

Business Planning for the Dental Practice



Health Education North West
Department of postgraduate Dentistry

Your numbers can talk – but do you speak their language?

Learn how to make better decisions and get better results with business planning. This course will highlight what you don't know about running a dental business. Discover the techniques that make the difference and how to use them in a practical way to improve your financial result. Areas to be covered include pricing, profitability by clinician and income stream, effective stock control, breakeven point analysis and performance management of your business and your team. This course is a must for everyone who owns or runs a dental business or who is planning to buy or sell a practice in the next three years.

Objectives:

- interpret your financial accounts and fully understand how your business is performing
- understand how to reduce costs and boost profits by managing your people, stock, pricing and associate pay
- recognise which techniques drive profitability in your practice
- identify the gaps in your commercial knowledge and how it limits profitable growth
- have a clearer understanding of how to develop a strategic plan that leads to a better financial future.

Outcome:

By the end of this course you will be absolutely clear about the gaps in your business knowledge and how to plug them to achieve your desired result. Andy uses words you are familiar with, such as vision, profit, brand and performance measurement, but brings them to life by illustrating how they are used practically to achieve your desired result.

About the speaker:



Andy Mc Dougall- from Spot on Business Planning

Andy applies 30 years of strategic business planning expertise to assist dental practices to dramatically transform their financial performance. Andy has a commercial, hands-on style which results in significant improvements to profitability. His focused, structured and supportive style is welcomed equally by practices looking to transform underperformance and those keen to maintain good results by introducing sound business methodologies.

Course information

Date: Monday 20th April 2015

Venue: Haydock Park
Racecourse Conference Centre,
Newton- Le-Willows,
Merseyside WA12 0HQ.

Time: 9.30am to 4.30pm
(Registration from 9am)

Cost: £30 NHS

£50 none NHS

(Fee includes lunch, please advise of any dietary requirements)

****This course qualifies for 5.5 hours verifiable CPD****

To reserve your place on please log on and register at:

www.maxcourse.co.uk/henw

Closing date for this course is Friday 3rd April 2015

Refunds cannot be given 4 weeks prior to the course start date however you may nominate another delegate

