

# DEBRA ENGELHARDT-NASH

*in St. Louis!!!*

## 6 QUESTIONS THAT INSPIRE YOUR PATIENT TO SAY "YES!"

At the heart of a great dental practice is exceptional clinical skills and the ability to deliver outstanding care. But 85% percent of time spent with patients is communicating with them and 15% is spent in clinical application. At this event, you will discover the importance of asking the right questions at:



- THE FIRST PHONE CALL
- DURING CONSULTATIONS AND TREATMENT PRESENTATIONS
- AT THE CHAIR
- PRESENTING FINANCIAL PROTOCOLS
- IN RECARE
- OVERCOMING OBJECTIONS WITH EASE AND EMPATHY

**MAY 16, 2025 8:30AM - 1:00PM**



## CLAYTON PLAZA

7750 Carondelet Ave, Clayton, MO 63105

**MEMBERS: \$99**

**NON-MEMBERS: \$129**

**INCLUDES: 4 CE AND FOOD (MIMOSAS TOO)**



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11/01/2021 to 10/31/2025  
Provider ID# 355805

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