



**SPEAR**  
PRACTICE SOLUTIONS™

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*Expert help for the independent practice*

## *You have questions*

- When can I confidently give myself and my team a raise?
- Are we spending too much time on collections?
- Could our hygiene department increase production?
- What can I do about no-shows and cancellations?
- How can my team improve case acceptance rates?
- How can I compete with DSOs?
- What's the most effective way to grow my active patient base?
- Is there a way to increase production revenues per patient?
- What about retirement?
- What can we do to ensure positive patient outcomes?
- When will I have more time for family — and life?
- How could I encourage more referrals from my existing patients?
- Are team meetings really a good use of our time?
- How can we move away from insurance-based dentistry?
- How can we improve revenues without burning out?
- If I invest in extra team members, how can I ensure we'll be more profitable?

## *We have answers*

# The Complete Solution

**Spear Practice Solutions is more than consulting.** It's more than education. And it's much more than data. It's a complete business and clinical solution to help practices reach their full potential. With Spear Practice Solutions, the most trusted name in dental education offers the most effective practice-consulting solution available. Components include:



## Your own dedicated consultant

You'll work with a dedicated consultant who will identify business opportunities in your practice, helping you achieve your practice objectives



## Powerful analytics and reporting

We compile all your data into a clear, comprehensive dashboard that helps you visualize practice health, proactively solve challenges and manage team goals



## Prescribed learning

Your consultant prescribes content to you and your team based on the practice's unique challenges and opportunities. Courses help team members refine their skills and develop new techniques to grow the practice.



## Campus workshops for your entire team

Join us in Scottsdale, Arizona, for workshops aimed at strengthening individual roles and aligning your team to optimize practice growth

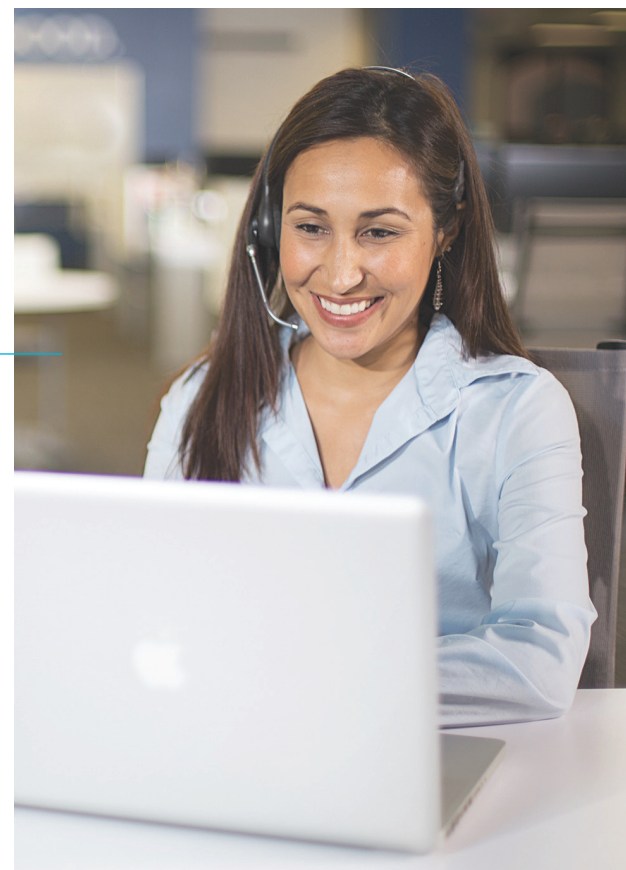


## Your Own Dedicated Consultant

Your practice solutions consultant is your coach and your partner. They identify business opportunities in your practice and provide resources to help you meet your goals.

- ✓ **Ongoing coaching, feedback and advice** from your dedicated practice solutions consultant to help you develop a growth mindset and refine your leadership skills to push your practice forward
- ✓ **Monthly one-on-one calls** with your practice solutions consultant to tackle your biggest challenges and create a sustainable path for success
- ✓ **Weekly team meeting agendas** created by your practice solutions consultant tailored specifically to your practice and your team to eliminate any guesswork in preparing content
- ✓ **Monthly team meetings** with your dedicated practice solutions consultant so your team stays engaged and on track with your long-term goals and practice vision

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# Powerful Analytics and Reporting

Make sound business decisions with clear, actionable data. Assess the health of your practice with real-time information that helps you proactively identify challenges to make meaningful adjustments.

- ✓ **Intuitive dashboard** to help you visualize your practice data and monitor the metrics that matter most
- ✓ **Customized goal-setting and tracking tools** to monitor and manage your team's performance
- ✓ **Weekly and monthly reports** delivered straight to your inbox provide a clear snapshot of the practice's performance
- ✓ **Analysis of your fee schedule, profit and loss statements, and other critical areas** of your practice that have an immediate impact on your production



## Prescribed Learning

Uncover new ways to think about your practice and the patients you serve while strengthening team alignment. Your practice solutions consultant will prescribe Spear's industry-leading curriculum based on your practice's unique challenges and opportunities.

- ✓ [Exclusive access to Spear Practice Solutions curriculum](#) designed to address specific challenges within your practice
- ✓ [Online courses, discussion guides, quizzes, worksheets and checklists](#) to help you create new habits and increase efficiency by establishing best practices for everyday tasks
- ✓ [Access to Spear Online](#), which includes more than 1,300 lessons to help you and your team achieve clinical excellence
- ✓ [Access to Spear's patient education videos](#) to help you engage patients with content proven to increase case acceptance



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## Campus Workshops

Immersive, expert training at the Spear Campus in Scottsdale, Arizona, to foster team alignment and build the skills your practice needs.

- ✓ **Inspiring, interactive seminars** with the top dental industry educators and speakers on topics that will leave your team unified toward your collective goals
- ✓ **Breakout sessions** to maximize your team building and inspire new ideas you can implement in your practice right away
- ✓ **Six different expert, skill-building workshops** designed for specific roles in the office to enhance your team's ability to provide exceptional patient care
- ✓ **Networking with other dental teams** committed to practice excellence to learn from colleagues facing the same challenges



# Consulting Redefined

Spear Practice Solutions is unlike any dental consulting you've experienced before. Here's the difference:

	Traditional Consulting	Spear Practice Solutions
<b>LEARNING</b>	Prepackaged, one-size-fits-all solution	Customized, comprehensive tools for change
<b>SUPPORT</b>	Periodic touchpoints, mostly reactive	Ongoing virtual coaching to ensure engagement
<b>MONITORING</b>	Time-consuming spreadsheets and trackers	Powerful, real-time analytics
<b>TEAM</b>	Focus on doctor and office manager, not team	Campus workshops for team training

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“

*The platform is what sets  
Spear Practice Solutions apart*

*The information on the platform allows the dentist to understand where to focus the effort in leadership to receive the maximum benefit for his or her time. Without the data and knowledge the platform gives us, we wouldn't know where to target our efforts.*

”

Chad Carpenter, D.D.S.



SUCCESS STORY

# A Solution for Driving Business

**Michael Snider, D.M.D.**  
Greenwood, South Carolina  
Spear Practice Solutions client since June 2017



*“If a situation comes up, my practice solutions consultant is always available by text, email or phone. I don’t feel like I ever have to call, then keep calling back. I call and tell them what I’m looking to do in my office and they respond quickly. They’re always just on top of it.”*

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Results since joining Practice Solutions:

 **+26%**  
in annual revenue

Generated more than \$400,000 more in annual revenue in 2017 over 2016

 **+40%**  
in production

Increased production by 40 percent in the first quarter of 2018

 **+20%**  
treatment plan

Increased average treatment plan revenue by more than 20 percent per patient

SUCCESS STORY

# A Solution for Rapid Growth

**Sammi Hadad, D.D.S.**  
Brownstown, Michigan  
Spear Practice Solutions client since October 2017



*“With the Spear Practice Solutions platform, you can open it up every day and see exactly where you’re at. You don’t need to go run a report to see revenue, accounts receivable or how much is out there in treatment plans. It’s so useful and it saves time.”*

Results since joining Practice Solutions:

 **+130%**  
in personal hourly production

Personal hourly production increased by more than 130 percent — from \$341 to \$800 per hour — in less than one year

 **+24%**  
in production

Overall production increased by 24 percent, leading to an additional \$135,000 in revenue in the first five months

 **100%**  
team alignment

Developed a strong sense of team alignment and synergy, enabling team members to operate more efficiently and take more pride in their work

SUCCESS STORY

# A Solution for Improving Production

**Robert Conte, D.M.D.**  
Warwick, Rhode Island  
Spear Practice Solutions client since February 2017



*“We are running the practice like a streamlined business with daily, weekly and monthly meetings that are all very purposeful.”*

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Results since joining Practice Solutions:

 **+\$209,000**  
in production revenue

In just six months, the practice had its best month ever with more than \$209,000 in production revenues

 **+40%**  
overall production

Average monthly production increased by nearly \$25,000 and overall production is on pace to increase by 40 percent from 2016 to the end of 2018

 **+89%**  
patient retention

Patient retention increased from 68 percent to 89 percent

## SUCCESS STORY

# A Solution for the Entire Team

**Brandon Cairo, D.M.D.**

Worcester, Massachusetts

Spear Practice Solutions client since January 2017



*“We are experiencing **happier, more motivated team** who feel challenged and excited about their work... **everyone is now aligned around practice goals.**”*

Results since joining  
Practice Solutions:

 **+\$85,000**  
in annual revenue

Annual revenue increased by \$85,000  
in the first year

 **+24%**  
patient retention

Patient retention increased from  
68 percent to 84 percent

 **+130%**  
treatment plan value

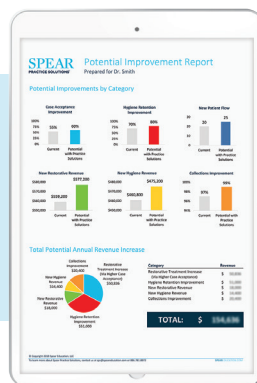
Average treatment plan value  
increased over 130 percent, from  
\$2,100 to \$4,995 for new patients

# Are You Ready to Grow Your Practice?

Find out how Spear Practice Solutions can take your practice to new heights. You'll receive a complimentary practice assessment and a personalized Potential Improvement Report, which provides a snapshot of your practice's performance and highlights opportunities for growth.



Contact us at **866.781.0072 ext. 3** or **sps@speareducation.com** to receive your complimentary Potential Improvement Report and practice assessment.



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“

*Pure genius.*

*I have never been more  
impressed with a seminar and a  
practice-consulting concept.  
Spear Practice Solutions takes all  
of the work out of consulting  
on our end.*

”

Robert Conte, D.M.D.



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