

The Most Effective Way to Grow the Specialty Practice is to Grow Referring Doctors in Comprehensive Interdisciplinary Care



Referring doctors are focused on growing their practices, not yours.

Many feel challenged getting patient acceptance on routine restorative care. Referred care is even harder to deal with.



It's not about A, B and C categories. It's about what is the next level for each referring doctor.

Every referring doctor can grow and become a more engaged and valuable referrer once they embrace how comprehensive interdisciplinary care also drives their own practice growth.



Marketing and relationship building are not enough to engage referring doctors.

Diagnosis, treatment planning and case acceptance in GP practices are the biggest roadblocks. If they don't see it and can't plan it, they will work around their own limitations.



Education for comprehensive care drives referral success and mutual growth.

Most restorative doctors want a trusted source of great education. They need clinical leaders who can guide them.

Spear Study Clubs Protect Vital Referral Relationships and Help You Lead Referrers to Better Patient Care, Practice Growth and Interdisciplinary Success.

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Straumann Territory Manager

Phone:

Email:

.....
Spear Study Club Advisor

Phone:

Email:

Easy to run. Increase referrals. Practice growth and profitability.

SPEAR
STUDY CLUB

Spear Study Clubs help specialists and general practitioners excel in an all-inclusive, easy-to-run model, integrating evidence-based clinical instruction and online education. With learning modules based on real-life cases, you'll grow through small-group learning in an environment of collaboration and trust.

Study Club Membership Includes:

+ Guided Learning Meetings

Your group of eight to 12 members sets its own pace with Spear's interdisciplinary and practice-development learning modules, which incorporate guided-discussion videos and clinical resources. You'll enjoy collaborative learning in your own community and earn 3 CE credits for every meeting. Modules are created and led by our prestigious faculty, including Drs. Frank Spear, Gregory Kinzer and Steve Ratcliff.

+ SPEAR Online

Spear Online's proven platform includes on-demand access to our extensive clinical and practice curriculum. Resources include:



Course Library

Our ever-expanding curriculum includes CE-eligible clinical and practice management lessons



Staff Training

Get your entire team on the same page with CE-eligible clinical and practice lessons designed to challenge and empower



Patient Education

Resources for diversifying your skills and gaining the confidence to treat larger, more complex cases



Spear TALK

Post a question; you're connected to a forum of peers who have answers

+ SPEAR Seminar

As a group, your club will attend a 2-day Spear seminar (worth 15 CE credits) at the Spear Campus or any of our off site locations in Scottsdale, Ariz.

+ Your Own Dedicated Advisor

Concierge-level support from a dedicated Study Club Advisor, who consistently monitors your club and guides you to greater participation, collaboration and success.

+ Dedicated Study Club Website

Your club has its own password-protected website. Order modules and Learning Pathways, share club-specific news, track CE credits and more.



See how easy it is to start your own Spear Study Club.
Visit speareducation.com/study-club or call
855.773.2772 to learn more.