



# POLK COUNTY DENTAL ASSOCIATION

AN AFFILIATE OF THE WEST COAST DISTRICT,  
AMERICAN & FLORIDA DENTAL ASSOCIATIONS

## Polk County Dental Association

**Align Your 3R's to Hit Your Target**

**Kay Huff-**

**Benco Dental Practice Solutions**

**Ambassador**

**Tuesday, February 21, 2023**



Are you reviewing your goals and celebrating your results? Do you have clear direction and goals that meet your overhead? Do you know where you're losing potential revenue? It's okay to ask your patients for money and get paid. It's okay not to work 24 hours a day, seven days a week. Implementing new systems is like taking a leap..you can't make the jump without a high performing team. Learn how your team can analyze reports and review their goals allowing each team members voice to be heard.

### OBJECTIVES:

- Understand the importance of reviewing production vs. collection
- Analyze your growth vs. attrition
- Reset your production and collection goals
- Realign opportunities for team members
- Review what goes into morning huddles
- Create successful team meetings

It was over 30 years ago that Kay began helping teams as a Dental Practice Coach, and she has proudly been AGD CODE 550 the driving force for hundreds of practices to reach and exceed their professional goals. As Benco's Practice Solution Ambassador, Kay is passionate about her work and carries a strong background in dental business systems, team motivation, leadership, and practice profitability.

### The evening sponsors are:

**CAO Group**– Matthew Cornwell 561-354-8395

**SprintRay**– Nicole Caltabiano 315-529-2119

**Vatech**– Warren Miller 941-302-0991

#### 2022/2023 PCDA Officers

##### President

Dr. Jonathan Scott  
863-709-1941  
jds@scottsmiles.com

##### President Elect and Program Chair

Dr. Tranchau Hoang  
863-293-0636  
tranchauh@gmail.com

##### Treasurer

Dr. Trey Walding  
(863) 450-3331  
drtwalding@gmail.com

##### Secretary

Dr. Mary Teresa Prediville  
(863) 533-0324  
maryteresa.prediville@gmail.com

##### Give Kids a Smile Coordinator

Mrs. Susan Rexroat  
P: 863-499-2700  
Susan.rexroat@polk-fl.net

##### Project Dentist Care

Dr. Greg Scott  
P: 863-709-1941  
drs@lakelandorthodontics.com

##### Peer Review Chair

Dr. Haider Zubaidi  
863-687-8990  
drmolardds@yahoo.com

##### Ethics Chair

Dr. Bobby Sheumaker  
P: 863-858-3043  
sheudr@aol.com

##### Executive Secretary

Tisha Talbot  
P : 863-236-7610  
pcdaemail@gmail.com  
www.polkcountydental.com

Please RSVP with Tisha Talbot @ pcdaemail@gmail.com The meeting will be held at Grasslands Golf & Country Club, 1600 Grasslands Blvd., Lakeland, 33801. Cocktail hour starts @ 6 p.m. and dinner starts @ 6:30 p.m. The presentation will start at 7 p.m.