

INTRODUCTION TO

SCHWARTZ

C O N S U L T I N G G R O U P

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@schwartzconsulting



SCGdentalconsulting

Welcome to the Schwartz Consulting Group Family!



Since our beginning in 1993, we have coached over 800 offices in 26 states. Our offices have a combined revenue of over \$900,000,000 annually while increasing revenues over 35% year over year. Our practices have a combined patient base of over 2 million.

The desire of Schwartz Consulting Group, Inc. is to offer an exclusive approach with each dental office that maintains accessibility, availability, and creates an individual, personal relationship with each doctor. This is achieved by developing a customized training program for each dental office, which has a desire to increase profitability, reduce stress, and improve their systems by establishing a strong sense of teamwork through goal setting, and accountability. Our goal is to develop a customized training program at your pace and to introduce

ideas and concepts that are proven to maximize the potential of your dental practice.

Our work is a labor of love created for the amazing dental offices that we have the privilege of working with. Our hope and goal is to support and guide you as you grow and become the practice of your dreams.

To your success,

Kelly and Anna Schwartz

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anna@kellyschwartz.com



A Professional Advisor

...Exclusively for dental teams

Could your team benefit from?

- Improved organization?
- Fresh ideas?
- Team training?
- Improving case acceptance?
- Improved communication skills with patients and staff?
- Stronger leadership?
- Renewed enthusiasm?
- More financial rewards for staff?
- A more profitable practice for you?
- Reduce stress caused by team dysfunction or conflict?
- More new patients?
- More fun?

Even the Best Continue to Use Coaches for...

- Focus & Direction
- Accountability
- Objectivity
- Motivation
- Flexibility & Customization
- Mediation & Support
- Fine Tuning & Improvement

The Schwartz Consulting Group Difference...

1. Kelly and Anna are always your coach to insure consistency
2. Customized training in YOUR office means no travel expenses for your staff
3. A program designed for long term results
4. A long history of satisfied clients with outstanding results
5. Guaranteed results and commitment



Training Points for Full Program

Job Stewardships

- Staff Motivation
- Share-the-Profit Team Bonus
- Grab Bag Daily Bonus
- Reviews
- Hiring
- Staffing Levels
- Communication Skills
- Goal Setting and Accountability

Art of Financial Agreements

- Financial Options and Forms
- Reducing A/R
- Reducing Past Due Claims
- Overhead Control
- Policies and Procedures
- Compensation

Scheduling

- Block and Release
- Productive versus Busy
- Recall Systems
- Patient flow

Retention

- Recall
- Delayed Treatment
- Cancellations and No-shows
- Morning Huddles

Case Acceptance

- Total Care Interviews
- Scripting and Dialogue
- Total Patient Experience
- Pending Treatment Systems
- Patient Education
- Case Presentation

Marketing

- Referrals
- Social Media
- Website Analysis
- SEO

Results Based Tracking

- Dental Intel Training
- Follow-up Calls
- ROI New Patient Tracking



How we get results...

We begin with an introductory, no obligation, phone consultation to get acquainted. Understanding your personal practice goals, needs, and concerns is essential.

Next we send you a practice analysis snapshot request to evaluate the strengths and areas of potential growth of your practice. We will then discuss your business systems, hygiene systems, clinical and technology utilization by phone. We will use this to make recommendations to help accomplish your practice goals and success.

I then design a customized and personal training program that will allow me to coach you and your team to a new level of success. I come to you, work hands on in your office with your staff, and implement the changes, systems, and skills that will make a measurable difference in your practice. All progress will be tracked and monitored through our Dental Intelligence software.

I work as a coach, motivator, mentor, and resource to bring balance and reduce stress in your personal and professional life resulting in successful leaders and teams.

My hands on programs are totally team driven and designed for long -term results in a short period of time. I will meet at your office, depending on the need of the practice, for as long as it takes. My commitment is to getting results. Our single location clients have an average increase of \$346,000 per year. Our largest increase in 2021 was \$1,704,655 at a single location and \$3,290,389.00 for a two location practice growth. The practices I work with range from small town family practices to major city cosmetic based practices. Many are just what you may call average practices with above average results. Whether you have taken courses by any of the nationally known cosmetic doctors, other consultants or the local experts, our program may benefit you.

If you need any additional information or references, please feel free to give me a call anytime. I look forward to sharing ideas on how Schwartz Consulting Group can help your practice in today's competitive arena. For those interested in on-going support, I offer a retainer program that is also customized to meet your personal needs.