

Dr. Don Deems

Publications since January 1, 2002

Books

The Dentist's Coach®: Building a Vibrant Practice and the Life You Want

Roadmaps to Success: America's Top Intellectual Minds Map Out Successful Business Strategies
(co-authored with Stephen Covey and Ken Blanchard)

Secrets For Healthy Living: The connection between your oral health and your general health –
and why you need to act NOW!

Professional Journals - articles

Dentistry Today

Creating the Healthy Workplace

Erasing Buffalo Mentality

Living Your Big Dream

A Message of Hope

Dental Economics

Creating Healthy Workplaces

Marketing Mentality

Advanced Hiring and Interview techniques for the Dental Office

Academy of General Dentistry – AGD Impact

Which Brand Are You? Taking Branding to Higher Level in Your Practice

Hearing Versus Listening Understanding the Difference

The New Patient Interview and Exam: How to Make a Good First Impression that Lasts a Lifetime

Getting to Know You: Understanding the Who, What, and How of the Dentist-Patient
Relationship

Continuing Care and Patient Retention: The Focal Point of Your Practice

World-class Service: How to Learn from Good and Bad Experiences

More Patients, Please: Asking for—and Receiving—Quality Referrals

The Closer: Wrapping Up the New Patient Experience

Are you listening?

Continuing care and patient retention: The focal point of your practice

Moments of Truth: How to Make a Good First Impression that Lasts a Lifetime

Great Customer Service: Enhancing the New Patient Experience

Keeping the Fire Alive: Retaining New Patients for the Long Term

Great Customer Service: Bringing “Ritz Carlton” touches to your dental practice

What fee is the right fee?

Interviewing the New Patient: Elements of Success

There's More to It than Listening

Pay Attention to the “Who”

The Top Ten Mistakes of Treatment Presentation

Typical Questions – Not so Typical Answers!

Who presents the fees?
Who are you, really? Getting to the Core
Keeping Up with It All: Achieving the work-life balance
Life Coaching for Dentists: The Secret Ingredient
Breaking Out of the Time Crunch Barrier While Still Keeping Up With It All
Building Your Life Around the Emotional Responses of Others?
Choosing our attitude in spite of circumstance
Uncertainty. Confusion. Fatigue. Now what?
Love Your Patient
Our Future, Your Future: What do you want?
The Wrong Tool
Gaining Momentum
Infinite Games
Resolving Team Conflicts
Tired of being stuck?
We Dentists and Our Anxiety
The Horse Pulling The Cart: Are you tired yet?
Lending Your Strength to That Which You Wish To Be Free From
What's Your Number?
Not Enough?
Enablers Anonymous: We've been waiting for you ...
Fall fast.
Courage
Balancing the Size of Your Heart and Your Pocketbook
Tools for Communication with Patients
The Five Dysfunctions of a Team – And What to Do About It
The Relating Cycle and Why You Should Know It
Want to Avoid a Lawsuit?
Fear and Your Decisions
Sweating the Details as Never Before
It's Your Choice: What Will It Be?
Your Limiting Beliefs Are Stopping You
Steps for Working with Unhappy Patients
Nobody listening to you? You can do something about it!
Your Reputation – Online and Offline
Feeling Anxious? Take action.
Team Member Evaluations
Risks and Rewards: Doing what is Right
Always tired? Practice not profitable?
You Can't Take Care of Others Unless ...
Throw another Band-Aid on the Fire?
Working with the Unhappy Team Member

The Dental Tribune

E4Drrific!

Having It All with E4D

The Profitable Dentist

Are you listening?

Professional Dental Websites – articles

DrBicuspid.com

Beyond Practice Management
It's All About The Schedule
Accountability
Resolving Conflict
Super Success Strategies
Creating the Perfect Day!
Doctor, Meet Patient
High Anxiety
Beating Burnout
Putting Up With Sally
How Bill Achieved His Dream
Production Down?
Fear of Change
Dealing with a Down Economy
Solving Team Problems
The Mystery of The New Patient Revealed

DentalCompare.com

You do this EVERYDAY?
10 Blockbuster Questions for Designing Your Ideal Practice
25 Ways to Fill Your Practice
A Herd of Buffalo
Avoiding Hiring Pitfalls
Change
Go "Figure It Out"
Hard-Earned Pearls
How Will Your Practice Weather the Future
Laser Questioning
Soft Skills vs. Technical Skills
Taking Ownership: The Important Hallmark of a Leader
Stopping the Hiring Turnstile
Ten Steps to a Perfect Day at the Office
The Secrets of Wearing a Hundred Hats
The Top Five Investments You Can Make in Your Practice
The Trouble with Mary, The Trouble with Dr. Jones
Yesterday's Country Doc

Local Publications - articles

Aging Arkansas/Mature Arkansas

5 Easy Steps to a Better Dental Health
5 Things You Can Do To Improve Your Quality of Life
A Denture Wearer's Checklist

A Major Demographic Shift in Dentistry – And How It Will Affect You
Your Oral Health and Alzheimer’s Disease: Is there a Connection? Bleaching Your Teeth
Improves Your Oral Health
Calcium and Vitamin D Supplements in Dentistry
Cancer and Dental Health
Carrying Around Too Much Weight? It Affects Your Dental Health!
Chronic Diseases and Oral health
My Aching Tooth!
“Digital Dentures” – Solving Many Problems for Denture-Wearers
Do I Really Need to Floss?
Does Replacing a Missing Tooth Really Matter?
Dry Mouth ... Torture
Frank’s Stroke: Could it have been prevented?
Heartburn and Dental Health: What You Need to Know
Gum disease not linked to heart disease? Yet another important look
Gum Disease and Why Treating It Could Save Your Life
Healthy Lifestyles Include Healthy Mouths: Critical information you need to know
Integrating Dental and Medical Care for Diabetics: Why You Should Take Notice
Losing teeth? It’s more than a dental problem in the making
Lower Your Heart Attack and Stroke Risk
Making the Most out of Denture Use
Never Too Old For a Great Smile – Never!
New Mouthwash May Make Tooth Decay Obsolete
Osteoporosis and Dental Health: WARNING!
Osteoporosis medications and the risk of developing jaw complications
Postmenopausal women have a new health message to hear
Practical Advice for Denture Wearers
Reconsidering Diet Sodas
Cost-Saving Strategies for Dental Health
Setting the Record Straight: Antibiotics Before Dental Procedures
Sleep-disordered breathing
Snoring, Sleep Apnea, and Dentistry: Knowing What You’re Dealing With
Straight Talk About Lack of Teeth
Stress: Don't Let It Grind You Down
The First Ever Surgeon General’s Report on Oral Health – Summary for Older Adults
One of the Best Services Dentistry Has to Offer: The Key to Securing Dentures
The Truth About Receiving Dental Care
The Yin and Yang of an Aging Mouth
Tipping the Scale from Health to Disease
“If I’m not a teenager, why am I getting so many cavities now?”
Want a healthier heart? Find out how
When Your Physician and Your Dentist Disagree
Your Amazing and Absolutely Essential Saliva: What You Must Know
Zinc Consumption and Denture Use