

FREEDOM FROM PPOs

MD DMD CONSULTING, LLC



FREEDOM FROM PPOs

The practice of healthcare today is dominated by Preferred Provider Organizations. Participation in these PPOs has created an environment that significantly influences how healthcare is practiced, limiting earning potential and adversely affecting quality of care. Healthcare professionals should be compensated based on the value of the services they provide.

Twenty-five years ago, healthcare providers did not need business skills to make a comfortable living. Today, they need business skills just to survive. This highly interactive and empowering online workshop introduces a strategy and business plan to achieve freedom from PPO participation.

WHAT WILL I LEARN?

You will learn how to:

1. Analyze the current financial health of your practice.
2. Assess the impact of PPO participation on your finances and quality of care.
3. Develop a strategy to gain freedom from PPO participation.
4. Put your plan into action.
5. Educate your patients and train your staff.
6. Measure your results.
7. Create a business plan for sustaining your fee-for-service practice.

HOW DO I PARTICIPATE?

This is a three-part online workshop that includes individual coaching. You will join the workshop using a laptop, desktop or tablet PC with Zoom. In preparation for the workshop, you will receive a worksheet detailing how to collect the data needed to analyze and assess your practice. You'll have the opportunity to speak one-on-one with your facilitator/coach three times over course of the program to support you in achieving and sustaining your financial success.

WHAT IS THE SCHEDULE?

This online program is offered over three sessions:

Part 1: Analyze Your Practice and Develop a Strategy

Part 2: Implement Your Strategy

Part 3: Sustain Your Success

WHO SHOULD ATTEND?

With a proven methodology for achieving results, this program has transformed the financial success, quality of care, and emotional satisfaction of healthcare providers. If you own a practice and are being impeded by the limitations of managed care, this program is for you.

WHAT WILL I GAIN?

In addition to skills and confidence, you'll receive:

- *Valuable resources:* Practical resources and take-away tools will make it easy to integrate new strategies into your business.
- *Individual support:* You will also receive a helpful coaching throughout the process so that you are able to achieve and enjoy your freedom from PPOs, and solidify your future financial success.

WHAT PARTICIPANTS ARE SAYING:

"I was able to gain lots of tools that will help me move forward with success."

"This workshop was beyond impactful and gave me the confidence to educate my patients and staff."

"The profitability of my practice went up 30% doing fewer procedures. Amazing!"

"I enjoy practicing dentistry now more than ever, without the hassles of PPOs"

GARY D. LIGHT, DMD



This workshop is facilitated by Dr. Gary Light, a practicing dentist for 34 years who successfully transformed a practice dominated by PPOs to a thriving fee-for-service business. Dr. Light is a graduate of The Harvard School of Dental Medicine and a certified leadership and performance coach. He is deeply motivated to support other healthcare professionals in achieving financial independence, enhanced patient care, and the professional and emotional satisfaction they deserve.

For more information, please contact us at Gary@mddmdconsulting.com