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.*



Front Office Presentations

Calibration for Success

Align the Back and Front Teams

Turn Over a New Leaf

Defy, Alter and Erase Negativity

" Dental Teams must be infused with positive coaching and guidance for the growth of their career. When given the tools to foster their own success, your practice will accelerate to a whole new level. Happy teams build successful practices."



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Calibration for Success:
Align the Back and Front Teams

Format: 3 Hour, Open Forum Style Seminar
Attendees: All Team Members

Sometimes there is a struggle between the back and front teams being on the same page. Let's align and come together. Building positive team relationships through cohesiveness will streamline consistency and productivity in the dental practice. Creating a high performing, cohesive team will grow a successful practice.

LEARNING OBJECTIVES:

- Master the Team-Patient Hand-Off
- Sync Patient Communication Skills
- Nix Managing, Build Leaders
- Positive Avenues to Resolve Conflict
- Fostering the Right Roles
- Systems for Success
- Patient Engagement: Build Rapport and Raving Fans
- Monthly Meeting Mayhem

Materials: Handouts

"Julie is one of the best!! Her level of dental expertise and knowledge is phenomenal. From the moment you reach out to her, you're more than just a client to her. There is NO stupid question or is there never a bad time to reach her. She was truly my savior this past year and crucial to our practice's success during a very critical time. Thank you Julie!"

Kristen, Practice Administrator
Monocacy Valley Dental, MD



Turn Over a New Leaf:
Defy, Alter and Erase Negatvity

Format: 3 Hour, Open Forum Style Seminar
Attendees: All Team Members

A big mistake that is often made is that we don't address the negative atmosphere within the dental practice. We allow it to fester and exist from day to day. Eliminate the negativity and complaining with turning over a new leaf. Transforming your team into Positive Warriors.

LEARNING OBJECTIVES:

- Stop Complaining, Start Cheering
- The Root of Negativity
- Learn Their Story
- Get Them on Your Bus
- How to Coach-Out and Lift Up
- Energize Encouragement
- Follow Through and Follow Up
- Celebrate Successes

Materials: Handouts

"What an enlightened, energized and positive presentation. Your information was on point and very easy to bring back to the practice to implement. Loved how you walked us through complainers step by step and how to combat it. Can't wait to start cheering on Monday. "

Claudia Paye, FAADOM
NYC AADOM, Chapter President



About Julie Varney, CDA, FAADOM

Julie is a motivational in-office coach inspiring while outfitting dental teams 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 in the dental practice, Julie's mission is to enhance each dental team members 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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