

Confusion is the Killer of Case Acceptance



Dr. Paul Goodman

1CE/ AGD Code: 550 Practice Management

Synopsis:

Improving your daily dentisting life requires a commitment to enhancing clinical techniques, patient communication skills, practice management systems and taking care of yourself as the dentist. In this course, Dr. Paul Goodman will go over systems to help get your day started successfully, talk about overcoming daily challenges within your practice and help you create a streamlined approach to case presentation.

Learning Objectives:

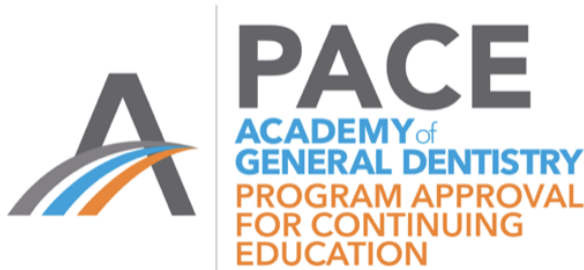
- Systems to get your day started on the right “nacho foot.”
- Nachos will be dropped. How to deal with them?
- Talking to patients about money is the queso of your Dental Nacho World and no one teaches you to talk about queso.
- Clinical and financial confusion is the killer of case acceptance. Create a streamlined approach to case presentation.

Biography:

Dr. Paul Goodman is a practicing general dentist and the managing partner of a group practice with two locations along with his brother, Jeffrey, in Mercer County, NJ. Over the past ten years, Dr. Goodman has acquired three dental practices and has transformed his father’s general practice into a dental group that employs multiple general dentists, specialists, and over twenty team members in two locations.

After graduating from the University of Pennsylvania School of Dental Medicine in 2002, Dr. Goodman pursued additional training at Albert Einstein Medical Center in Philadelphia. During his general practice residency and hospital fellowship at Albert Einstein Medical Center, Dr. Goodman had the fortunate opportunity to learn how to place and restore dental implants. Dr. Paul Goodman is also known as Dr. Nacho. Founder of the Dental Nachos Facebook group dedicated to helping dentists and teams increase their success, happiness and most of all, have more fun dentisting.

Dr. Goodman lives in Center City, Philadelphia with his wife, Mary, and their two daughters, Daphne & Drew. They love all Philadelphia has to offer, especially the fantastic restaurant scene. Visit www.peningtondentalcenter.com or www.dentalnachos.com to learn more.



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