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Academy of Dental Mgt. Consultants (ADMC) Founding Member: 1987
ADMC Participation: Membership at Large 00/02
Member: American Dental Hygiene Association since 2004
WWW.Trojanonline.com Ask the Consultant since 2003
Guest Lecturer: UCLA Dental School
West Coast University Hygiene School

Associates Degree in Healthcare 1975 CA College of Commerce
Long Beach, Ca

President of Kathleen Johnson Consulting, Inc, a “hands on” in office dental management consulting firm dedicated to the principles of fair business practices, the management profession, and business ethics. Keeping abreast of current and burgeoning trends in dental insurance, management, and implementing those we believe will be most beneficial to our clients is vital to our business practice. Our goal is to create a patient centered practice, increase profitability, maximize software programs, training on how to go chartless and assist our clients in the role of CEO leadership.

Kathleen Johnson is a dental practice management and transition consultant with 38+ years in the dental field. Kathleen is known for her comprehensive due diligence practice evaluations and chart review, and helping the buyer with the PPO Plan Credentialing process.

Kathleen offers buyers transition consulting and coaching services, keys to a smooth transition with staff and patients. She has helped dentists confidently transition into retirement, assisting a new dentist with finding the “ideal practice,” or helping a dentist find new passion in her or his business, Kathleen provides the support and expertise dental professionals need to make it happen!

Areas of Expertise

Practice evaluations and transitions,
Insurance, Accounts Receivables Management, Team Building,
Scheduling/Dealing with Difficult Patients, Communication / Facilitation, General
Practice Management, In-Office Training, Insurance Billing, Coding &
Reimbursement, Scheduling, Marketing, Communication & Team Building,
Collections & Accounts Receivables Management
Expert Witness in the Dental Field

Current Lectures

Build Your Practice and Minimize Insurance Dependence, Glidewell Labs
Irvine, CA 2014

Bullet Proof Your Practice & Keys to Avoiding Embezzlement, AGD
Atlanta, GA 2012

Create a Practice Masterpiece, Buena Park 2012, 2013

Keys to Avoiding Embezzlement, OC and the Inland Empire, 2012, 2013

Navigating the Dental Transition Minefield, various locations in OC, Los
Angeles, San Jose and San Diego, yearly since 2009

Keys to Developing a Profitable Hygiene Department various locations in
OC and LA 2011 & 2012

Risk Management, Inland Empire Dental Society 2012

Guest Lecturer West Coast University, Hygiene Students since 2011

Guest Lecturer U.C.L.A. School of Dentistry, Keys to Success after
Graduation 2012 & 2013

Strategies for a Dental Practice during a Recession-various location in
O.C., and Los Angeles. 2011 and 2012

Succeeding in Today's Economy-Orange County 2011 and 2012

CEO Crash Course – Prosthodontic Study Club, 2011

Kathleen has been published in dental magazines including the CDA Journal,
Trojan Today, Middle East Dental Journal, British Dental Journal, and a
contributor to Demystifying Smiles, Penn Well Books.

Publications

Keys to Buying a Dental Practice and Successful Transition Planning CDA Journal

Cashing In Middle East Dental Journal

Trick or Treat: British Dental Journal -The treatment plan you always wanted but didn't know you needed.

How Wayne Gretzky Turned an Average Dentist into a Superstar: A Not-So-Fantastic Fable Contemporary Oral Hygiene

Contributor-"Demystifying Smiles: A Resource for the Esthetic Team"
Penn Well books

Profit and Efficiency, Now Scheduled to Arrive. Trojan Today

Engineering the Ideal Day-Trojan Today

Are You Better at Insurance or Extractions-Trojan Today

Managed Care-The Decision is Yours-Tools R Us