

# THE CYCLE OF SERVICE

## MASTERING THE PATIENT VISIT

In this course the entire team will learn the important steps to having a successful relationship with your new patient, from understanding the importance of scheduling blocks, to new patient interviews, treatment presentations, and patient follow-ups. Learn more tips and tricks that will help your existing patients be proud of their dental office and new patients become raving fans!



**Complimentary  
CE Credits**

### LOCATION:

Austin Board of Realtors  
4800 Spicewood Springs Rd  
Austin, TX 78759

### DATE / TIME:

Friday, June 7, 2024  
10:00 AM - 3:00 PM  
Lunch: 12:00 PM - 1:00PM

### CONTACT:

Crystal Madden  
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cmadden@benco.com



## KAY HUFF Benco Dental Ambassador

It was over 30 years ago that Kay began helping teams as a Dental Practice Coach, and she has proudly been the driving force for hundreds of practices to reach and exceed their professional goals. Kay is passionate about her work and carries a strong background in dental business systems, team motivation, leadership, and practice profitability.



## STEVEN JENSEN - VP of Business Development at Dental Intelligence.

Steve is an economics/data nerd and has been helping Dental Practices improve profitability & performance. He has over 11 years of experience as an educator, a love and passion for the dental industry, and is well versed in sound principles of business growth.



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