

We help practices develop the skills they need to help more patients, more often.

High impact content...

❖ Create Value with the Cycle of 6

- Drive greater case acceptance through predictable systems
- 6 Steps that lead to a Life-Long Connection with your patients
- Learn 3 Phrases that lead to “Yes”

❖ Boost Implant Treatment with Patient Savvy Lingo

- Increase awareness with confidence in implant treatment
- Use Patient-Savvy Lingo That Turns Fear Into Curiosity
- The Surprise Best Target Market For Implant Dentistry

❖ Cultivate a Passionate Team

- Discover your “WHY” individually and as a team
- Learn the top 2 ways to become magnificent
- Understanding and honoring differences in connection economy

❖ Connecting Better by Styles and Strengths

- Increase Internal and External Communication
- Use DiSC® Personal Profile Systems for Better Connections with Patients, Team and Family
- Learn to Deliver Tough Conversations with integrity

Onsite Options

❖ Develop Custom Training

- Team Questionnaires to Assess Areas of Interest
- Onsite Observation of Systems
- Secret Shopper Service for Growth and Guidance
- Teach Specific Systems – Supported with Aftercare Online (Telephone Handshake / Transfer of Power / Engage with Open Arms / Respect for the Schedule / Others)
- Understanding more about:
 - What happened to my referrals?
 - Millennials and Boomers in the same office with a happy ending!
 - When the bell rings...it's not about YOU!
 - Using SWOT to grow your referral base and team input.
 - Hard science proves developing soft skills is no longer an option. Where should you begin?

As a Professional Speaker, I focus more on you and make it less about me. My team and I spend time researching your group before I arrive and finding out how I can be of maximum impact for you. We do this because I believe you and every member of your team **DESERVES** an opportunity to grow, personally and professionally.



Working with organizations who want to improve predictability, profitability and **PASSION** for over 25 years.

JoAn Majors, RDA, CSP
Certified Speaking Professional & Published Author

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Questions you'll want to consider
before choosing your program with JoAn

1. Do you have a specific date in mind?
2. Have you used paid, professional speakers or trainers before?
3. Who have you used in the past that provided great value?
4. What did you find most valuable about the person or content?
5. Do you have a budget we should know about prior to our call?
6. What's most important in your mind to accomplish with our visit/program/training?
7. Who will be the decision maker for the program and after care plan for your group?
8. Have you considered what you want to happen 30/60/90 days after the program?
9. Is it important for you to stay in the mind of the attendees year round?
10. Is there anything else you need from us in order to be considered?



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Today it takes more than a great speaker to move people to action. JoAn's real life practice experience will have your teams inspired to action.

The Time is Now, The Choice is Yours! Call 866-51-CHOICE