

# DBM INTENSE 10.0

## 2025-26

*Empowering Businesses  
with Strategic Insights &  
Innovative Solutions for  
Sustainable Growth*



**dentttrack**



**EXTREME BUSINESS**  
WITH COACH BARROW

*Anisa*  
Your social dentist





# CORE VALUES

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## SPEAK AND SERVE

### ETHICAL SELLING, COMMUNICATION SKILLS

Clear, honest communication builds trust and enhances patient care. Ethical selling focuses on providing genuine solutions that benefit both patients and the practice.

## SPREAD

### ETHICAL MARKETING, INCREASE QUALITY PATIENTS

Ethical marketing fosters long-term relationships, attracting patients who align with our values. This approach creates a respectful environment and improves patient outcomes.



## SYSTEMS

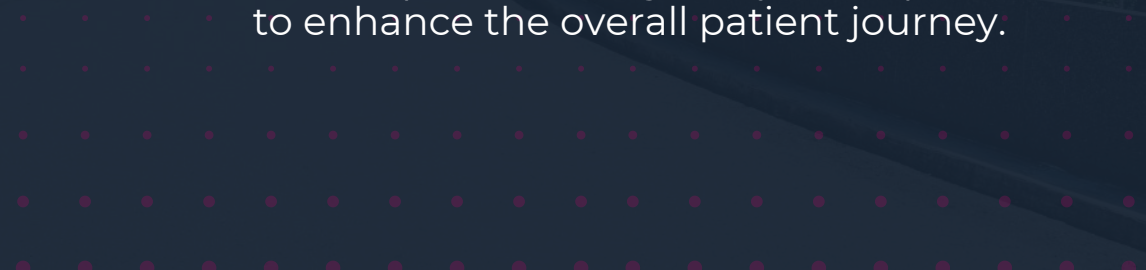
### PRACTICE MANAGEMENT, FINANCE SYSTEMS

Strong practice and financial systems ensure efficient operations, allowing us to focus on quality care and maintain financial health.

## SHOWCASE

### SHOWCASING AND CREATING A WOW PATIENT EXPERIENCE

Delivering a WOW experience leaves a lasting impression, ensuring patients feel valued and return. It's about personalising every touchpoint to enhance the overall patient journey.







# ABOUT YOUR SPEAKERS

**Dr Manish Chitnis** is an experienced dental professional, educator, and creator of DenTTrack, a platform designed to enhance dental practice management. Specialising in implant dentistry, he is also a multiple business entrepreneur with years of clinical experience. Passionate about advancing implant education, Dr Chitnis mentors dentists in modern workflows and improves patient outcomes. He speaks at global dental conferences and offers hands-on training, continually fostering innovation and growth in the dental industry.

**Chris Barrow** is a renowned dental business coach with over 30 years of experience in the dental industry. He has helped thousands of dental professionals achieve success through his coaching and consulting services. Specialising in practice management, marketing, and business growth, Chris has worked with numerous teams to enhance leadership, productivity, and profitability. A sought-after speaker and author, he shares his expertise at global conferences, empowering dentists to grow their practices and improve patient care.

**Dr Anisa Patel Shaikh**, a Gold Medalist from Nair Hospital Dental College, Mumbai, holds a Masters in Dental Business and certifications in Digital Marketing and Social Media. A passionate advocate for marketing in dentistry, she has been a keynote speaker at major conferences and won awards like "Social Media Dentist of the Year" (2024 & 2025) at the Famdent Awards. Recognised as a "Covid Warrior" for her contributions during the pandemic, she has run Ansh Dental Clinic in Mumbai since 2005. Dr Anisa now balances pediatric dentistry with coaching, consulting, and social media branding for dentists.



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## SESSION 1 - 11TH APRIL 2025

### THE ULTIMATE SMILE SCAN: MASTERING DENTAL ASSESSMENTS & TREATMENT PLANNING

- **The Ultimate Smile Scan:** Mastering the art of Comprehensive Dental Assessments
- **Dental Roadmap:** Streamlined Diagnosis and Treatment Planning Masterclass

## SESSION 2 - 25TH APRIL 2025

### BUILDING PATIENT TRUST: ETHICAL COMMUNICATION & KEY QUESTIONS FOR BETTER CONNECTIONS

- **Patient Trust Blueprint:** Ethical Sales and Communication Mastery
- **Insider's Guide:** 9 Must-Ask Questions for Patient Understanding

## SESSION 3 - 2ND MAY 2025

### DENTAL STORYTELLING MASTERY: CONNECT, ENGAGE, AND ELEVATE YOUR PRACTICE

- **From Teeth to Tales:** Mastering Dental Storytelling for Lasting Patient Impressions
- **Unlocking Sales Excellence:** Maximising the F.B.O of Your Product or Service

## SESSION 4 - 23RD MAY 2025

### SALES MASTERY: OVERCOMING OBJECTIONS & PERFECTING THE ART OF CLOSING DEALS

- **Closing Mastery:** The Art and Science of Sales Closure Techniques
- **Objection Overcome:** Mastering the Art of Handling Sales Resistance

## SESSION 5 - 6TH JUNE 2025

### MASTERING PATIENT INTERACTIONS: CONFIDENT COMMUNICATION & CONNECTION SKILLS

- **Navigating the Storm:** Mastering Difficult Patient Interactions for Dental Professionals
- **Smile and Style:** Elevating Patient Connections with Tonality and Body Language Skills



## SESSION 6 - 20TH JUNE 2025

### MASTERING THE PATIENT JOURNEY: KEY STEPS & POWERFUL COMMUNICATION

- **Smiling Steps:** Mastering the 10 Stages of the Dental Patient Journey
- **Phone Power:** Elevating Dental Team Communication for Exceptional Patient Experiences

## SESSION 7 - 11TH JULY 2025

### BRIDGING GAPS: TREATMENT COORDINATION & VIRTUAL CONSULTATION MASTERY

- **Closing the Gaps:** The Vital Role of Treatment Coordinators in Dentistry
- **Virtual Dental Care Accelerator:** Mastering the Art of Remote Consultations

## SESSION 8 - 25TH JULY 2025

### DENTAL PROFITS UNLOCKED: SMART CASH FLOW & PRICING STRATEGIES

- **Cash Catalyst:** Navigating Cash Flow and Crisis for Financial Success
- **Profitable Smiles:** Mastering Product Pricing Strategies in Dentistry

## SESSION 9 - 8TH AUGUST 2025

### MAXIMISE PRACTICE VALUE & PRODUCTIVITY: SMART VALUATION & TIME MASTERY

- **Putting a Price Tag on Your Practice:** Mastering Business Valuation in Dentistry
- **Time Optimiser:** Maximise Your Productivity with the Personal Priority Calculator for Dentists

## SESSION 10 - 22ND AUGUST 2025

### KPIS & PROFIT BOOSTING: KEY METRICS FOR DENTAL BUSINESS SUCCESS

- **Measuring What Matters:** Unlocking the Power of Key Performance Indicators in Your Dental Business
- **Smiling to Success:** 10 Tips for Boosting Dental Business Profits

## SESSION 11 - 8TH SEPTEMBER 2025

### DENTAL MARKETING MASTERY: DEFINING YOUR USP, NICHE & TARGET AUDIENCE FOR LASTING GROWTH

- Understanding USP, Niche & 80/20 Principle in Marketing
- Defining Your Target Audience and Building a Patient Persona
- Crafting Your Unique Selling Proposition (USP)
- Vision & Mission to Stand Out
- Aligning Your Content Strategy with Your USP and Ideal Patient Persona

## SESSION 12 - 10TH SEPTEMBER 2025

### STORYTELLING & CONTENT MASTERY: BUILD YOUR BRAND, ENGAGE PATIENTS & PLAN WITH EASE

- Learn the Art of Storytelling
- Craft Your Story Across All Online Platforms
- Master Instagram, Facebook, LinkedIn, etc.
- Crafting One Month of Content in Under an Hour
- Setting Up Your 90-Day Content Planner



## SESSION 13 - 12TH SEPTEMBER 2025

### AI-POWERED MARKETING: AUTOMATE, CREATE & ENGAGE SMARTER

- Master Canva & Automate Content Creation & Scheduling
- Master ChatGPT & Other AI Tools
- Building Your Content Machine
- AI-Powered Content Creation for Patient Engagement

## SESSION 14 - 15TH SEPTEMBER 2025

### MARKETING & OUTREACH: GROW YOUR PRACTICE THROUGH COMMUNITY & CONNECTIONS

- Understanding Marketing Outreach & Community Partnerships
- Expanding Your Network
- Online & Offline Networking Strategies for Practice Growth
- Creating Your Marketing Calendar & Strategy



## SESSION 15 - 17TH SEPTEMBER 2025

### BEYOND TREATMENT: BUILDING LASTING PATIENT RELATIONSHIPS & LOYALTY

- End of Treatment Protocol
- Creating a Lasting Relationship with Patients
- Patient Nurturing Strategies
- Implementing Memberships & Brand Ambassador Programs
- Finalising Your Game Plan

## SESSION 16 - 19TH SEPTEMBER 2025

### REFERRAL SECRETS: BOOSTING GROWTH THROUGH PATIENTS & DENTIST NETWORKS

- **Referral Rocket:** Mastering the Art of Generating Patient Referrals from Fellow Dentists
- **Patient Advocacy:** Leveraging Satisfied Patients to Drive Word-of-Mouth Referrals

## SESSION 17 - 10TH OCTOBER 2025

### SUCCESS BLUEPRINT: WINNING HABITS & HIGH-PERFORMING DENTAL TEAMS

- **Dental Dynamo:** Unleashing the 7 Habits of Highly Successful Dentists
- **Power Hires:** Mastering Team Recruitment, Retention, and Engagement

## SESSION 18 - 24TH OCTOBER 2025

### SMART MANAGEMENT: OPTIMISING TEAMS & STREAMLINING PRACTICE SUCCESS

- **Personnel Power:** Managing People and Profiles for Optimal Performance
- **Mastering the Art of Dental Practice Management with DentTrack:** Your Blueprint to Success



# IMPLEMENTATION SUCCESS DATES

IMPLEMENTATION SUCCESS DAYS ARE DESIGNED TO HELP CANDIDATES REVISIT KEY TEACHINGS, FOLLOW THE ROADMAP PROVIDED BY DR. MANISH, AND PUT THEIR LEARNINGS INTO ACTION. THESE SESSIONS ENSURE ACCOUNTABILITY, TRACK PROGRESS, AND SUPPORT SEAMLESS IMPLEMENTATION FOR LONG-TERM SUCCESS.

Session	Date
Implementation Success Day 1	7th November 2025
Implementation Success Day 2	12th December 2025
Implementation Success Day 3	16th January 2026
Implementation Success Day 4	30th January 2026
Implementation Success Day 5	13th February 2026
Implementation Success Day 6	27th February 2026
Implementation Success Day 7	13th March 2026



# DBM INTENSE 10.0

## 2025 - 26

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### THREE LEVELS OF PROGRAM YOU CAN JOIN

RESOURCES	VALUE	FOUNDATION	ADVANCE	ELITE
DBM Facebook Group Access	Priceless	✓	✓	✓
DBM 10.0 Foundation Course	₹1,999/-	✓	✓	✓
DBM Fast Track Training Resources	₹2,999/-	✓	✓	✓
DBM Reception Training Manual	₹3,000/-	✓	✓	✓
DBM Profitable and Productive Dentistry Series	₹9,900/-	✓	✓	✓
DBM Branding and Content Creation Workshop	₹9,900/-	✗	✓	✓
Website Designing Consultation	₹5,000/-	✗	✓	✓
Coaching Calls (DBM Accredited Coaches)	₹36,000/-	✗	4 Calls	12 Calls
Social Media Marketing (1 month subscription)	₹6,999/-	✗	✗	✓
DBM 10.0 Live Sessions	₹60,000/-	✗	✓	✓
DBM 10.0 Offline Workshop	₹80,000/-	✗	10% Discount;	✓
DenTTrack Business Management Software	₹60,000/-	✗	✓	✓
Quarterly Mastermind Sessions with Dr Manish & Chris Barrow	₹1,50,000/-	✗	✗	✓
Personal Mentoring by Dr Manish Chitnis	₹1,50,000/-	✗	✗	✓
100 Real Life Dental Scenarios Series	₹1,25,000/-	✗	✗	✓





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## 2025 - 26

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### FOUNDATION - Online Training

1. DBM Facebook Group Access
2. DBM 10.0 Foundation Course
3. DBM Fasttrack Training Resources
4. DBM Reception Training Manual
5. DBM Profitable and Productive Dentistry Series

For a limited period only

**Pay Nothing!**

Free worth more than Rs 17,500/-

### ADVANCED - Live Virtual Training

1. DBM Facebook Group Access
2. DBM 10.0 Foundation Course
3. DBM Fasttrack Training Resources
4. DBM Reception Training Manual
5. DBM Profitable and Productive Dentistry Series
6. DBM Branding & Content Creation Workshop
7. Website Designing Consultation
8. 4 Coaching Calls (DBM Accredited Coaches)
9. DBM 10.0 Live Sessions ( 18 sessions of 2 hours each)
10. 10% Discount on DBM 10.0 Offline Workshop
11. DenTTrack Business Management Software Subscription

For a limited period only

**Pay Rs. 5,000/month**

+ GST for 12 months.

### ELITE - Live One-to-One Coaching

1. DBM Facebook Group Access
2. DBM 10.0 Foundation Course
3. DBM Fasttrack Training Resources
4. DBM Reception Training Manual
5. DBM Profitable and Productive Dentistry Series
6. DBM Branding & Content Creation Workshop
7. Website Designing Consultation
8. 12 Coaching Calls (DBM Accredited Coaches)
9. DBM 10.0 Live Sessions ( 18 sessions of 2 hours each)
10. DBM 10.0 Offline Workshop
11. DenTTrack Business Management Software Subscription
12. 4 Quarterly Mastermind Sessions with Dr Manish & Chris
13. 100 Real Life Dental Scenarios Series
14. Personal Mentoring with Dr Manish Chitnis
15. Social Media Marketing (1 month subscription)
16. Weekly Accountability
17. Access to Extreme Business by Chris Barrow Resources in entirety

For a limited period only

**Pay Rs. 15,000/month**

+ GST for 12 months.

# OUR SERVICES



## DenTTrack with Dr Manish Chitnis



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## Your Social Dentist with Dr Anisa Patel Shaikh.



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