



**Janet Hagerman** Greatness Coach<sup>SM</sup> | International Speaker & Author | Client Experience Expert

# Sell That Smile!

## The art of **Increasing Patient Treatment Acceptance** For **Dentists and their Teams**

Dental case acceptance across America averages **only 30-50%! Is this you?**

What is YOUR treatment acceptance? If you're like most dentists and dental teams you hate sounding salesy, but you do want to sell your dentistry. Patients come to you for your professional advice, listen nicely to your patient education and leave without scheduling treatment – the back-door syndrome.

### **Spend a day with Janet to learn to:**

- Increase YOUR **Treatment Acceptance** – Now & forever
- Discover the art of **Elegant Influence**
- Learn the 12 steps to **Selling Dentistry from the Heart**
- **Get YOUR patients to say YES to YOUR dentistry**

**Triple your Treatment Acceptance**  
**Eliminate Team Stress**

Contact Janet to speak to your group or practice today  
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# IS THIS YOU?

- Are you tired of needed dentistry walking out your door?
- Do you want to sell more dentistry without sounding pushy?
- Does it drive you nuts when your patients don't follow your expert advice?
- Would you like to maximize the potential of your team to peak performance?

If you answered **YES**, then this course is for you.

Join Janet for

One **fun filled day** of inter-active adult learning  
and **practical content you can use tomorrow.**

## Learn:

- Why patient education doesn't always work, and what to do about it
- How to develop effective yet comfortable sales skills
- How to triple treatment case acceptance
- How to utilize focused communication for patient compliance
- How to discover the potential in yourself, your team and your patients
- How to increase production and profitability while increasing patient care
- How to cultivate a culture of greatness



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***Sell Dentistry ~ Ethically.Elegantly.Effectively***

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