

“IT’S A WAY OF KEEPING THE ENERGY ALIVE, WEEK AFTER WEEK”

IMPLEMENTING WITH VERSATILITY...

After finding out about the online courses when attending The Yes Practice

program with my team, we started going online together about once a week. Every Tuesday we would watch a video and have a meeting about that

lesson. Then, several months later when I knew I wanted to add an associate to the practice, I went online and started looking at all the courses about transitions and the strategies around bringing an associate aboard. I went through those ones several at a time very quickly. And that is the beauty of online learning with Spear— you can do it in a regular methodical way, or if you have something in particular you need to study up on, you can find it and focus on that. It’s all there for you whenever you need it.

A FEW FAVORITES STAND OUT...

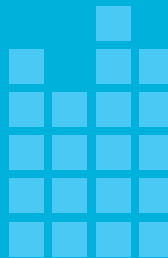
By myself, whenever I have time, I will often look at the some of the occlusion courses--I love having those quick refreshers available. With the team, we went through all of the New Patient Experience lessons and everyone got a lot out of that. Sometimes we would watch the videos together as a team and sometimes I would have each team member watch them on their own when they had time and then we would get together and go through the discussion guide and the resources and have a meeting based on the questions and the material that were there. It really gives you all the tools to become a great team leader.

All the lessons in the New Patient Experience course were very helpful and enlightening for the whole team. It just walks you through everything: how to do the tour, how to conduct the exam, the verbal skills to use, how to use



Dr. Sandi Calleros
El Segundo, CA

Dr. Sandi Calleros has been in dentistry for more than 26 years and in that time she has built a well-respected esthetics-focused practice. About four years ago she discovered Spear and her practice took a big leap forward. Then she discovered Spear Digital and found out she could get that kind of energizing education on demand—anytime, anywhere.





the tracker and the flash card reminders. I can honestly say all of us on the team got a lot out of that and it shows. Our new patients are always remarking on how different our practice is from what they have experienced before.

“THERE IS SIMPLY NO BETTER VALUE”

THE CONVENIENCE FACTOR...

I love getting out to Scottsdale for a course or workshop and so does my team, and nothing can really replace that experience. But the simple reality is you can only do that so often. And honestly, you can only absorb so much in a single day's sitting and have it all sink in. But this way, when you have access to the digital learning, you can get refresher updates whenever you want and keep your education going every week, every two weeks, or whatever works for you. For me and my team, we love the Spear experience and the energy we get from attending courses there in Scottsdale. Being connected online is a way of keeping that energy alive, week after week.

A FOUNDATIONAL PHILOSOPHY...

The new associate I'm bringing in, I'm having her watch a lot of the videos online—and she hasn't even started yet. It's just a great way to get her up to speed quickly on how we do things and for me to make sure that she and I are on the same page. It's the same with any new person I hire—they have to watch some of these lessons so they really understand and appreciate what we are doing here. It's a requirement in my office. It is a foundation of my practice philosophy, so I insist that they all get on board.

THE TANGIBLE RESULTS...

My case acceptance has improved tremendously and I know I owe a lot of that to this education I'm getting through Spear. If I'm learning something from Imtiaz or Frank or anyone on the faculty there, I know it is quality education. It inspires me and that comes across in the confidence I show with patients. And I think that confidence gives my patients more confidence. As a result, I'm doing more higher value cases. I just find myself more comfortable thinking in a more comprehensive, bigger-picture way, and that is reflected in the way I present now. I used to spend a lot of time consumed with what Imtiaz calls tooth-based dentistry. The more I get immersed with Spear—whether in person at workshops or through these online courses—the more I find myself thinking more comprehensively.

HIGH VALUE, HIGH RETURN...

When you think about what it would cost to bring in a high-level consultant to spend just one day in your practice with your team to cover just a fraction of what is covered in these online lessons, as opposed to having this coaching from top experts available any time you want it, well, the value is obvious. There simply is no better value when it comes to getting the most education and the biggest return for your investment.

THE ONLINE ADVANTAGE...

The Digital Suite at Spear could be especially useful to a new young doctor who maybe doesn't have the resources to travel and to go to all the workshops. The online lessons are a great way to introduce yourself to some of the best education out there. I am actually jealous of young doctors who are getting this opportunity fresh out of dental school to get involved with Spear in such an easy way. I think of how happy I would have been to have had this kind of convenient resource at my fingertips when I was starting out—who knows where I would be now. But I am not complaining. Things are really good now and they keep getting better.

THE SPEAR DIFFERENCE...

I have been in practice since 1987 and I can say I have learned more in the last four years with Spear than I did in all those other years before. That's why I'm so excited about having this access to the digital lessons. It means now I can go to Spear education courses whenever I want. It's no secret that I have credited Spear with providing me with so much of what I needed to know to take my practice to the next level. The courses I have taken in person have made my life in dentistry great. Now that I can keep that energy going from home, it's only going to get better.

SPEAR

TO LEARN MORE ABOUT SPEAR DIGITAL SUITE FEATURES AND TO BROWSE OUR LIBRARY OF ONLINE COURSES, VISIT SPEAREducation.com OR CALL 1-855-625-2333.