

The Gift of Gab

For Yesterday is but a dream, and Tomorrow is only a Vision; but Today, well lived, makes every Yesterday a Dream of Happiness, and every Tomorrow a Vision of Hope

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Greetings!

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HOT! HOT! HOT!



Hot Tips for Hot Weather



Failed and short-notice changed appointments are serious problems at any time during the year, but can really play havoc on the summer months production, typically vacation months for doctors, and team members. Parents and patients don't intend to be less committed to their appointments but during the "lazy days of summer" let's face it, if anyone makes them a better offer than going to the dentist, off they go, which means your scheduling coordinator works at top speed keeping the changes in the schedule filled.

Not to mention the stress involved with the confirmed patient "no-shows". First let's look at the major causes of broken appointments:

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Those lazy hazy crazy days of summer are here! But for dental practices, there are very few "lazy days" as summer is a peak season for production with families wanting to get as many dental appointments completed before schools starts again. At the same time, summer creates it's own set of appointment hassles with conflicts in vacations, summer camps, etc.

Take Charge of Your Life - Take Charge of Your Money

Dental professionals invest all their time, energy and brainpower in their practice. But they shortchange themselves, their families and their future comfort by ignoring this tough question: how are you going to replace the current income from your practice on the day you hang up your dental drill?

Or, and this is the tougher question, will you



This quarter's issue is devoted to how to make the most of the summer months...to make hay while the sun shines! Each of the contributing consultants have their own web sites, and I encourage you to visit them for even more great tips and information.

ever be able to afford to hang them up without worrying about how you are going to sustain your lifestyle? Yet here's the rub. Fewer than 2 percent of the dentists we meet with have spelled out a strategy that would liberate them financially. The other 98 percent simple figure if they work hard enough for long enough and make some investments along the way, they can pull the plug and coast comfortably for the rest of their life. As their accountants we can tell them and you that's a pipedream.

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Dear Garby

Dear Garby, I would like to improve my marriage –better communication, better reaction to situations, not be as “hypersensitive” (as my spouse says), and stop getting my feelings hurt. Thin-skinned in Dallas

Dear Thin-skinned, If you really want to be in better communication with your husband, you have to be willing to hear what he has to say! Being “hypersensitive” is a sure way to close the door to communication; anyone who cares about you doesn't want to upset you, which is the risk one would take in communicating with you. It ends up being a lose-lose situation. If he communicates it will upset you; if he doesn't communicate it will upset you. Keeping one's mouth shut in this kind of situation is the lesser of the two evils. How you get a “thicker skin” is to change how you listen to him (and others if applicable). The majority of people filter what they are hearing through

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Quality of Life Dentistry

“Health is a state of complete physical, mental, and social well-being, and not merely the absence of disease or infirmity.” — World Health Organization, 1948

In the dental industry, a new age is on the horizon! As the baby boomers of the United States (those born between the years 1946 and 1964) graduate to senior status, the dynamics of dentistry will greatly change. As this population continues to age, more and more specialized care will be required to treat chronic health conditions at an unparalleled rate. In 2003, the United States spent fifteen percent of the Gross Domestic Product, \$1.7 trillion, on healthcare. Yet, this group has only yet begun to show its potential, as that by 2029, all of the baby boomers will be over age 65 and will account for over twice as many senior citizens as in today's society. Dental health care professionals accustomed to providing highly technical and cosmetic procedures on the “healthiest” patients will be introduced to the new consumer: the senior boomer.



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Helping Others to Help Others

Inspired by a 2003 visit to Iraq, Gary Sinise joined forces with Seabiscuit author Laura Hillenbrand in 2004 to found Operation Iraqi Children. The program provides Iraqi students, who lack even the most basic learning materials, with the classroom tools they need. Volunteers from across America collect supplies and assemble School Supply Kits, which are then shipped overseas to Iraqi children. Most recently, Sinise met with President Bush at the White House to discuss the organization as well as its involvement with America Supports You. To learn more, visit www.operationiraqichildren.org.

<http://operationiraqichildren.org>

Uappoint Reduces No-shows!

Dr. Dov Glazer, CEO and Founder of UAppoint states: "By 2008, 90% of all practice to patient communication will be done electronically". Hopefully you have already begun the two year job of gathering patient email addresses...or by 2008, you will be two years behind.

UAppoint's impressive new plan (which interfaces with all the leading softwares), allows hygiene patients to go online to make and confirm their "reservations" with the hygiene department. And, to reduce broken appointments, just as the airlines asks passengers to pay in advance to reserve a seat, with a penalty for changed and failed passengers, is how the new update in UAppoint works. It could revolutionize the failure rate in the hygiene departments across North America. Click on the Uappoint.com link and find out how this software can support your practice.

<http://www.uappoint.com/?refid=garbo>

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