Is your team unable to get along because they are too defensive, adding more fuel to the fire? Let us teach you the art of giving and receiving feedback so your team can function more cohesively.

**De-Escalation:** Patients are more volatile than ever. Equipping your team with proven strategies on how to smell the smoke and put out the fire before it erupts is key to maintaining a professional environment.

**Team Culture:** Do you know what environment you want to create? Does your team know? Clearly outlining and articulating what matters to you helps ensure your team knows what to expect and what to value- and where the boundaries are- when they step into your work home.

### Other Customizable Topics:

- Marketing and Branding Plan for the Year
- Team Building Plan for the Year
- Taking Control of your schedule
- Preventing stress and burnout
- Goal setting
- Documentation
- Verbiage
- Treatment plan presentation
- When to Fire and How
- Insurance Thorough and Shared Hiring Process
- Practice Trends and Reports
- Navigating negative reviews
- Bringing on an Associate
- Creating a policy manual
- Creating a bonus system
- How can I offer a more robust/competitive compensation plan

## INVESTMENTS

Total: \$13,980

- \$3,495 due upon registration (non-refundable)
- \$3,495 due 70 days before event
- \$3,495 due 40 days before event
- \$3,495 due 10 days before event