




Dental Group

Presents:

# When Your Practice Is Profitable, Everyone Can Win!

 **October 3rd, 6:30 PM-7:30 PM**  
Attendees will earn 1 CE Credit

In this one-hour session, Dr. Alfe will help attendees understand that their dental practice can be a very rewarding and fulfilling business for the entire team! We will review KPIs and metrics to track, and how to increase profit with small and big changes to the practice. Dr. Alfe will also share a step-by-step protocol to establish profit sharing that works for your practice, and minimum collections numbers needed to create a bonus structure that your team loves!

### In this course you will learn:

- The KPIs each owner should monitor monthly, and national benchmarks for each
- How small changes can make a big difference to your bottom line
- BAM: the collections amount that must be cleared each month in order for the team to earn their bonus
- A step by step protocol to establish a profit sharing program that works for your practice
- Examples of how this helps motivate and reward the team and Doctors using real life case studies from Dr. Alfe's client success stories

### Dr. Gerilyn Alfe



Dr. Gerilyn Alfe graduated from Tufts University School of Dental Medicine, and completed her MBA through the Jack Welch Management Institute where she graduated as a Distinguished Welch Scholar. She was a practicing cosmetic dentist and practice owner for 25 years, and ran an insurance-independent, Fee-For-Service office for 21 years. In addition to her private practice, she worked as an author, speaker, hands-on instructor, and mentor to thousands of dentists for numerous dental companies. Her goal as an executive business coach is to help her dentist clients navigate the changing healthcare industry and find joy in building a winning practice, team, and lifestyle.

### Registration:



Care for Dental Institute  
Nationally Approved Program  
Provider to FACD/MACD Clinics

### PACE Accredited Courses

All of our CE Courses are put through the 13 rigorous standards for identifying high-quality education that the American Academy of General Dentistry has put forward.



<https://tinyurl.com/alfe10>



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