

ULTIMATE ASSISTANT

SALES EDUCATION

Is your whole team selling dentistry? Does your team know how to get patients to say “yes”? Does your team have the skills to overcome patient objections? If not, let’s train them to be more skilled educators and treatment plan closers!

This two-day sales training will teach your team:

- Verbiage to overcome objections
- How to utilize open-ended questions to get patients involved in their treatment needs
- The verbal skills to get to the true objection
- The skillset to support the doctor in closing on the presented treatment
- How to overcome confrontational tolerance

K7/BIOPAK TRAINING

Is your team trained to support you in presenting Neuromuscular/Physiologic bite correction treatment to patients? Have you given them the skillset to run scans for you and start conversations with patients about what the scans show? Would you like your team to be able to support you better in treatment presentation and utilizing your state-of-the-art equipment? If you would like that, we have a 2-day BioPak training to help you give your team the skillset they need to do this!

This 2-day training will teach your team:

- How to explain what the K7/BioPak, EMG’s and tens are used for in diagnosing problems/concerns, but in terms a patient can understand
- How to set up a patient properly on the K7/BioPAK
- How to run scans using the K7/BioPAK
- How to educate a patient on what the pre-scans show to support better and set-up the dentist for success.
- How to properly set a patient up on the TENS unit (and explain the need for it and what it does)
- How to keep patients moving toward success in the first phase of treatment utilizing a proven “subjective summary” sheet based on patients’ responses to improved health at each visit.



QUOTE:

"Sherri was my primary and best treatment coordinator in my career. In case you don't know of me, we developed what has been called the premier NM reconstructive practice in America. She also helped teach in my seminar and hands-on courses! We completed more NM dentistry (successfully) than anyone I know.

She can teach, explain, sell, and assist with all phases of NM procedures, a true leader in the office! She is great with both Myotronics and BioPak equipment. You would further your career by leaps and bounds by signing up now while you still can!"

~ **Brad Durham, DMD**

Questions: info@bryantconsultants.com
877.768.4799



ABOUT SHERRI

Sherri worked and studied under Dr. Brad Durham in Savannah, Georgia, for seven years and was promoted to Trainer in the Niche Seminars that have been attended by internationally recognized dentists from all over the world, including the United States, Canada, and Australia. Dr. Durham was the first dentist awarded a Mastership at the world-renowned Las Vegas Institute for Advanced Dental Studies, and he educated and trained Sherri to be one of the most skilled dental assistants in the world.

While dental assisting has been much of her dental career, in the last several years, she has consulted and trained dentists and their teams in practice systems, techniques, and communications skills that not only create a productive, efficient, happy work environment but also provide their patients the most extraordinary dental experience.

Wallace Community College, 1989-1991 Associates Degree
UNIVERSITY OF FLORIDA 1991 EFDA Certification