

GETTING TO THE “YES”

**THIS ONE SEMINAR COULD PUT YOU
AMONG THE TOP 1% EARNERS IN DENTISTRY**



**MORE
COSMETICS
MORE
IMPLANTS**

MORE \$\$\$\$

Discover the secrets behind
patients saying “YES” to your
comprehensive & elective
dentistry treatment plans

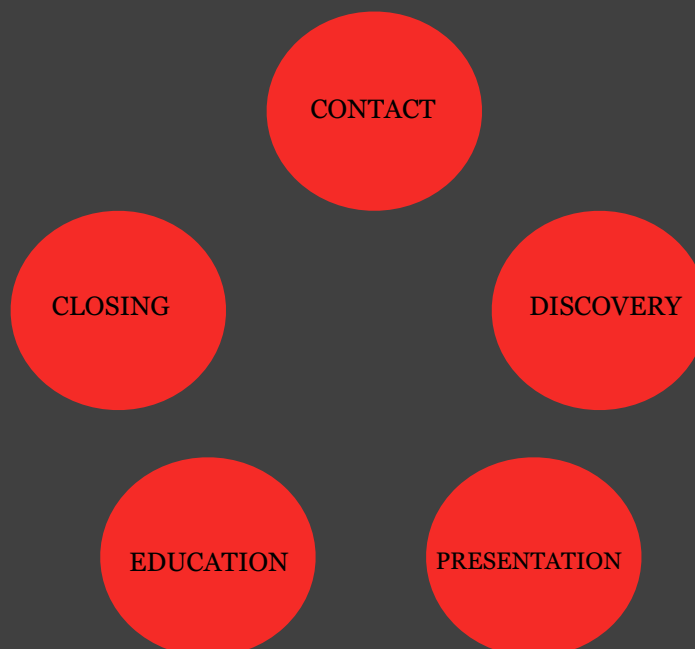
www.Drallennazeri.com

In this powerful 2-day seminar you will learn the secrets behind the top 1% performing dentists and practices that routinely offer their patients “WANT BASED DENTISTRY” VS. “NEED BASED DENTISTRY”. You will discover why and how patients accept a comprehensive dental treatment from these dentists and why they willingly pay your fee for what they want rather than what they need.

Communicating with our patients in today’s economy where so many companies compete for the discretionary income of our patients, requires a new set of skills and vocabulary in communication that continually promotes us as the number one choice in dental field and also create emotional desires for our patients to ask for elective dentistry that we are trained to offer them. Mastering the art of communication and learning ways to connect with our patients is a must for the dentist and the dental team who desire to produce more per hour, enjoy the type of dentistry they like to perform, reduce your stress and engage in dentistry that is truly life-changing and rewarding for your patients.

“CHANGE THE WAY YOU LOOK AT THINGS AND THE THINGS YOU LOOK AT WILL CHANGE.” DR. WAYNE DYER

LEARN THE DETAILS OF 5 STEPS THAT MUST BE CARRIED OUT FLAWLESSLY TO GET TO “YES”



“I have increased my daily production from \$1500/day to an average of \$6000/day within 3 months of Dr. Allen’s teachings and incorporating these principals in my practice.

Dr. Bobby Etemad

“I never knew it is possible for patients to ask me for the work they wanted rather than my staff and I convincing them that they need to have a smile make-over. The program is worth every euro as I have recovered 1000X over.”

Dr. Alex Hashemi

“Dr. Allen is truly a hands-on clinician and teaches principals based on actual experience and not theory. His passion for teaching dentists how to become more productive and become the best they can be in pursuit of their dreams has helped me become a better and a richer dentist.”

Dr. Robert Nash

“My regret is that I did not attend the program with my dental team as it is essential for any team to know the rules of engagement for a high performing practice. I cannot wait until Dr. Allen returns to Las Vegas for another program.

Dr. Ruth Mercedes Estrada

“My team and I have been using the scripts we learned for every procedure and now patients tell us what they want rather than us telling them what they need. This is a powerful seminar and I wish every dental school would teach it.”

Dr. Peter Ma

“ I recently closed a \$80,000 full rehab case and I like to thank Dr. Allen for his mentorship , coaching and building my confidence in knowing that I can be paid well for what I was trained for but could not sell. ”

Dr. Philip Chin

THIS SEMINAR WILL TEACH YOU...

- The 5 things that you must do to become truly a comprehensive dentist
- The details of the 5 steps that needs to be carried out flawlessly with each patient in order to earn their business and retain them as a patient for life
- How to immediately increase your production by incorporating one simple step in your diagnosis?
- Learn why patients' registration form is an important tool in approaching each patient?
- Why presenting dentistry based on “fear” or “ need” does not work in presenting complete and elective dentistry?
- How to help patients discover what they want and let them sell themselves?
- What are the barriers to the sales process and how you and your team need to avoid them?
- Why educating the patients too much and too early can kill your presentation?
- The steps necessary in communicating a complex treatment plan with patients
- Why is necessary for your team to promote you and how to help you discover what your patient wants?
- Why people make an emotional buy and why 85% of patients are not price shoppers?
- Why dentists are their own worst enemies and think patients can not afford it?
- What internal marketing efforts you and your team need to employ on a daily basis so you never have to worry about your patients going to the competition?

“ You can hone your clinical skills every year by attending clinical courses offered by top clinicians, but if you never get to sell what you learned on a regular basis, you are only engaged in an expensive hobby.”

Allen Nazeri DDS FICOI MICO

Cosmetic
Dentistry

Porcelain
Inlays & Onlays

Fixed Bridges

Dental Implants

Full Mouth
Reconstruction

Periodontal
Therapy

Teeth Whitening

Missing Teeth

LEARN THE SCRIPTS THAT SELLS

TEAM WORKSHOP ROLE PLAY

HAND-OFF

PATIENT INTERVIEW

PRACTICE PROMOTION

DENTIST PROMOTION

SERVICE PROMOTION

COMMUNICATON WITH THE DENTIST

TREATMENT PLAN AND PRESENTATION CYCLE

FOLLOW UP

TESTIMONIALS

SCENARIOS

NEW PATIENTS

EMERGENCY PATIENTS

RE-CARE PATEINTS



ABOUT THE SPEAKER, COACH & MENTOR

Dr. Allen Nazeri is the founder and executive chairman of Nazeri & Company Co., Ltd, a boutique firm focused on Healthcare Advisory, Consulting, Investment Banking, and the CEO of Dr. Allen Nazeri Healthcare Advisory Group, based in Bangkok, Hong Kong & Las Vegas. Dr. Allen began his professional career as a Cosmetic Reconstructive Implant Dental surgeon in USA for nearly 24 years and provided dental services to some of the most notable ,influential leaders in the world such as Mr. Bill Gates, Dennis Washington, Liz Koch, Richard Heckmann, Ralph Brunette, Andre Agassi, Dr. Wayne Dyer , and many confidential super models and hollywood celebrities.

Dr. Allen's career took a path of serial entrepreneurship over the many years that he practiced. At age 47, he decided to retire from clinical dentistry and and decided to take a leadership and management role as an advisor and a consultant in the field of healthcare. He expanded his healthcare consulting practice to Asia where the opportunities for growth and demand for his services, due to increased aging population and middle income expansion has resulted in massive expansion of healthcare groups in the region. In 2016, due to the large demand for healthcare transactions he established a global healthcare investment banking firm.

Dr. Nazeri is a dental graduate of Creighton University, a Certificate holder in Prosthodontic and Dental Implant from Los Angeles, MBA in areas of Investment Banking, M&A from University of Bedfordshire , in London. As a Carl Misch trained surgeon, He has also achieved his Fellowship and Mastership in International Congress of Implantology.

Dr. Allen owned and operated 15 dental clinics in the United States and was the director of education for a 300 location group dental practice. He currently serves in a consulting and advisory role with MALO CLINIC Global, the largest dental group in the world, as well as works very closely with MALO CLINIC Thailand, Singapore & Norway. He has been involved in consulting hundreds of clients from start up phase all the way through public listings and had also been a catalyst in securing private equity funding for many large dental groups both in Asia and USA.



DR. ALLEN WILL SHOW YOU THE PATH TO...

SUCCESS

BY SHOWING YOU HOW YOU TOO CAN HAVE YOUR DREAM PRACTICE & THE INCOME YOU DESERVE

FAILURE

BY SHARING WITH YOU THE MISTAKES HE MADE SO YOU CAN AVOID THE PITFALLS, TEMPTATIONS & DETOURS IN YOUR PROFESSIONAL CAREER

PROTECTION

BY RECOMMENDING WAYS TO PROTECT YOURSELF FROM FRIVOLOUS LAWSUITS AND PRESERVE YOUR ASSETS

CORPORATE GROUP RATE:

Corporate Group Rate

\$9,988.00*

Up to 60 People Additional Persons \$150 p/p

*Speaker Fee Only

Travel Cost and Simultaneous Interpreter Additional

REGISTRATION

Contact Dr. Allen

USA +1 (702) 605-0555
Thailand +66 (0) 65- 782-6542
USA + 1 (623) 565-9899

Email: info@Drallennazeri.com