

# Practice Focus

## *June 2026*



### Building the Big Picture, Creating Complete Health and Delivering “Patient First” Dentistry

#### **1. *Brief Essay***

- Who We Are, What We Do and Why It Matters

#### **2. *Emotional Connection***

- Playbook of Affirmations and Questions
- Discovery Process

#### **3. *Clinical Philosophy***

- What: Health, Function, Beauty
- Connecting Clinical Philosophy to the Big Picture

#### **4. *Pillars of Health***

- How: Compare and Contrast

#### **5. *Pathway to Health***

- Why: Quality of Life
- Plan and Passion

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*Dental* **Success Today**



# Action Plan

## *Emotional Connection*



### Playbook of Affirmations and Questions

*Emotional connection begins by:*

*Offering praise, affirmation and appreciation.  
Asking questions, being a listener and expressing empathy.*

*Everyone, position by position:  
What's in our playbook of patient affirmations?*

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*Everyone, position by position,  
What's in our playbook of patient questions?*

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# Action Plan

## *Emotional Connection*



### Discovery Process

*With every patient, think in threes:  
Ask. Discovery. Next Steps.*

*During the discovery process, how are we creating resonance  
and demonstrating our understanding with patients?*

*Think about:  
Restating. Reassuring. Reaffirming.  
Engaging patients with pictures, proof and pain.  
Creating collaborative and interactive diagnosis.*

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# Action Plan

## *Clinical Philosophy*



### Connecting Clinical Philosophy to the Big Picture

*A Big Picture mindset thinks in terms of:*

*Value, not volume  
Quality, not quantity.  
Visions, not visits.  
Possibilities, not procedures.  
Outcomes, not dentistry.  
Benefits, not money.*

*Our “What”*

*How can we link our Clinical Philosophy to the Big Picture?*

*Think about:  
Health. Function. Beauty.*

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