



# *Sally McKenzie's* Management Seminars

## STRAIGHT TALK

ABOUT Overhead Issues



**FOR DOCTORS  
and MANAGERS**

**FRIDAY, OCTOBER 12, 2018**

**INTERCHROME DENTAL LAB | VIRGINIA BEACH, VA**

**RSVP by October 5th as seating is limited.**

**REGISTRATION FEE \$59 PER PERSON**

# STRAIGHT TALK

## ABOUT Overhead Issues

Friday, Oct. 12, 2018  
9:00am - 12:00pm

Interchrome Dental Lab  
2697 International Pkwy  
Parkway 2, Suite 200  
Virginia Beach, VA, 23452

RSVP by Oct. 5th, 2018  
lisa@interchromedental.com  
Call (757) 271-5811

Registration 8:30am - 9:00am

CONTINENTAL BREAKFAST

STRAIGHT TALK ABOUT  
OVERHEAD ISSUES

Seminar: 9:00pm - 12:00pm

### AFTER THIS COURSE, PARTICIPANTS WILL BE ABLE TO:

- Understand industry normal standards
- Understand profit and loss reports
- How to control fluctuating production
- Identify cash flow issues
- Identify overhead you can control
- Set production goals by overhead

#### PRESENTER

Robin Melendez - [www.mckenziemgmt.com](http://www.mckenziemgmt.com)

**McKenzie Management** has built successful dental practices for over 30 years in general and specialty practices nationwide by providing system analysis, evidence based recommendations, guidance, coaching and trainings that have propelled practices to realize their potential and attain their aspirations of success.

*“McKenzie Management Seminars are focused on “real world” practice management, packed full of proven concepts and practical systems that can be put into use right away. They are very upbeat and informative, because they address the management concerns of today.”*

- Sally McKenzie CEO



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