David O. Willis BUSINESS BASICS FOR DENTISTS





Business Basics For Dentists Author David O Willis Published On May 2013

David O. Willis, Jerald R. Smith, Peggy A. Golden

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Business Basics for Dentists David O. Willis,2013-03-05 Dr David Willis combines his experience as a practicing dentist educator MBA and certified financial planner in this breakthrough text about managing a dental business Rather than a checklist of steps for success Business Basics for Dentists describes business economic marketing and management principles and explains how to apply them to the dental practice Dental students and new practitioners will learn how to use the core strategic and operational business philosophies to develop an effective dental practice He provides the essential elements of a business course management principles economics business finance and financial analysis without bogged down in too much detail These are then related specifically to various aspects of running and managing a dental practice including office communications billing inventory and marketing the practice All aspects of practice transition are approached career opportunities buying a practice starting a new practice multi practitioner arrangements practice valuation and planning and developing a practice Last Willis included personal financial planning to ensure that the dentist is also planning for his own finances and retirement beyond the bounds of the practice

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Table of Contents Business Basics For Dentists Author David O Willis Published On May 2013

- 1. Understanding the eBook Business Basics For Dentists Author David O Willis Published On May 2013
 - The Rise of Digital Reading Business Basics For Dentists Author David O Willis Published On May 2013
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Business Basics For Dentists Author David O Willis Published On May 2013
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - o Features to Look for in an Business Basics For Dentists Author David O Willis Published On May 2013
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Business Basics For Dentists Author David O Willis Published On May 2013
 - Personalized Recommendations
 - $\circ\,$ Business Basics For Dentists Author David O Willis Published On May 2013 User Reviews and Ratings
 - Business Basics For Dentists Author David O Willis Published On May 2013 and Bestseller Lists
- 5. Accessing Business Basics For Dentists Author David O Willis Published On May 2013 Free and Paid eBooks
 - Business Basics For Dentists Author David O Willis Published On May 2013 Public Domain eBooks

- Business Basics For Dentists Author David O Willis Published On May 2013 eBook Subscription Services
- Business Basics For Dentists Author David O Willis Published On May 2013 Budget-Friendly Options
- 6. Navigating Business Basics For Dentists Author David O Willis Published On May 2013 eBook Formats
 - o ePub, PDF, MOBI, and More
 - Business Basics For Dentists Author David O Willis Published On May 2013 Compatibility with Devices
 - Business Basics For Dentists Author David O Willis Published On May 2013 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - o Adjustable Fonts and Text Sizes of Business Basics For Dentists Author David O Willis Published On May 2013
 - Highlighting and Note-Taking Business Basics For Dentists Author David O Willis Published On May 2013
 - Interactive Elements Business Basics For Dentists Author David O Willis Published On May 2013
- 8. Staying Engaged with Business Basics For Dentists Author David O Willis Published On May 2013
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Business Basics For Dentists Author David O Willis Published On May 2013
- 9. Balancing eBooks and Physical Books Business Basics For Dentists Author David O Willis Published On May 2013
 - \circ Benefits of a Digital Library
 - Creating a Diverse Reading Collection Business Basics For Dentists Author David O Willis Published On May 2013
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Business Basics For Dentists Author David O Willis Published On May 2013
 - \circ Setting Reading Goals Business Basics For Dentists Author David O Willis Published On May 2013
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Business Basics For Dentists Author David O Willis Published On May 2013
 - Fact-Checking eBook Content of Business Basics For Dentists Author David O Willis Published On May 2013
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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