Simple Solutions *TODAY.*
Powerful Results *TOMORROW.*



Julie Varney

CDA,RDA,FAADOM

SPEAKER **PACKET**

Dental Assistant Presentations

ALP: Assistant Leadership Plan

Reach the Summit in Your Career

Chairside Talk

Hot Topics in Dental Assisting

"Dental Assistants must be able to find pathways that stimulate their career for growth. Finding vibrant new educational tools that will embrace them and will build longevity for practicing as a Dental Assistant. Investing in their career, creates a long-lasting relationship between their patients, doctor, and team. "



Julie Varney, CDA, FAADOM
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ALP: Assistant Leadership Plan

Reach the Summit in Your Career

Format: 3 Hour, Open Forum Style Seminar
Attendees: Dental Assistants

Many dental assistants become stagnant in their career because they are not given the educational resources to become better, more productive and more valuable to their practice. By providing them with a successful pathway for leadership growth, dental assistants will contribute more merit to patients, the doctor, and their team.

LEARNING OBJECTIVES:

- Confident Conversations
- From Delegate to Celebrate
- Manage Conflict and Reduce Resistance
- The Knack of Time Management
- Fostering Relationships
- Organize the Chaos: Operatory to Inventory
- Create a Force of Change
- Simple Solutions for a Successful Career

Materials: Handouts



"Working with Julie has not only been empowering for my career but eye-opening. I am now a better leader in my office and I am able to bring so much more to my team. I have never been happier in my Dental Assistant Career. Baby steps, with giant rewards."

-Kim L. CDA Wolcott, NY.

CHAIRSIDE TALK:
HOT TOPICS IN DENTAL ASSISTING

Format: 3 Hour, Open Forum Style Seminar
Attendees: Dental Assistants Only

With most Dental Assistants, there are times when they have struggles but don't know where to get solutions. With active learning throughout their career and networking with others, a dental assistant can grow their role in the dental practice. To Connect, Learn, Grow and Lead other dental assistants is essential for their career.

LEARNING OBJECTIVES:

- Master the Patient Hand-Off
- Dynamic Patient Communication Skills
- Lead to Succeed
- Chairside Time Management Balance
- Positive Avenues to Resolve Conflict
- Organize the Chaos: Operatory to Inventory
- Patient Engagement: Build Rapport and Raving Fans
- Updates on Infection Control
- Simple Solutions for a Successful Career

Materials: Handouts

> Julie's session was not only powerful but also inspiring to me. Loved the open forum style, which allowed us to connect with other Dental Assistants and get solutions with others that share the same struggles. Awesome!
>
> *-Attendee Fall Fest, WI.*



About Julie Varney, CDA, FAADOM

Julie is a motivational in-office, Dental Assistant Coach inspiring while outfitting assistants with Simple Solutions Today for Powerful Results Tomorrow.

Julie earned her CDA from Hudson Valley Community College and in 2016 was awarded Fellowship with the American Association of Dental Office Management. She is an active life member and a Chapter President of Syracuse AADOM. In 2016, Julie was named Top 25 Women in Dentistry by Dental Products Report magazine.

Focusing on building confidence, the knack of time management and organizing the chaos with Dental Assistants, Julie's mission is to enhance each assistant's career. By embracing their passion, their unique skills and bringing out the leaders within them.

Julie is an active member of her local dental community where she and her dental colleagues host an annual Tooth Fairy Run™. The race supports the non-profit, My First Dental Visit, which Julie is the President and Co-Founder.

Memberships

- American Dental Assistant Association
- American Association of Dental Office Management (Fellow)
- Academy of Dental Management Consultants
- Named DPR's Top 25 Women in Dentistry 2016

"I think it's great that we get to work with you. You are definitely not like any other coach. You want to change things up and work with what we have."

Sarah, RDH NY



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Past Presentations and Feedback

2017:
Dental Assistant School of Syracuse- *ALP:Reach the Summit*

Henry Schein Fall Fest-*Chairside Talk: Hot Topics in Dental Assisting*

Cayuga Community College- *ALP: Reach The Summit*

2018
NYC AADOM Chapter- *The Patient's Perspective*

Buffalo Niagara Dental Meeting- *Chairside Talk*

Henry Schein Fall Fest- ALP: Assistant Leadership Plan

Pediatric Dental Assistant Association- Both Programs

Reviews:
" I loved her-learned a lot of helpful information." Buffalo Attendee

"Pleasant speaker, upbeat, positive" Buffalo Attendee

"We do most of this in our office, but she is very motivating." Henry Schein Attendee

"Wow- I can't wait to go to work in Monday." PDAA Attendee

> "Lecture was informative, speaker was energizing and positive. Wonderful tips and suggestions to have professionally. Love the open forum style."
>
> *Buffalo Attendee*



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