



# THE ETHICAL SALES & COMMUNICATION IMPLANT PROGRAMME



MANCHESTER



18<sup>th</sup> OCTOBER 2021



With  
ASHLEY LATTER



ASHLEY LATTER  
DENTAL SALES TRAINING

## ▶▶▶ INTRO

This is the only programme in the world which is unique to dentists who want to increase Implant Treatments. You will discover the secrets, methodology and watch live consultations from Bill Schaeffer and Stephen Jacobs who place over 900 implants a year between them.

## ▶▶▶ 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?



**ASHLEY LATTER TRAINING CENTRE**  
Church House - Church Green  
Radcliffe - M26 2QA MANCHESTER



8 POINTS



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



**ASK FOR YOUR  
SPECIAL OFFER**

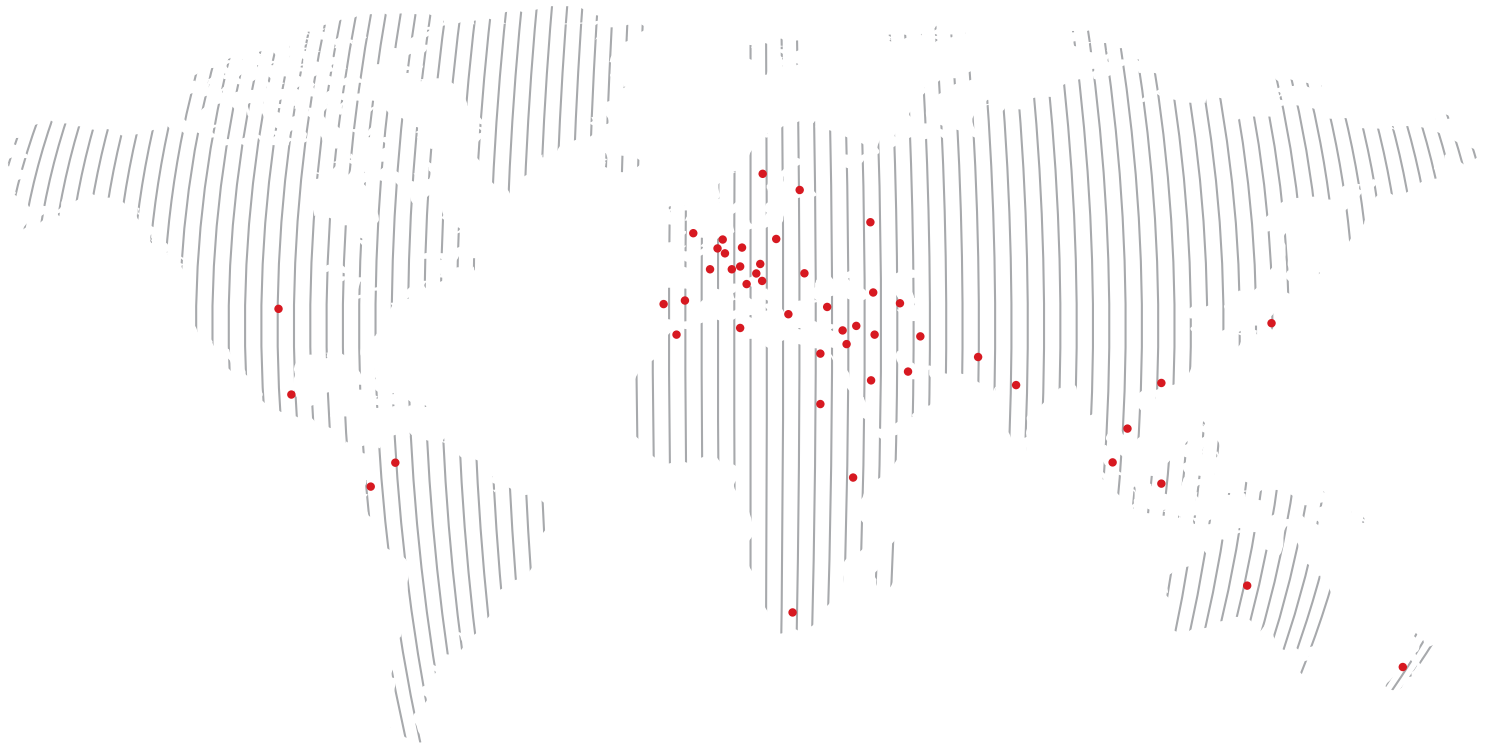


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07375 108399

## ▶▶▶ 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
- Discover 15 strategies which enable you to be more confident discussing your fees, so that you can achieve the income your skills and services deserve
- 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
- Learn how to ask for referrals and build a pipeline of the right type of patients through your door
- 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.





Become a TRI® Follower     

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