

Creating Greater Case Acceptance

How to engage, educate, and close patients so they begin treatment and improve their overall health.

SEMINAR OVERVIEW

This course focuses on practical, proven strategies to help dental teams increase case acceptance by improving communication, building trust, and guiding patients to confident decisions. Participants will learn how to structure more effective consultations, ask the right questions, and present treatment in a way that resonates with patients. The session also emphasizes simplifying clinical conversations, recognizing buying signals, and handling financial discussions with confidence. Attendees will leave with clear, actionable steps to reduce unscheduled treatment and help more patients move forward with needed care.

YOU'LL LEARN HOW TO:



Identify key opportunities to improve patient communication & case acceptance..



Implement consultation strategies that build trust and uncover patient motivations.



Present treatment clearly to increase understanding and perceived value.



Apply confident closing and financial discussion techniques to improve scheduling rates.

Contact us to schedule an event!



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