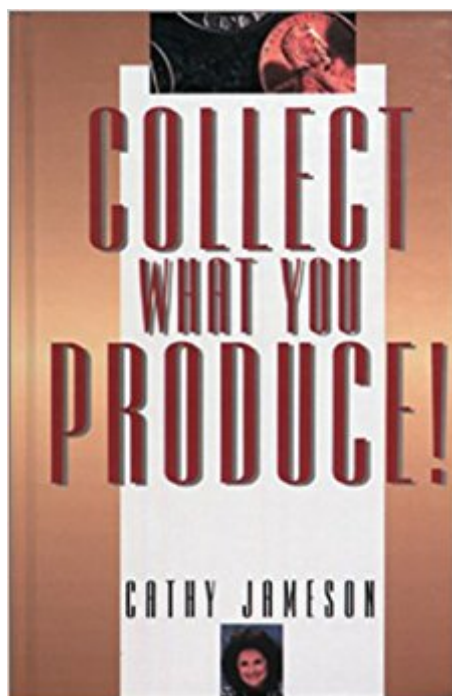


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Collect What You Produce! (Dental Economics)



Synopsis

Cathy Jameson creates another valuable tool every dental office needs! *Collect What You Produce!* is an applied guide to the successful implementation of collection strategies for the dental business. Jameson's book shows the dental team how to: set an effective financial policy; make financial arrangements; collect at the time of service, with special emphasis on collecting past-due accounts. This book benefits any dentist and dental staff looking to enhance the bottom line of practice management according to Jameson's proven philosophy of effective communication and office teamwork.

Book Information

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Customer Reviews

CATHY JAMESON, Ph.D., is the president and CEO of Jameson Management, Inc., an international dental practice management firm. Dr. Jameson's unique background lends itself well to the role she plays as a leading consultant and speaker in the dental industry. Dr. Jameson holds a bachelors degree in education, a masters degree in psychology and a doctorate degree in psychology. The title of her dissertation is *Controlling Stress in the Dental Profession Through Effective Communication*. She has authored a number of books, including *'Great Communication Equals Great Production'* and *'Collect What You Produce'*, as well as articles in professional journals. As a Certified Effectiveness Trainer, Dr. Jameson has taught communication skills since 1975. This background, combined with her firsthand experience

as a business administrator of her husband's dental practice, allows Dr. Jameson to provide practical, positive and powerful information to dental teams throughout the world. --This text refers to an out of print or unavailable edition of this title.

Excellent book. I have each of my new staff members read it and we review each chapter together as a team, to create an cohesive practice. Worth the money if you implement the skills.

This book has so much valuable information for a dental practice and team. It is an invaluable asset to any dental office. The strategies do nothing but improve the practice and team members.

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