

NuDental Solutions

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The latest insight from entrepreneur, consultant, and coach [Dan Fulcher](#)

Amazing Value in a Bottle

NuDental Solutions was established with a nouveau name and a mission to introduce innovative strategies, methods, and techniques to help dental practices maximize market share, revenues, profits, and overall **value**. In what way? Read on...

In 1844, Dr. Samuel Stockton White, founder of the SS White Dental Manufacturing Company, determined that he could enhance the **value** of his business by improving the quality of dental instruments, materials, and standards to enhance patient care (not yet branded as a patient “experience” way back then). He succeeded by developing and introducing precision instrumentation, the foot-powered dental drill, better alloys for fillings and prosthetics, and readily accessible educational material. Due to Dr. White’s vision, innovation, and commitment to advancing the art and science of dentistry, the SS White brand persisted for well over a century.

In the spirit of Dr. White’s exceptional efforts to accelerate exponential **value** within his business while benefiting the dental industry as a whole, NuDental Solutions created “**Velocity-to-Value™**,” a professional service offering that identifies and exploits 31 key factors to dramatically increase the **value** of your dental practice. Not one, five, or ten factors, but **THIRTY-ONE!**

Ultimately, the **value** of your dental practice is determined by just one thing. What someone is willing to pay for it. Learn how to maximize their eagerness to pay and the multiple they will offer by learning more about “**Velocity-to-Value™**,” exclusively from [NuDental Solutions](#).

Quotes I appreciate

“Focus on building a brand that people trust and believe in. This trust is the foundation of increasing business value.” – Howard Schultz, former CEO of Starbucks

“Revenue is vanity, profit is sanity, and cash is king.” – Alan Miltz, entrepreneur, author, thought leader

“With gratitude, optimism is sustainable.” – [Michael J Fox](#), actor, film producer, philanthropist (Parkinsons research)

Book I’m reading

“[The Power of One More: The Ultimate Guide to Happiness and Success](#)” – Ed Mylett. I listened to Ed on a podcast back in 2021 even before he published his book in 2022. I was blown away by how simple, practical, and unassuming his approach appeared to be. I thought to myself... “It can’t be that easy.” It is. Page 241: “Your world changes when you realize your days on Earth are finite. Learn to live your life the best way you know how.” Ed graciously adds to your own “know how” in this book.

Lifestyle excellence par un seul nom (by one name)

Stay active. Period. Physically and mentally. The most succinct indicator of your physical fitness is how your heart and lungs perform when stressed. Stress them regularly with both [aerobic](#) and [anaerobic](#) exercise. The most succinct indicator of your mental fitness is remembering how to spell the word “[guixotic](#)” or recalling the middle names of your grandchildren. Ask them to remind you of both.

The legend most of us remember as [Jack LaLanne](#) once towed 70 rowboats full of children across San Francisco Bay from Alcatraz Island to Fisherman’s Wharf while [handcuffed](#) and [shackled](#). He swam like a porpoise and towed those 70 boats full of children using a rope clenched between his teeth. Seventy boats full of children wasn’t a happenstance. Jack LaLanne was 70 years old at the time he completed his remarkable feat. Keep in mind that the amount of time you spend alive on this planet and your quality of life during that time are directly proportional to the effort you put into nourishing your body and mind. Take a page from Mr. LaLanne’s playbook. He lived to be a very robust and aggressive 96.

*** Previous editions of “NDS Newsletter” are now available online at [NuDental Solutions](#) ***

“[NuDental Solutions LLC](#) is a consulting company focused on ‘dental practice and lifestyle excellence.’ We show you how to maximize performance, productivity, and overall value in a fun and rewarding environment. [Learn how today.](#)”