



**OVER 13 ON-SITE TRAININGS & Still Counting!**  
*So what are you waiting for?*



# DR. RICK HARVEY **BUILDS LEADERS** & **A GREAT PRACTICE THROUGH ON-SITE TRAININGS**

DR. RICK HARVEY IS GOING DOWN IN HISTORY AS ONE OF OUR MOST ENGAGED AND EXCITING OFFICES TO WORK WITH! AFTER HAVING OVER 13 ON-SITE TRAININGS ALREADY, HE ISN'T LETTING UP! THE TEAM IS FULLY COMMITTED TO TRAINING "AS A WAY OF LIFE," AND NEVER A ONE-OFF OCCURRENCE. **IT'S SIMPLE, DR. HARVEY JUST UNDERSTANDS THAT GREAT TRAININGS PRODUCE GREAT TEAMS, SO HE CONSISTENTLY SCHEDULES 3-4 TRAININGS EVERY SINGLE YEAR!** THAT'S WHY THEY ARE ONE OF OUR TOP ON-SITE TRAINING CLIENTS!



**W**hen we asked for nominations for our Top On-Site Training clients, Joe, one of our Certified Training Specialists, immediately shouted out Dr. Harvey's name... And it's easy to see why! Dr. Harvey is one of the Doctors who just "gets it." Some time ago, Dr. Harvey realized after one of his On-Site Trainings that **his team was capable of far more than he had imagined.** He adds, "It seems our vision of how significant our capabilities really are expands each time we train."

Each investment in his Human Capital has had tremendous results for the team... and today Dr. Harvey is proud to say that he employs a group of **"exceptional people that truly make a difference in the lives of people around them!"** And the rave reviews go both ways. Deb-

bie on Dr. Harvey's team says "I love my job and career; it is like never having to go to work, just participating in fun every day!"

The practice used to be ecstatic for 45 New Patients in a month, but after their **5 Star Phone Training** they saw the following:

- > **An immediate bump of 25%**
- > **150-160 New Patients / mo.**

That was just the tip of the iceberg for this practice. They've invested over and over again and have continued to see some amazing results.

Now the team has leaders who are stepping up to help grow the practice and have implemented changes that are providing the absolute best care to their patients. They've had several On-Site Trainings to keep their patients

their top priority, like:

- > New Patient Experience
- > Accept, Buy & Comply
- > Hygiene Clarity Retreat
- > Kolbe Training
- > ...and many, many more!

After every single training the practice sees a boost in engagement, patient satisfaction, and fun!

**Congratulations to Dr. Rick Harvey and the team at Summit Family Dentistry. Your dedication to growth is a testament to the "you get what your deserve" mentality, and your Scheduling Institute team is so excited to help you continue to build the practice of your dreams! ✨**

## THE BOTTOM LINE

**Training your team is never a one-time thing!** You must have consistent trainings every quarter to produce your Dream Team help your practice grow! Call The Scheduling Institute at 855-393-2873 to schedule your On-Site Training today!