THE L.S. BROWNE CENTRE
DIGITAL DENTAL TRAINING

ESSENTIAL FINANCIALS – 'MAXIMISING PROFIT BY UNDERSTANDING YOUR PRACTICE FINANCES' WITH CHRIS BARROW

Start Date: 30th, April 2022
End Date: 30th, April 2022
Cost: ££295

Course Introduction

Practice owners & managers, understanding your practice financials, and having secure systems in place by which to manage them, has never been more essential. In this 1 day course Chris Barrow will help you understand the most important elements of financial analysis in dental practice management. He will demonstrate how your analysis of Key Performance Indicators can allow owners and managers to keep the business on course to meet your financial targets. He will demonstrate the common pitfalls and mistakes which lead to profit-leakage. And he will provide you with a complete financial package that you can use your 'next day' in practice.

This course is suitable for both Practice Principals and Practice Managers, or whoever carries the financial responsibilities in your business.

Learning Objectives & Aims

Objectives

- How to understand your profit & loss statement
- Identifying the most important Key Performance Indicators in dental business and comparing with benchmarks
- Creating budget & cash flow forecasts
- Measuring Operating Cost Per Surgery Per Day
- Measuring Average Daily Production of fee-earners
- Calculating the profitability of individual fee earners
- Understanding EBITDA and how it is used to calculate the goodwill value of a practice
- Scientific and emotional pricing – a comparison

Course Schedule

Speaker List

Chris Barrow

Widely acknowledged as the leader in his field, Chris Barrow has been a consultant and coach to the UK & Irish dental profession for 23 years.

Chris combines long experience and deep expertise with the originality and independence needed to resolve the thorniest problems.

Naturally direct, assertive and determined, he can reach conclusions quickly, as well as possessing the sharp reflexes and lightness of touch to innovate, change tack and push boundaries. As a speaker, he is dynamic, energetic and charismatic.

Chris spent the first 17 years of his working life in the corporate sector and followed this with 30+ years of business ownership. The different dynamics of both worlds have given him the valuable gift of knowing how to operate – and communicate – in both.

In 1987 Chris was active in the establishment of the Institute for Financial Planning, an organisation representing the first fee-based Financial Planners in the UK; Chris specialised in working with small businesses.

In 1993 Chris decided to make the transition to business coaching and became one of the first UK students at Coach University, from where he graduated as a certified coach. Recognising the opportunity in the dental profession, 1997 saw the creation of The Dental Business School (DBS) and the development of a 12-month business coaching programme for dental practice owners and their teams, delivered to over 1000 UK dental practices in the following 10 years.

The first decade of the 21st Century saw Chris in a variety of roles including Non-Executive Directorships as well as continuing his training, consultancy and coaching work for dental corporates, PCTs, dental retailers and, of course, independent practices.

Chris has co-authored Profitable Dental Practice (with Prof. Phil Newsome) and The E-Myth Dentist (with Michael Gerber) and is a prolific contributor to dental journals as well as author of his own e-books and blog since 2004.

In 2014 Chris experienced a “brief but enjoyable” summer of celebrity after appearing as one of the first castaways on the TV survival show “The Island with Bear Grylls”, abandoned with 12 others on a Pacific desert island and left to fend for themselves for a month.

His own day to day work as Coach Barrow with The Extreme Business programmes is still focused on strategic coaching with the owners of dental practices and micro-corporates.

Course Sponsorship

Travel Information

The Venue:

The L. S. Browne Centre
17 Tully Road
Killadeas
Enniskillen
County Fermangh
Northern Ireland
BT94 1RL

Located in the beautiful Fermanagh country side, The L. S. Browne Centre is more of a destination that a venue. Beautifully appointed, the centre offers a truly world class experience for all those who visit. With state of the art facilities, friendly staff and engaging atmosphere the centre oozes and lives its' ethos of 'When you know better, you do better'.

Accommodation:

Preferential rates are available from our accomodation partner, located just 3 minutes from the venue:

• The Manor House Country Hotel Manor House Country Hotel | Hotels in Enniskillen Fermanagh

Please inform them you are attending a course at the centre to avail of our preferential rates: B&B £70 weeknights, £120 weekends.

Travel:

• The L. S. Browne centre is situated only 90 mins from both Belfast airports, and 120 mins from Dublin airport.
• Airport transfers can be arranged through our transport partner. For further details please email our Education Manager andrea@lsbrownecentre.com