

— DENTAL SUCCESS TODAY —

PRACTICE — IN ACTION —

Our team was fortunate to attend the August training in Nashville. Let me just say “WOW”. What a great impression this visit made on our team. We learned many valuable techniques and gained a load of motivation.

As a team we feel the proper execution of the “Triangle of Trust” (what we also refer to as the TOT) was most beneficial.

The first day back after our trip we put the TOT into action and the results were off the chain! We were amazed! It was exhilarating to see everyone working together so cohesively and delivering the same message. When using these techniques we can physically see the patient agreeing with what we are recommending for their care. We have had several successes since we have been back. But one of the most successful was an existing patient! Every patient matters new and existing! She scheduled a smile makeover!



Josey Lane Dentistry