

How to become an Entrepreneurial Associate

This program could be
worth up to **£2million**
to you over 10 years

As never seen before a comprehensive, holistic and bespoke program just for Associate Dentists. This program will allow you to benefit from **Gaining Case Acceptances of High Fee Based Treatment Plans** in your field of dentistry.



Drs' Rahul & Bhavna Doshi have 30 years experience in advanced strategies that have been **TRIED, TESTED & PROVEN** to work on numerous associates that they have personally trained and who have gained much success.

They have develop a unique **SYSTEMISED** approach for Associate Success! It has been specifically designed and structured to help you succeed. Learn from dentists who have achieved much success themselves and have taught others to do so too!

The Associate Program will propel you to the next level. They are primarily based upon action orientated strategies that can easily help you to execute the growth fundamentals. This will help you to achieve ongoing financial growth and increase the value of your associateship.

Entrepreneurial Associate

14 months

£1800 +VAT
per month

Online and "Live"

>14

Monthly Coaching Meetings

include

4 hour

Initial Strategy Consultation Development of Strategic Plan

>4

LIVE Role Play Verbal Skill Training Sessions

1

LIVE Sales Training Workshop
Advanced Verbal Skills for Case Presentation

3 Modules

Marketing for Associates
Developing Personal Brand
Website Development
Social Media
Online Marketing

8 Modules

Access to Full Online Transformational Leadership Program
Including Workbooks
Including Action Plan

Online Sales Course

Psychology of Sales
Case Acceptance Process
Consumer Purchasing Behaviours
Solution Selling Verbal Skills
Communication Skills
Pre Examination Communication
New Patient Consultation Steps
Successful E-Consultations
Post-Consultation Follow-up
Clinical Co - Discovery
Examination Process
Communicating Treatment Plans
Clinical Evaluation Steps
Gaining Case Acceptances
Case Presentation Skills
Finance Negotiation
Overcoming Objections
Follow-up Process & Steps
Review Protocols
Increasing Testimonials
Increasing Referrals
Recorded Role Play
Action Plan and Workbook

Access to Private Client Coaching Blogs

Access to Business Book Summaries

Systems
Strategy & Vision of Career
Follow-up Systems
Financial Decision-Maker Snapshot Tool
Personal & Business Vision Development
Diary Management
Advanced Integration
Advanced Implementation

Online Access to Recorded Roleplays of
Various Treatment Types

Leadership for Associates Module

Marketing Online Access Module

Implementation Facilitation

Overcoming Obstacles
Turnkey Solutions

Coaching Online Resources

Access to Private Client Coaching Workshops

Sales
Telephone Training
Team Roleplays
Marketing Systems
Leadership
Financial Models

4

Post-Program Consultations

5 ways BESPOKE DWB ASSOCIATE COACHING Program will help you:

STRATEGY: You will be able to develop a Personalised Productive Growth Plan. It all starts with correct smart planning.

MENTORING: You will be able to follow through on achieving Your Vision.

TRAINING: You will be able to understand the things you need to do, know why you should do them and how to do them.

IMPLEMENTATION: You will be able to put all your new found productive skills into practice and get help to overcome any challenges.

INTEGRATION: You will be able to integrate this strategy so it becomes just the way you do things.

You will also have access to ONLINE SUPPORT TRAINING of over 100 Videos in 10 Modules, each with specific Action Plan Videos & Workbooks that tell you exactly what to do.

- Create your own Strategic Success Plan
- Develop & Achieve a Personal Vision
- Develop a unique patient journey and experience
- Role-play precise verbal skills that gain case acceptances
- Optimise your communication with your patients
- Increase your Income by doing the dentistry you enjoy

30 years experience

- > 100% of practices we have worked with have achieved over 40% increase in turnover as a minimum. Most double their turnover in 2 years.
- > Converting NHS to private practice
- > Increasing the volume of Private Dentistry and Profits
- > Helping to make Associate Dentists more Productive and Successful
- > Increasing your Case Acceptances for large treatment plans
- > Providing a significant return on cost-effective Marketing Strategies
- > Creating a team motivated to drive your growth



For more information: www.dentalwealthbuilder.com