

Prosperity Preparedness Dr. Dean L. DePice

Course Objective: The objective of this course is to prepare your house by growing your prosperity through examination of your DVA (dollar visit average) and finances. How are you going to move the needle to obtain lasting prosperity? This course will provide you the 7 tools for prosperity preparedness.

Statement of Purpose: This course provides proven procedures to increase your practice's profitability. Train at preparing and delivering clear and concise care plans to patients through assessing patient needs and objectives of care.

Overview of Course: Steps will be reviewed to grow your DVA by enhanced competency of patient care ongoing assessments. Building patient longevity through compliance on care plans grows practice prosperity. This course will provide the procedures and time to interact in workshop style classes.

2 CE Hours – Lifetime Care – PVA Bliss

Wellness/Supportive Care

- Educate patients on how to assess their most realistic expectations of wellness care based on their body's potential versus their limitations
- Provide interactive steps the patient engages for their optimal ownership of how wellness care serves their overall health objectives
- Explore tools of delivery that will enable the doctor to effortlessly, in the moment, slow down and engage the patient to choose to comply with their best recommended lifetime care choices

6 Non-CE Hours (Think 7 Tools)

2 Hours – DVA Drivers and Complimentary Services

Tool #1:

- Create a non-insurance dependent practice

Tool #2

- Grow DVA (dollar visit average) through expanding the services you provide and ensure those services are being paid.
- Care plans encompassing services the patient's needs for their lifetime



1 Hour – Financial Prosperity with New Patients

Tool #3:

- Start prosperity right from day 1 – build value driven decisions
- Clarity on finances delivered consistently in your ads, by CA's and by the doctors
- Zero balance policy on day 1 – all services paid

1 Hour – Safeguarding and Inspecting

- Assessing financial problems in your house and setting a plan to clean them up

Tool #4

- Financial variances and how to address them while staying profitable in practice – learn the formula
- Implementing financial change correctly – how to do this immediately

1 Hour – Fine Tuning Your Finances

Tool #5:

- Break even analysis applied at all stages of practice existence and growth

Tool #6:

- Growing profitability by reducing overhead, and analyzing monthly profit and loss statements
- Setting nirvana financial numbers for the practice's growth

1 Hour – Delivering Finances for Longevity

- Dos and don'ts of delivering finances to patients

Tool #7:

- Building patient ownership of their problem – subluxations
- Communicating the value of your unique solution - the chiropractic adjustment