



I am aware you have many choices in coaching/consulting companies. When I decided to launch Prosperity Dental Solutions it was to be consciously different and not necessarily compete with the other consultants already delivering what I'm sure are valuable services. My ideas and what sets me apart and experience after 24 years in dentistry are what I offer. Allow me a moment to share my history and why I chose to do coaching hands on and integrative. First, I call myself a coach because there isn't much I coach I haven't been involved in personally in my professional career. Because of this I choose to be hands on and integrate the changes I am recommending. As a clinician I feel it is hard to wear all the hats you have to wear daily. It can be daunting to try to get staff buy in on new ideas and procedures in your practice. My experience shows me that nothing can change in a business without integration. My leadership of teams, hygiene departments as well as Dr.'s has allowed me great understanding in honing the motivations and systems to drive the engine of change in a dental practice.

My first 18 years in dentistry were as an Office Manager who transitioned into a Practice Administrator. I ran the shows I managed for the dentists I served, which included two Fee For Service (FFS), one with limited PPO acceptance, one of six in a small DSO environment as well as transitioning an HMO practice to an FFS in 1 year. I always had an owner's mentality. I then transitioned into a practice co-owner with a dentist partner. While this is not legal in every state, in Texas it was if set up correctly. In this partnership he was the Clinical Director and I was the Director of Operations. We co-owned and ran two dental practices until his health told him it was time for a shift.

I thought I understood dentistry until I became a co-owner. That took my level of understanding to a new level. I share this with you so you understand when I say I am a coach I believe I can understand, add value and stand shoulder to shoulder with you the Dr. and the teams I coach. I understand how to coach on healthy overhead, how to make those percentages work in a practice logically. How to train, trust and empower your team with systems and best practices per area in your practice. The business life cycles of a practice, where you are in yours, what you need to accomplish in each cycle.

I am from Texas and I love football. I use the football analogy of hiring a quarterback coach who has been a quarterback....it's easier to understand something you have personally done before and had skin in the game! This is why when I decided to transition into coaching, I chose to keep my coaching more integrative and hands on. You get me. I have coaches who come in to work on specific areas if I feel your team needs that for buy in such as hygiene and front office coaching, but I have built and managed and inspired teams for 24 years. I love this field we serve, and you get me to be the change agent in your practice.

I also love the relationship between a patient and a Dr. I feel it is sacred and should be honored and protected from insurance intrusion as well as scarcity tactics and mentalities, whether they be from the staff, outside influences or the Dr. Mindset is a huge factor in the level of practice you own. I coach practices to prosperity. I do not crisis coach when a Dr. is hanging on by the threads of their teeth in fear of insurance intrusion and nickel and diming to stay afloat. I coach practices that are doing soundly and want to move to the next level in their practice. Think...."Good to Great", delivery of high end patient service and playoffs to Super Bowl. This is my niche for my personal attention because when you sign up for Prosperity Dental Solutions coaching you get me! One on One with me, you and your team! I don't do cookie cutter or the same in every practice because I believe every Dr. is different and unique and deserves his or her World Class practice they envisioned, in their community, doing the type of dentistry they desire to do.

I'm excited about the future of dentistry as well. With implants being an accepted modality every day today. The growth and awareness of Cone Beam/Ct Scan and 3D printing the future is as wide open as the clinician chooses. I've learned that if you don't love your practice then your life becomes in disarray as well. My tagline is, "Love your practice....Love your life!" This is how I feel and what my objective becomes in coaching your practice up!