

Why did that client **NOT** buy their treatment from you?

- **But why won't they buy from you?**
- **What did you do wrong?**
- **What could you have done better to secure the sale?**

This 1-Day NBS Workshop will give you all the answers you need. The answer to understanding what does tickle the emotional buying buttons of your clients; the answer to make them rave about the service you offer; the answer that will transform your treatment conversion rates while you achieve the success you deserve.

If you already had these answers, I guarantee you would be using them and you wouldn't be reading this. Unravel the people puzzle at this unique NBS Workshop in London this September and you will have all the answers you need.

Including mastering your leadership ability and style to avoid joining the 30% of Practices who fail their CQC due to their *in-ability* to show they are well-led. This **1-Day NBS Workshop delivered by DISC Master Trainer, Dave Pill** will make sure you have the skills to lead your Team and your business to success. DISC Profiling has been instrumental in setting people and businesses up for real success for many years. By unlocking the secrets to understanding relationships better you will gain a clear perspective on:

- how you can get the best from each Team member by allowing them to flourish under your leadership and achieve their real potential
- know which emotional buttons to press to convince each client you are the best dentist for them while securing your position as their preferred practitioner
- recognise your own preferred behaviours and styles and know how to adjust them to maximise your effectiveness and success as a manager or leader
- understand how to hold better and more productive meetings with focus
- ensuring your Practice is well-led and how you can benefit from mastering this technique

Ideal for business owners, leaders and managers.

Venue & Date: BDA, London, 29 September 2017

Verifiable CPD

£395 per person

To secure your place – Email: tracy.stuart@nbstraining.co.uk

nbs
TRAINING

HOW WILL YOU BENEFIT FROM ATTENDING THIS NBS WORKSHOP?

It's an interactive day with Dave Pill, packed with the latest DISC profiling techniques:

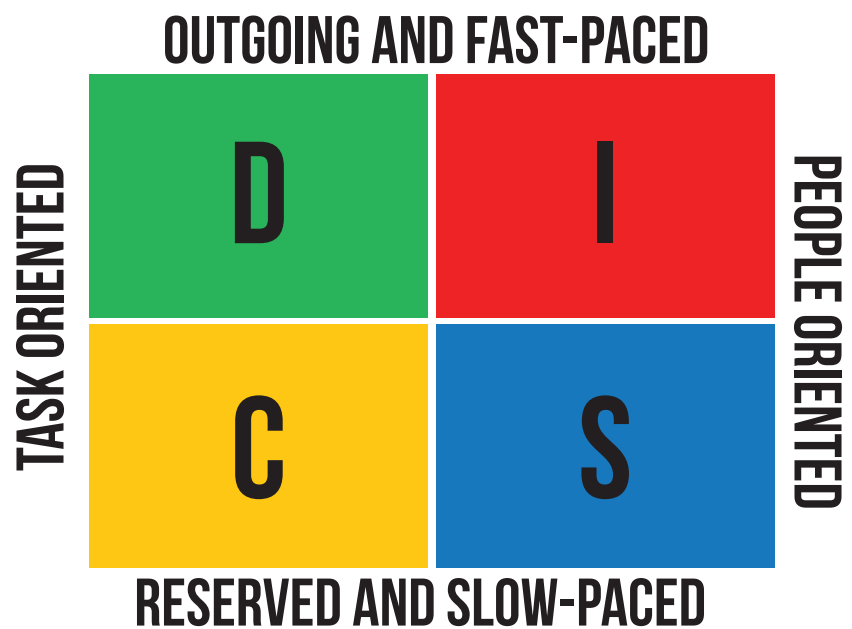
- A.** Know your own style and how to modify it to get the best out of all your relationships
- B.** Become a master of communication when you embrace the foundations of DISC
- C.** Use the DISC behavioural model to understand why people do what they do
- D.** Understand fully the 4 basic DISC styles and the goals and challenges each style faces
- E.** Know why the 4 styles get along and why sometimes they don't
- F.** Understand the drivers, the motivators and the fears of each type to enhance individual performance



ABOUT DAVE PILL DISC MASTER TRAINER

Dave has amassed a phenomenal amount of hands-on experience as an NLP Practitioner and DISC Master Trainer. He gives organisations the understanding to know why Teams can fail to connect, the catalyst for poor performance and how to enhance your results to achieve exponential sales effectively and how to instil your clients with the confidence to buy from you.

DISC MODEL OF BEHAVIOUR



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