

Mr. Peter Barry
CMC RRDH

Transformational Trainer &
Strategic Enhancement Coach

PRACTICE



MASTERY

Guiding Transformations



Inspiring Keynote Addresses!
Professional Development Seminars!
Empowering Skill Development Workshops
Custom Designed Programs/Topics!

INNOVATIVE PRACTICAL EMPOWERING PROGRAMS FOR THE GROWTH-ORIENTED DENTIST & TEAM

About Peter

Peter Barry is an industry expert and highly sought-after speaker who has inspired audiences across North America. He is founder of **“Practice Mastery”** a highly personalized boutique coaching company that helps Dentists and their Team to achieve extraordinary growth, higher income and exceptional quality of life. He empowers dental professionals to serve their patients more caringly, more inspiringly and most of all more effectively.

His insightful programs are filled with revealing concepts & practical strategies that inspire the heart to take-action; while empowering the mind with the innovative strategies & skills needed for achieving clinical excellence & professional growth as well as your practice development goals.

As a sought-after Key Opinion Leader, he is often called upon to create custom lectures & support training for dental industry companies as well as professional organizations. He is also a faculty member and frequent speaker for **“The Institute for Dental Excellence”** (Implant Residency Program) on the subject of value creation, communication excellence & empowering patient consultations.

Invite Peter to Speak at your Next Event

So, you have an important conference or event and need an inspiring speaker who can give your audience an empowering experience they can use in their practice the very next day. Peter is authentic, easy to work with and cares deeply about your desires. He is passionate about “touching the hearts & minds” of the audience and about giving them real-world strategies that will take them to new levels of performance & success. He can contribute to making your next meeting or event an unforgettable experience.

He is fun and has a thorough understanding of leadership, team dynamics along with the business & clinical aspects of running an effective practice. The concepts, tools and strategies he shares (based on testimonials) frequently trigger lasting change and positive results in the professional & personal lives of people in attendance. He is frequently invited back as a return speaker and looks forward to contributing at your next event or meeting.

Fanning your
inner sparks of
possibility
Into flames
of achievement
& professional
growth

The Difference
between “ordinary”
and “extraordinary”
is shorter than
you think!

Imagine | Decide | Achieve

Experience the dream, the practice and the life you want!

“Leadership” is a “TEAM” Sport

Together Everyone Achieves More

This fresh and exciting program will walk your entire team through step by step strategies for developing and empowering the “leader” in every one of your team members. It is filled with revealing concepts and practical strategies that will enable your office to develop a more effective culture of shared leadership; where everyone works/plays with team goals in mind; while feeling more connected valued & empowered to succeed. Leaders synergizing with leaders is what ignites the chemistry of your championship team. It’s not about title, it’s about the way we all show up to turn our individual contribution into team-based group level results. We all deserve to work with a group of enthusiastic confident positive people who are all working together on behalf of a future we have all committed ourselves to.

The Influential “Oral Health Coach”

Our Emerging “Healthcare Professional Role

Every patient needs an “oral health coach” to help them make good health care choices and to motivate them towards actions that are in their best interest! Do you effectively engage your patient’s heart & imagination on the benefits of needed dental care? Do your basic or advanced dentistry consultations inspiringly lead patients in self-discovery so they come to desired conclusions in their own mind? Are you tongue tied when patients bring up the issue of money? Do you connect at a level needed to gain trust and inspire your patients to take action? This exciting program will walk your entire team through step-by-step **ORAL HEALTH COACHING COMMUNICATION** strategies for inspiring a patient’s interest in themselves; and in their dental health opportunities.

Work is a Theatre! Every Dental Office is a Stage!

Creating Powerful-Memorable-Inspiring Patient Experiences

A powerful patient experience is what inspires our customers to want to come be with us. We are not in the dentistry profession serving people...we are in the people business providing dentistry. Without people we have nothing; but with people we have something much bigger than dentistry. It’s all about the experiences we create for our patients/customers. At the end of the day we all do “similar things” quite differently. It is how we do what we do that will determine the level of fulfillment our patients draw from being in our practice. Our passion, our energy & optimism and level of caring as well as how organized we are; are all palpable within the first few moments of entering our practice and they are replicated throughout entire DNA of the office. This exciting program will ignite the chemistry of your championship team and empower you to deliver impactful patient centered experiences that enable you to influence your customers in a very positive and creative health-oriented fashion. Learn how to grow your practice by turning every one of the people you serve into fulfilled inspired and empowered ambassadors who can’t wait to go off into the world and tell others about you. Grow your unique brand distinction in your in your community. Don’t compete... “create”! The land of “creativity” is filled with opportunity for all.

Growing Your Dream Implant Practice

How to Inspire Patients & Influence People

IMPLANT DENTISTRY

(An Emerging Mainstream Marketplace Opportunity)

The market for implant dentistry continues to grow impressively as the result of advances in science & technology; and from the purchasing power of the most affluent generation in history...the baby boomers! Implant therapy is an emerging mainstream marketplace opportunity that will give every person on your team as well as your patients an immediate expansion in the level of fulfillment they draw from being in your practice. Be a part of the clinical shift as implant therapy becomes a more main stream solution. What does it really take to build or grow a successful implant practice? Education is at the heart of the matter, not just for clinicians-but also making sure that patients are inspired, informed and that dental teams can provide needed support is also critical to success.

This exciting course is designed to empower doctors as well as every member of your team with the confidence, knowledge and strategies required to successfully & effectively accelerate the growth implant services within your practice. Every clinician knows that he or she cannot do it alone. Course participants will gain a thorough and practical understanding of the clinical rational for implant therapy, the role each team member plays; as well as powerful communication strategies for creating desire & value for this quality of life enhancing service. Regardless of the size of your practice or your level of experience; you will leave with a step by step strategic plan to help you implement, integrate and grow this highly fulfilling and financially rewarding treatment modality into your practice.

Imagine | Decide | Achieve

Experience the dream, the practice and the life you want!

The Language of Value Creation

Simple Steps to Great Financial Conversations

Are “financial” barriers getting between you and the ideal care patients deserve. Are you tongue tied when patients bring up fees. Would you like to inspire more customers to value the cost of their dental treatment options. Do you make the conversational mistake of focusing too heavily on “\$\$\$” when patients bring up “cost”? This empowering seminar will walk you through step-by-step strategies for comfortably and inspiringly managing important financial discussions. It is filled with revealing concepts and practical strategies that will change the way you see patients (consumers) as well as how you think & talk about your fees and the benefits of your dental care. We will also explore “Consumer Financial Psychology” and the most important factors you should be aware of that influence your patient’s discretionary spending habits. You deserve to feel valued & comfortable about your fees and patients deserve to feel excited & confident about investing into the dental health care services you provide.

Unleash the Leader Within

Effective Communication! Powerful Results!

All dentists want a self-driven team of high achievers. Unfortunately; such employees do not arrive in the practice fully formed. Cultivating self-motivated employees is a process that begins with hiring and continues throughout the person's tenure. Dental Teams that thrive do so because of leadership. Leadership is comprised of a leader that has a clear vision for growth and creates a sense of ownership & excitement in his or her team members. Leadership can be especially challenging because an employee's performance strengths and challenges have different causes and require a variety of leadership approaches to handling them. You are the spark that can ignite the chemistry of your championship team. Leadership is one of the most important practice skills you can develop on your path to a most successful fulfilling and enjoyable career as a Dentist. Managing your patients requires leadership! Managing your practice is a leadership process! Inspiring patients to feel hope and to own their condition is leadership. Collaborating with peers, networking and working with support companies are all leadership traits as well. Any dentist can be a better leader and should view this as an essential aspect of his or her own professional, business and clinical development.

The Clinical Dentist – The Practice CEO

A New Dentists Playbook for Happiness & Success

The Learning Curve for recent graduates transitioning into private practice and potential ownership is steep; and very rewarding for this who prepare themselves for how to thrive in a profession that is under rapid transformation. After four challenging & rewarding years of dental school you will anxiously await the arrival of your license. It will be an exciting time that is filled with many choices & opportunities. A seeming life time has been spent to reach this point, with a big investment of money, time and effort along the way. This exciting presentation is filled with revealing concepts and practical strategies that will direct the new dentist to develop the skills & capabilities required to thrive & succeed in 21st century private practice.

Embracing Digital Technology

Turn “Implementation” Into Effective “Integration”

CUSTOM DESIGNED PROGRAMS

CREATIVE EVENT OPPORTUNITIES

CONTACT PETER TODAY TO DISCUSS YOUR NEXT EVENT

416.568.5456 | peter@practicemastery.com | www.practicemastery.com