



# THE ETHICAL SALES & COMMUNICATION IMPLANT PROGRAMME

with Ashley Latter



2<sup>nd</sup> November



MANCHESTER - United Kingdom



ASHLEY LATTER

DENTAL SALES TRAINING

This is the only programme in the world which is unique to dentists who want to increase Implant Treatments.

You will discover new skills, methodology and be personally coached in developing world class communication skills that will help you increase your implant case acceptance.

## ASK YOURSELF THESE 4 QUESTIONS...

- Would you like more of your Implant Treatment Plans accepted and paid for by your patients?
- Do you feel that your treatment is worth more than you are getting paid?
- Have you ever found yourself thinking of one fee in your head, but by the time it comes out of your mouth you have reduced it?
- Are you frustrated that you are unable to deliver the type of dentistry that you would love to do?



### **SPEAKER**

Ashley Latter

### **LOCATION**

ASHLEY LATTER TRAINING CENTRE  
Church House, Church Green, Radcliffe, Manchester M26 2QA

**8**  
HOURS  
CPD

## DURING OUR COURSE TOGETHER YOU WILL...

- Build instant rapport with your patients - get them to like you instantly
  - Discover the eight questions that must be asked in every consultation in the correct order, that will enable you to create more Implant opportunities
  - Understand the six emotional reasons why patients buy Implant Treatments
  - Speak the language that excites the patient and encourage them to take action NOW - Eliminate waffle and technical jargon forever
  - Develop a five step approach to overcome all your patients' concerns and objections in a very ethical manner
- Feel more comfortable discussing large Implant Treatment plans. You will never undercharge again
  - Be confident in gaining commitment from your patients. Make closing easy and seamless
  - Communicate with self-confidence, clarity and re-assurance
  - Create a world-class patient journey in your dental practice
  - Develop a more positive attitude of success and accomplishment
  - How to stand out from your competition wherever they may be.



### **REGISTER:**

[www.tri.swiss](http://www.tri.swiss)



Ask for your  
Special Offer



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