



DENTAL ENHANCEMENT
SKILLS CLASS



*SMART
Management
Program*



BY: DR. M. JEAN VILLANUEVA
@DMD CENTER

Week 1: Introduction to Setting A Solid Foundation & Practice Vision in A Dental Practice

Objective: Understand the key considerations and steps involved in creating a dental practice.

| | |
|---------|---|
| 1:00 PM | Opening Prayer Singing of National Anthem Introduction and Icebreaker |
| 1:20 PM | Defining Your Practice Vision |
| 2:00 PM | Assessing Personal and Professional Goals |
| 2:30 PM | Work Activity |
| 3:00 PM | Introduction to Practice Ownership |
| 3:30 PM | Legal and Regulatory Considerations |
| 4:30 PM | Q&A Plus Assignment |



Week 2: Building the Practice

Objective: Learn the essential elements of establishing a dental practice and setting up a solid foundation.

| | |
|---------|---|
| 1:00 PM | Opening Prayer Singing of National Anthem Introduction and Icebreaker |
| 1:20 PM | Developing a Business Plan |
| 2:20 PM | Financial Management and Funding |
| 2:20 PM | Work Activity |
| 3:00 PM | Practice Location and Layout |
| 4:00 PM | Equipment and Technology |
| 4:30 PM | Q&A Plus Assignment |



Week 3: Growing The Practice

Objective: Learn strategies for expanding and growing a dental practice.

| | |
|---------|---|
| 1:00 PM | Opening Prayer Singing of National Anthem Introduction and Icebreaker |
| 1:20 PM | Understanding Your Target Market |
| 2:20 PM | Defining the Practice's Unique Value Proposition |
| 2:40 PM | Developing a Marketing Plan |
| 2:41 PM | Work Activity |
| 3:00 PM | Patient Experience and Retention |
| 3:45 PM | Staffing and Human Resources |
| 4:45 PM | Q&A Plus Assignment |



Week 4: Sustaining the Practice

Objective: Learn essential skills for efficient operations and practice management.

| | |
|---------|---|
| 1:00 PM | Opening Prayer Singing of National Anthem Introduction and Icebreaker |
| 1:20 PM | Patient Communication and Customer Service |
| 2:20 PM | Appointment Scheduling and Patient Flow |
| 2:40 PM | Practice Management and Systems Optimization |
| 3:40 PM | Work Activity |
| 4:00 PM | Fee Setting and Insurance Management |
| 4:30 PM | Continuing Education and Professional Development |
| 5:00 PM | Q&A Plus Assignment |



Week 5: Growing and Expanding the Practice

Objective: Discover strategies for growing and expanding the dental practice

| | |
|---------|---|
| 1:00 PM | Opening Prayer Singing of National Anthem Introduction and Icebreaker |
| 1:20 PM | Scaling the Practice |
| 2:20 PM | Partnerships and Referral Networks |
| 3:00 PM | Quality Assurance and Continuous Improvement |
| 3:30 PM | Practice Growth Strategies |
| 4:00 PM | Integration of Technology into Practice |
| 4:30 PM | Work Activity |
| 5:00 PM | Q&A Plus Assignment |



Week 6: Long-term Success and Exit Strategies

Objective: Understand how to ensure long-term success and plan for future transitions.

| | |
|---------|---|
| 1:00 PM | Opening Prayer Singing of National Anthem Introduction and Icebreaker |
| 1:20 PM | Practice Expansion and Diversification |
| 2:20 PM | Financial Planning and Retirement Options |
| 3:20 PM | Personal Well-being and Work-Life Balance |
| 4:00 PM | Sharing Session Work Activity Q&A |

Location: Zoom Live Sessions - Lecture
Workshop: Dental Domain Corp. Facility
Freebies: E-Book On Time Management & Downloadable SMART Self-Help Videos for Success.

Continuous Support After Program
SEE YOU IN THE CLASS!!!



Week 7-8: Sample of Practical Application

Objective: Provide Actual Skills Training Treatment and Implement Value-Added Proposition to Grow The Practice.

*See Attached Live
Workshop Program*

