

2017

PRACTICE BUILDER WORKSHOP

PRACTICE PERFORMANCE TRACK AGENDA - DAY 1

Time	Class Descriptions
7:00 AM - 7:45 AM	Registration
7:45 AM - 8:00 AM	Introductions and Announcements
8:00 AM - 9:00 AM	Revenue Generating Strategies: Increasing Clients and Patients
9:00 AM - 10:15 AM	Revenue Generating Strategies: Increasing Preventative Care
10:15 AM - 10:30 PM	Break
10:30 PM - 12:00 PM	Revenue Generating Strategies: Increasing Visits/Compliance
12:00 PM - 1:00 PM	Lunch on Own
1:00 PM - 2:00 PM	Inventory Best Practices: Foundation
2:00 PM - 3:00 PM	Inventory Best Practices: Setup and Usage
3:00 PM - 3:15 PM	Break
3:15 PM - 4:00 PM	Inventory Best Practices: Ordering
4:00 PM - 5:00 PM	Inventory Best Practices: Receiving

PRACTICE PERFORMANCE TRACK AGENDA - DAY 2

Time	Class Descriptions
8:00 AM - 9:00 AM	Increase Profitability by Measuring the Right Metrics
9:00 AM - 10:15 AM	Increase Profitability by Automating Your Practice
10:15 AM - 10:30 AM	Break
10:30 AM - 11:30 AM	Boost Revenue Through Online Reputation Management
11:30 AM - 12:30 PM	Lunch on Own
12:30 PM - 1:15 PM	Client Communication Strategies, Part I (Effective Reminders)
1:15 PM - 2:15 PM	Client Communication Strategies, Part II (Recapturing Lost Clients)
2:15 PM - 2:30 PM	Break
2:30 PM - 3:30 PM	Practice Performance Issues: Roundtable Discussion
3:30 PM - 4:00 PM	Q&A/Wrap Up