

Ultimate Patient Experience Application

Please complete the following questions, openly and honestly. **Your answers are 100% confidential and will not be shared with anyone.**

You may also complete this application online at UpeApp.com

Make sure you complete EVERY question! If you need additional room, use a separate sheet of paper. Then, either fax your application into my office at **fax number**, or scan and e-mail to my assistant Jayne at jayne@theupe.com -- make sure you put "UPE Application," in your subject line.

Once we receive your application, within 48 hours, you'll receive specific instructions on what to do next, and how to set up your private interview.

Looking forward to helping you, and talking with you on your call,



David Moffet

1. Full Name _____

2. Personal Direct Email Address _____

3. Cell phone # _____

4. Primary postal mailing address to send you correspondence, directly:

5. What kind of practice do you have and how long have you been running it?

6. What's going on in your practice that's good?

7. What's going on that you'd like to change, and how long has it been going on for?

8. What's the biggest competitive problem you're trying to overcome, right now?

9. What are your current annual billings? _____

10. What are your total annual billings, if different? _____

11. How much do you want to be billing, annually? _____

12. What do you feel is the major problem or obstacle responsible for the difference between what you're *currently* earning... and what you *want* to be earning?

13. How much revenue does an average patient generate for you? _____

14. How much money are your highest-paying patients worth to you? _____

15. How much is an average appointment worth to you? _____

16. How much is an average procedure worth to you? _____

17. What are your short-term goals? (6-12 months - personal and professional)

18. What are your longer-term goals? (3-5 years - personal and professional)

19. Tell me about a few people who've influenced you, and why.

20. Tell me about 2 or 3 things you've done, that you're proud of -- and why.

21. Anything you WANT to be proud of, that you *haven't* done yet?

22. What are 2 or 3 things you'd like to change or improve, about yourself?

23. What are 2 or 3 things you'd like to change or improve, about your practice?

24. What are the top 3 things you're looking to get out of this program, if you're accepted into it?

25. What's particularly appealing to you about this program or about working with me? Please be candid -- don't worry about making me feel good, or about saying the "right" answer. Just be yourself, and be honest.

26. Do you have any hobbies or interests you enjoy, or would like to be enjoying more?

27. How is your mindset? Are you carrying around any self-sabotaging ideas from the past, that may be holding you back? If so, feel free to elaborate and explain.

28. Tell me something quirky or odd about you. (And don't worry, it's just between us!)

29. If it comes down to choosing between you and another dentist -- and we only have one slot still open -- why should I choose you over the other dentist?
