

35th International Conference on

DENTISTRY & DENTAL MARKETING

October 05-06, 2017 Las Vegas, USA



Vilas Sastry

Aces Dental, Las Vegas, USA

Increasing treatment plan acceptance with in-house insurance plans

Are you finding it tough to run your dental practice because many of your patients can't afford the treatment you're offering because they aren't insured? Dr. Vilas Sastry understands your pain—and your patients'. More importantly, he has solved the problem. In *Drilling for Yes*, he will teach you how to help patients and yourself by getting them to say yes to the treatment plans you recommend. After running a successful dental practice for over a decade and expanding to four locations, Dr. Sastry knows what it takes to build a strong practice with an excellent reputation and a clientele that keeps coming back. In *Drilling for Yes*, you will learn how to: Select a business model that will outsmart your competitors; Negotiate with all of your suppliers; Build a loyal team of employees; Market your practice in ways that won't waste your money; Help your patients get dental insurance so you get paid; See more high-dollar procedure patients to increase your revenue and; Get your patients to say "Yes" to the treatment plans you recommend.

Biography

Vilas Sastry, DMD, is an Author, Professional Speaker, and Entrepreneur. He received his Bachelor of Dental Science in 2001. He then received his Advanced Standing DMD from Boston University in 2005. In 2006, he opened his own dental practice, Aces Dental. He currently has four offices and continues to expand his footprint in Las Vegas. In 2007, he expanded his lifelong entrepreneurial lifestyle by becoming the CEO of the insurance brokerage firm, Health Networks of America, which he built into a multimillion dollar operation before selling it. Today, several private equity groups rely on his expertise for different consulting contracts.

management@acesdental.com

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