

44 TESTIMONIALS 77

SEE WHAT PEOPLE SAY ABOUT DR KINNAR SHAH

I have been lecturing and running my four practices for many years so I feel that I know my strengths in communication and business. I believe there is always something new to learn, particularly when improving our business, communication and leadership skills. When it comes to learning a mastery in these skills, Dr Kinnar is the "go to" guy. His attitude and wealth of expertise in communication, both verbal and non verbal, is something to admire. There are certain people who add a lot of value to your growth as a health professional. Kinnar will totally add a new perspective to the way you run your mind, your mouth and manage your business. To be a successful entrepreneur. To build a strong Team. I have no doubt he will show you ways to take your success to the next level. I would recommend this course to everyone, regardless of your current skill set or experience.

Dr Derek Mahony

Specialist Orthodontist Full Face Orthodontics
Sydney, Australia

I was very impressed with Kinnar's energy and passion to deliver all he could to us and being sure that we were engaged by asking several times if we had any questions during the course. I normally do not write reviews but I definitely think that anyone who wants to improve themselves should attend to Kinnar's seminars. All his advice and tips can be applied not only on our professional life, also on our personal life allowing us to grow more, helping us being better leaders in all areas of our lives. The environment that Kinnar created in the group was relaxed and fun, very open to discussions and with no judgement on any questions, everyone contributed, luckily we had people who were new to dental business as well as people who had many years of experience and people who work as contractors, everyone benefited from all the information shared. Kinnar is a lovely and charismatic person with a down to earth approach who is always ready to help you and guide you to be your best, I am looking forward to many courses delivered by him and very eager to go to the next level!!!!

Dr Lina Carrillo

Sydney, AU

Kinnar's expertise in NLP and his coaching of us in NLP underpins all personal growth and professional development as people and as dentists. All too often our own personal development or lack-of holds us back in succeeding professionally as dentists .

Kinnar skilfully mixed challenging us at the core (what's your definition of success? Who are you as a dentist ? Find your deeper why ?) with classic spin sales techniques and other case presentation strategies . His passion for personal development (leadership , specialized knowledge in communication, high performance habits) and teaching others is high energy and inspirational.

I'm looking forward to implementing many strategies shared and I'm so glad I brought me team along

I would highly recommend doing his next course as excellent value for money.

Dr Henriette Macri-etienne

Melbourne, AU

The business leader skills course exceeded my expectations. Not having known much about Kinnar I was worried it would be like past management courses I had attended. However unlike other courses I had attended, this was delivered in a well structured, professional and organised manner with such attention to detail.

I was impressed with the level of energy and enthusiasm Kinnar delivered the course making it for everyone easy to understand. No question was left unanswered.

Throughout my career I have met people that have added value in one way or another, Kinnar you are definitely one of them. My only regret is not taking my team the course but there is always a next time. I would recommend this course to anyone who wants to take their practice to the next level.

Dr Erika Guerra

Adelaide, SA

Dr Kinnar Shah course is the best motivational, inspiring course I came across. In today's world just being a dentist is hard to survive, Dr Shah has nicely integrated and blended psychology, body language and science of persuasion in the field of dentistry to make our life much better. Not to mention his communication skills, top notch. I would definitely recommend every struggling dentist to find their foot in or a dentist who is struggling to take their practice to next level to attend this course.

Dr Praveen Ayethepalle

WA AU

I have done many courses on communication, and can tell when I participate in a great one. Kinnar's was exceptional because his sheer passion and willingness to add value to attendees set him apart from many others. He has an arsenal of real-life, repeatable tips that can be fine tuned to suit communication with patients and staff alike. He shared his experience and knowledge generously. Another reason why I felt it was a fantastic course was that it gave me simple, yet effective real-life tools that I could start applying to my practice from day 1.

I highly recommend this course to dentists and their teams if they want to have a more fulfilling practice.

Pulkit Kinra, BDS

Sydney, AU

I previously have heard Kinnar Shah on number of occasions. He never stops to amaze me. This course has taken myself and my staff to a whole different level and we are excited to provide 7 star service to our patients. Kinnar, a triple certified coach approaches his patients and gets case acceptance in a very unique way. Establishing rapport in less than 90 seconds is an art in itself. Kinnar's KFC is still resonating in my mind. A very humble person and always approachable (I bug him at least 10 times a day). I would highly recommend this course and would highly recommend to take your staff along.

Dr Dinesh Rao

Bendigo, AU

[READ MORE TESTIMONIALS ON WEBSITE](#)

Course Dates

10th - 11th, August 2019

Venue:

Sydney CBD

Session Time

8:30am Registration

9:00am - 5:00pm:
Lecture + workshop

12
CPD POINTS

Business, Leadership & Communication Skills for Dentists

Personal Leadership, Strategic Marketing & Business Blueprints for Success

Sydney Australia

Join us on this exciting learning journey to skyrocket you & your dental practice to the next level!

www.kinnarshah.com

Business Leadership Skills for Dentists and their staff members

COMMUNICATION & BUSINESS PROGRAMME

*this seminar will shift the way you think and propel you to the next level of success. Rapidly!

Mastery of 7 traits to be a Successful Dentist

- ✓ Success starts with mindset
- ✓ 7 Traits to boost your Inner Game
- ✓ R.I.S.E principles to drive your vision higher
- ✓ Explore your true "why, how and what" as a dentist - Your Strengths

CONNECTION that builds trust & redibility

Execute Fast and Effective Rapport.
In 60-90 seconds.

- ✓ Learn the Fastest way to get your patients to like you
- ✓ How to avoid the salesperson alarm!
- ✓ 3 factors that dictate how strong a bond you can build with your patients
- ✓ 3 habits to intensify your connection with your patients Master the posture, gestures and expressions required for rapid rapport
- ✓ One sure method to clear your nervousness and appear confident

COMMUNICATION that Converts or Crashes

Take Command of the 5 Communication Conversion skills

- ✓ Achieve an in depth and thorough understanding of Conversion Principles & Rules
- ✓ Increase your conversion rate to 70-80%
- ✓ Focus on the correct 4 must questions to ask – Unique System
- ✓ Take your patients needs and wants from implicit to explicit
- ✓ 6 Verbal Language Patterns to get subconscious agreement
- ✓ What not to say. How not to confuse!
- ✓ 3 Core Areas to watch in assessing Body Language Discover your patients favourite sense and use that to explain.
- ✓ Evidence based presentations
- ✓ How to specifically use Ethos, Pathos, Logos in your Consultations.
- ✓ Dynamic listening and the power of it
- ✓ 5 ways to deal with objections and limiting beliefs about treatment
- ✓ Leave with the optimum consultation blueprint
- ✓ How to answer any question asked by your patient fast and effectively
- ✓ Overcoming price and time objections
- ✓ 3 Crucial Closes you can apply anytime.

CREATIVITY that offers a wow journey

Enhance the 6 Key Experiences your patient goes through. Discover them in Depth

- ✓ Don't lose them at any of these stages
- ✓ Action steps to be taken for these key experiences
- ✓ Your patients will remember how you make them feel
- ✓ The complete blueprint for executive patient experience

CULTURE that creates a Passionate, Professional and Profitable team

Inspire your Team to Perform with Passion

- ✓ 3 psychological needs to fulfil to ensure the team thrives and flourishes
- ✓ Techniques on what and how to inspire
- ✓ What to discuss in a morning and evening hurdle
- ✓ How to set training days and what to contribute towards your teams growth
- ✓ Combine strengths of team players
- ✓ Learn to set the correct moods and attitudes in the team environment

CAPTURE that leads to more New Patients

Marketing your Practice. The Good, The Bad, The Ugly.

- ✓ How I attract 160 New Patients a month in my practice
- ✓ Capture your leads and stop wasting time
- ✓ Understand what research says about look and feel
- ✓ What landing pages you will want to think about
- ✓ 5 must things to get patients to take action and call
- ✓ How to answer email enquires
- ✓ Adwords, SEO, SMM – get to know it
- ✓ Reward and Referral systems
- ✓ Networking and Joint Ventures

COMMUNITY that encourages loyal and raving patients

Discover how to Create Patient Loyalty

- ✓ Not just satisfied, but loyal
- ✓ Instantly give a wow feeling
- ✓ Master 12 principles of customer service
- ✓ Know your patients 2 core desires
- ✓ 10 simple ways to boost loyalty
- ✓ 10 best responses to patient dissatisfaction

Dr Kinnar Shah is based in Sydney and his passion and expertise as a dentist is in Cosmetic, Laser and Implant dentistry. A transformational and a motivational speaker and the principal director of Smile Concepts, Personal Growth Events, InstaClicks & Premium Ceramics. He is obsessed in teaching leadership, business, sales and communication skills to health professionals.

He is walking the talk as an example in this field. Practicing 2.5 days per week has allowed him to work "on" and grow his practice seven fold over the last 3 years. His marketing strategies allowed one of his practices - Smile Concepts to drive 180 New Patients a month. Smile Concepts is positioned to be the leading practice in Sydney and is the highest customer reviewed practice in Australia. The strategies for such growth and presence are what Kinnar loves to teach with a passion. He believes every professional has the potential to do so and loves adding value for your Growth. He starts by exploring the correct mindset, belief and attitude through to Relationship building, Influence, Strategic & Execution principles. Mastery of these skills will propel your success - both personally and professionally. Communication plays a role in all these factors. The way we communicate to ourselves and the way we communicate with others ultimately dictates the quality of our lives.

Being a Certified High Performance Coach, a Certified Gallup Strengths Coach & a NLP business and Leadership Coach, he specializes in working with the innate strengths and talents of the entire Team for the potential of higher success.

He has coached and consulted numerous businesses in the last 3 years to implement certain methods and strategies to double or triple the number of daily clients, get more employee engagement, deliver a client experience second to none and ultimately having a better quality of life. His favorite topic to teach professionals would be in High Performance Communication and Sales. How to increase conversions and sales - Dramatically! Being active in the entrepreneur field, he understands the unique challenges of today's business owners and entrepreneurs. His fresh perspective, innovative methods and system blueprints will facilitate you and your business to higher levels. Having been in the professional and business field for 15 years he is passionate about giving people the tools to be resourceful and effective.



Dr Kinnar Shah, BDS

Business Director of Smile Concepts, Syd
Certified High Performance Coach
Certified Gallup Strengths Coach
NLP Leadership & Business Coach

ADDITIONAL VALUE

- ➔ 4 Categories of Questions you must ask to assess your patients needs and get them to say YES.
- ➔ 3 Sensory Specific Synchronization techniques to build deeper Rapport.
- ➔ 6 Crucial Closes you can apply anytime.
- ➔ 7 verbal patterns to disarm any objection
- ➔ 3 solid ways to ask for referrals.
- ➔ 2 methods to change your and your patient's State for an optimal engagement.
- ➔ 8 things you must have in your Front Lounge.
- ➔ The 1 Telephone Script for all price enquiries.
- ➔ 6 Pro-tips for your front desk team to present optimally
- ➔ 6 Basic Language Patterns all dentists/team can use.
- ➔ Complete Blueprint for a Dentist Entrepreneur. To become the best version of yourself, your profession and your practice.

REGISTER NOW

Name

Mobile

Email

Registration Fee

Lecture + Workshop (2 Full Days)

\$2900 inc GST

for 1 Dentist Course Registration

Credit Card

Card No:

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<https://blc2019.securecheckout.com/>

100% Satisfaction Guarantee

If you feel you don't get value and/or a shift in perspective, strategies & action steps on how to elevate your performance to the next level, I will happily refund the cost.