



Speaker Packet

JAMIE MARBOE, RDH, BS

Cultivate:

Culture

Prosperity

Care

Today's dental teams struggle with burn out, frustration with under-trained teams, helplessness to affect positive change, and lack of support by leadership.

Put Jamie Marboe, RDH, BS's 35+ years' dental experience to work at your next meeting! Jamie brings the clear systems and protocols for transforming the hygiene department into a thriving part of the business that serves both patients and practice through high quality service and profitability.

Audiences benefit from Jamie's passion for teaching and her wide range of clinical, academic and "in the trenches" experience. Dental teams benefit from her personalized coaching solutions which help them become complete, high performing teams using hygiene as the practice backbone and their practice management software as THE tool to improve efficiency while decreasing headaches!

Her comprehensive background and experience – coupled with her enthusiasm and passion for dentistry - make Jamie an excellent choice for organizations looking to boost morale and increase practice productivity and patient care.



Jamie brings a fresh, new approach inspiring hygienists and dental teams to raise their game in patient care. She is fun, energetic, insightful and her audiences come away with a renewed passion for treating the whole patient. You will be thrilled to have Jamie on your program!

—Bob Spiel, MBA; CEO/President Spiel & Associates, Inc

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Presentations



Return on Hygiene: Uncover Your Hidden Potential

Understanding the Business of Hygiene

Uncover the hidden potential of your hygiene team, creating a strong return on hygiene for your patients, providers and practices.



A Partnership Approach to Patient Care

Calibrating the Entire Dental Team: From Front to Back

Learn step by step methods for diagnosis, treatment planning, case presentation and overcoming obstacles. Attendees will develop their calibration action plan and distinguish the skills necessary to have the full team on the same page.

Return on Hygiene: Uncover Your Hidden Potential

UNDERSTANDING THE BUSINESS OF HYGIENE



Is your hygiene team the backbone of your practices or the weakest link?

Get your team on the same page with clarity around delivering a level of care that is in EVERYONE'S best interest. Learn how to deepen the relationships you have with patients, resulting in a thriving, profitable hygiene department.

Uncover the hidden potential of your hygiene team, creating a strong return on hygiene for:

1. **Your Patients:** An improved ability to provide high-level clinical care that provides for your patients' best interests and supports their overall health.
2. **Your Providers:** An environment that maximizes your team's ability to use their skills to educate, support, and communicate in a way that increases their career satisfaction and their patients' confidence in your practice.
3. **Your Practice:** A strong return on your hygiene investment, resulting in healthy profitability for the practice and appropriate financial awards for your team.



Learn how to analyze and monitor hygiene department statistics for measuring how well systems are being implemented, when to celebrate and when to get re-focused. Gain a systematic approach for the entire hygiene appointment that will increase treatment enrollment, decrease stress and improve the efficiency of hygiene appointments no matter your role on the dental team.

"Return on Hygiene™" is presented by Jamie through her association with and with permission by Inspired Hygiene, Inc.

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Learning Objectives:

- ✓ Discover where there's room for growth and improvement in the following areas of your hygiene team:
 - **Schedule:** learn 4 critical factors in keeping your hygiene schedule full and productive while reducing stress for your hygienists and business team
 - **Perio Awareness:** determine your perio potential and what might be holding your practice back
 - **Profitability:** learn hygiene productivity principles that create healthy, long-term hygiene profitability
 - **Restorative Co-Diagnosis:** discover 3 easy, actionable principles to implement during the hygiene visit which dramatically increase treatment acceptance
- ✓ Learn when to refer: not too soon and not too late
- ✓ Learn the FIVE down and dirty hygiene department benchmarks and how your practice measures up*
- ✓ Gain resources to get the entire team on the same page with a collaborative Perio Standard of Care
- ✓ Link science-based rationale with compelling language skills to overcome mental barriers and increase treatment outcomes

Suggested Audience: Doctor and team
Suggested Format: Full or Half-Day (up to 7 hours)

*Consider adding a workshop!

Attendees download and bring their hygiene department statistics to analyze during the presentation. [LEARN MORE](#)

A Partnership Approach to Patient Care

CALIBRATING THE TEAM: FROM FRONT TO BACK



Frustrated that the whole team isn't speaking the same language?

Tired of the good cop/bad cop hygiene mentality? Feel like sometimes your schedule is Grand Central Station and other times a *ghost town*? Calibrate the entire dental team for clearer, more effective communications, increased treatment acceptance and greater quality of patient care.

Drawing on her 35 years in the trenches' experience in dentistry, Jamie Marboe, RDH, BS, shares systems and protocols designed to attune the practice's periodontal processes. Learn step by step methods for diagnosis, treatment planning, case presentation and overcoming obstacles. Attendees will develop their calibration action plan and distinguish the skills necessary to have the full team on the same page.



Jamie Marboe, BS, RDH truly "INSPIRED" the group of Arkansas hygienists attending our Annual Session. Jamie is flexible and eager to adjust her presentation to adapt to the specific dynamics of the attendees. The group walked away with useful and practical information to be incorporated into their dental practice.

—Lea Ann Moore, RDH;
Arkansas State Dental Hygienists' Association, Executive Director

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Learning Objectives:

- ✓ Identify key inconsistencies with systems and communications from front to back office.
- ✓ Discover scheduling techniques for timely patient treatment return.
- ✓ Learn effective communication skills to prevent last minute cancellations and no-shows.
- ✓ Eliminate old belief systems and mindsets.
- ✓ Gain confidence and effective verbal skills for recommending new treatment to an existing patient.
- ✓ Eliminate 'running over'. Learn how to keep *an hour appointment to an hour!*
- ✓ Identify how to create a unified approach to patient care and have everyone speaking the same language!

Suggested Audience: Doctor and team
Suggested Format: Full or Half-Day (4 to 6 hours)





*Is there a tug of war between your team members...
not speaking the same language or on the same page?*

What if you could enhance communication, increase treatment acceptance, and deliver a level of care that is in EVERYONE'S best interest?

Jamie Marboe, RDH, BS's personalized training solutions generate high-performing teams by giving them the resources for creating instant and long-lasting transformation. With hygiene as the practice backbone and implementation of effective practice management systems, teams are re-energized and receive the tools they need to truly work "Smarter not Harder."

Jamie is a licensed hygienist, and has been a University clinical instructor, certified Eaglesoft trainer and dental assistant. Jamie is also a lead productivity coach with Inspired Hygiene. Audiences benefit from her passion for teaching and her wide range of knowledge due to her living and working "in the trenches" for nearly 40 years.

When she is not flying cross country to speak or work with her private coaching clients, she works in private practice. Jamie loves to attend CE courses to continue to grow her own education. She is a member of Dental Speakers Bureau, Dental Speaker Institute and Speaking Consulting Network.

Presentations (Partial List)

- Hinman Dental Meeting
- Rocky Mountain Dental Convention
- Utah Dental Association
- Business of Dentistry Conference/Henry Schein
- Acteon National Sales Conference
- Acteon Speaker's Bureau
- Mountain West Dental Institute
- North Central Iowa Dental Association
- Arkansas Dental Hygienists' Association
- Wolverine (Detroit) Dental Hygienists' Association

Jamie presents for
multiple study groups
and referring doctor
gift seminars across
the country each year.

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