



making good practices great



## What are the challenges in your practice?

"I am so frustrated, my finances are in chaos, my overdraft is increasing and I don't know where to start to get them sorted."

"I am feeling incredibly despondent and overwhelmed, I have so much to do and I feel I have lost control of how I want my practice to run."

"I am feeling trapped, I no longer enjoy my dentistry, I don't know how to get out or what else to do, I wish I could get my passion back."

"I have noticed a huge drop in people coming through the door and I am fearful about the future of the practice"

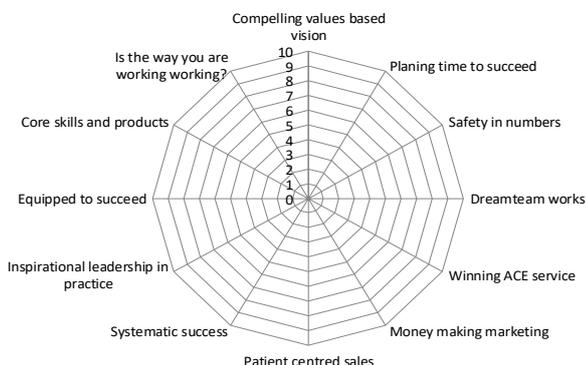
"Patients are putting off their treatments and I am realising this is probably because I may not be very good at selling"

"I find it difficult to recruit, train, manage and retain staff that do their job properly."

"I am just about to buy my first practice, and I want to make sure I run it properly from the start. I have not had any training in how to run a business or manage staff, I am worried about making expensive mistakes"

**We work with dentists who want more patients, more money, more time, a significantly better quality of living and want to see results in 3-6 months.**

To find out how together we can make your good practice great,



Call today 0044 (0) 7989 757 884

E-mail now [Jane@IODB.co.uk](mailto:jane@iodb.co.uk)

[WWW.Theinstituteofdentalbusiness.co.uk](http://WWW.Theinstituteofdentalbusiness.co.uk)

## We offer

**Diagnosis** to discover the major problems in your practice

**Tailor made solutions** to the challenges in your practice

**Space** to think and get understanding

**Accountability** to achieve your goals

**Freedom** to explore your options

**Access** to a vast bank of resources and templates

**Tips, tools and frameworks** for development

## Guaranteed results

## Our values

## Our clients include

Principals  
Practice managers  
Associates  
Specialists  
Foundation Dentists  
Young Dentists  
Hygienists / Therapists  
CDT's  
All Team members  
NHS practices  
Private practices  
Mixed practices  
Cluster practices  
Corporates

Honesty	Reliability
Improvement	Communication
Professionalism	Simplicity
Understanding	Generosity
Flexibility	Learning
Integrity	Client focus
Fairness	Results
Value for Money	Team-work
Accountability	Collaboration

## What you will achieve

**Clarity** Through understanding the vision and purpose of your business

**Confidence** Through developing your leadership and management skills

**Security** Through improved financial intelligence, sales and profitability

**Freedom** Through improved time management and efficiency

**Peace** Through developing a dream team and awesome A.C.E customer service

**Independence** Through implementation of efficient business and organisational systems

**Success** Through creating a healthy and wealthy practice



## We guarantee

**More money**

**More happier patients**

**More time**

**A reliable team**

**A better quality of life**

**Rapid sustainable results**

**Less Stress**

**Improved Practice**



making good practices great



Enabling practices to have more patients, more money, more time, a significantly better quality of life and get results quickly

The Institute of Dental Business is an award winning coaching and training organisation that specializes in working with dental practices, healthcare professionals and other owner managed businesses in the UK, Ireland, Europe, USA and Australia

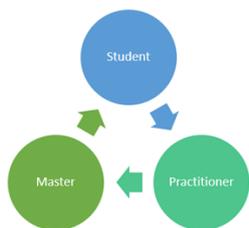
Our principal coach Dr Jane Lelean is the only coach in the UK who holds a dental qualification, an accreditation from the International Coach Federation and has been accredited by the Institute of Healthcare Management.

Jane owned and ran her own dental practice for 13 years and has a wealth of experience owning and managing a profitable and successful dental practice and the challenges that brings. because of Jane's experience and expertise she is the ideal coach for you and your practice.

## Our 2019 packages



Our programmes have been designed to take you on a journey to mastery and give you strategies that work.



### Taster

A one-month experience for someone who is new to the concept of coaching and mentoring and wants to have an experience before committing for the full 12 months. (1 x workshop from Transform your practice in 10 days, 1 x success springboard coaching /mentoring sessions, 1x on-line webinar)

**Foundation 1 programme** For a practice owner or practice manager, or associate who wants to develop their knowledge of business ownership, leadership and management skills. This programme will kick start the improvement of the practice. You can attend alone or bring team members. (10 x Transform your practice in 10 days workshops 12 x monthly on-line webinars)

### Foundation 2 programme

For a practice owner or practice manager who wants to develop their business ownership, leadership and management skills, and who would like to take this process slowly and at their own pace or who has attended Foundation 1 and wants to consolidate their learning. (12 x Success springboard coaching and mentoring sessions, 12 x monthly on-line webinars)

**"Since working with you money has been haemorrhaging into my account. Thank you."** Sandra Crathen

**"You are ahead of the game in thinking about the business and there is clearly a huge amount of accumulated talent and a real passion for what you do."** Dr Giles Brindley

**"Thanks again for everything. has been So informative and has given me a strong foundation to build a practice and business."**

### Student

If want a stress-free practice that you own rather than it owns you, this is the ideal starting solution.

This programme contains all the elements that are essential for you to transform the productivity, profitability and prosperity of your practice and your life. It is the seminal training programmes for a principal and practice manager that are committed to success, by working together to improve the practice for the patients, team and community.

This package provides training coaching and mentoring ensuring that you get all the information and support you need. You can attend alone or bring team members. (4 x DCP Diagnosis Consideration and Planning 6 hours IODB offices, 10 x Transform your practice in 10 days workshops (TP10D), 1 x Patient Centred Sales – BEST CHOICES in house,\*\* 12 x Success springboard coaching and mentoring sessions, 12 x monthly on-line webinars)

**Practitioner** For a practice has been through the Foundation 1 or Student programme, and still has progress they want to make and are committed to excellence by investing the team with training, coaching and mentoring. (2x6/12 Transformational Team Training, 7.5 hours in-house or off-site, 24 x Success springboard coaching and mentoring sessions 4 x DCP, Diagnosis, Consideration and Planning IODB offices, 12 x monthly on-line webinars)

**Mastery** This is an elite mentoring programme for practices that are committed to business and clinical excellence. There are entry requirements for this programme., completion of the practitioner programme. (2 x 6/12 Transformational Team Training 7.5 hours, in-house or off-site, 4x DCP, Diagnosis, Consideration and Planning IODB offices, 12 x Success springboard coaching and mentoring sessions, 12 x monthly on-line webinars, 6 x Bi-monthly Advanced Mastermind Group)

### Pick and Mix

12-month or 24-month programmes that you have designed by picking and mixing any elements of the coaching,

**"There was so much that I never even considered"** Dr Jason Wong

**"I wish I had met Jane 10 years ago, I could have saved myself so much stress!"** Dr Bertie Napier

**"Will give you a framework to start improving your practice."** Dr Nimesh Patel

**"Jane is amazing, her courses are like no other you'll have ever attended. Relevant, amusing and full of relevant information"** Sarah Marshall

training and mentoring we offer.

Our six standard packages have been designed for you; so that wherever you are in your journey of developing your practice, into a turn-key<sup>^</sup> operation, we have the answers you are looking for.

Investments and booking details available on request.

**Whatever your budget there is a solution for you**

### To make your practice better

To succeed you must act

To act you must know

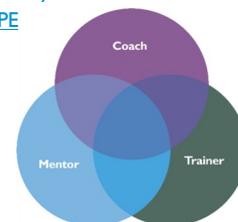
To know you must learn

To learn you must be curious

To be curious you must be aware

If you would like to be aware of the health of your dental practice take the **Brilliant Practice Evaluation (BPE) today.**

<https://www.surveymonkey.co.uk/r/Brilliant-Practice-Evaluation-BPE>



**"There is so much more to the business of dentistry than you know."** Amit Mohindra

**"Informative, eye-opening, enjoyable."** Dr Dipesh Patel

**"It gives you the tools and confidence to act."** Lisa Freeman

**"Excellent - will change your business"** Dr Paaras Dhanani