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# Charles Barotz **DDS**

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DENTIST | SPEAKER | MENTOR

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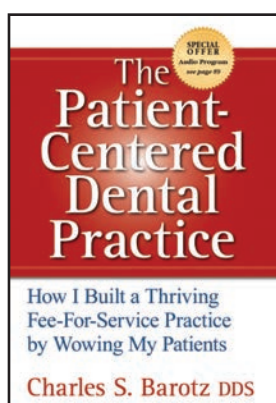
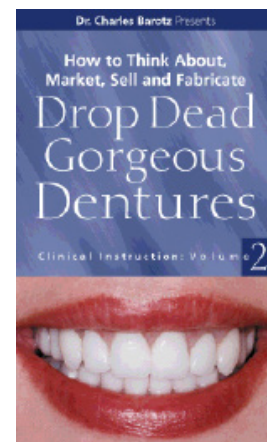
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## ABOUT DR. BAROTZ

**Dr. Charles S. Barotz** is a 1980 graduate of Georgetown University School of Dentistry. He has dedicated his life to provide his patients with the best that dentistry can offer. Dr. Barotz is continually educating himself and his staff with the newest dental techniques and approaches in order to provide you with advanced, state-of-the-art care. Dr. Barotz has been published and lectures internationally on numerous subjects relating to excellence in dentistry.

***How to Think About, Market, Sell and Fabricate DROP DEAD GORGEOUS DENTURES*** - In this 75 minute long video, Dr. Barotz walks you through making a complete denture step by step. After watching, you will see dentures as a satisfying cosmetic procedure for your patients, as well as financially gratifying for you, instead of a dreaded procedure you hate doing.



***The Patient-Centered Dental Practice: How to Create a Fee-for-Service Practice by Wowing My Patients*** - Dr. Barotz' 2011 publication explains exactly how he built a seven-figure dental practice. Incorporating the philosophical with the practical, the *Patient Centered Dental Practice* details Dr. Barotz's finely tuned approach to creating a successful practice in just under 100 pages.

***The Power of a Beautiful Smile: How an Amazing Smile will Enhance your Self-Esteem, Career and Health*** -

In his 2014 publication, Dr. Barotz reveals how today's advances can amazingly transform anyone's teeth into a radiantly beautiful smile that will empower your success, confidence, and quite literally - change your life. In addition to the fantastic cosmetic possibilities, *The Power of a Beautiful Smile* details how many of these procedures can be achieved with minimal to no pain at all.



**Dr. Barotz has been a member of:** Metro Denver Dental Society | American Dental Association

Colorado Dental Association | Columbine Periodontal Study Club | Colorado Prosthetic Society | Academy of Osteointegration

Midwest Institution of Advanced Dental Studies | Rocky Mountain Dental Study Club | Better Business Bureau

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## DROP DEAD GORGEOUS DENTURES

### ***Part 1: How to Think About, Make and Sell Dentures***

What is it about dentures that conjure up strong emotions amongst dentists? Why do many dentists hate doing dentures so much that they stop doing them entirely? How can a dentist start to make dentures a satisfying and profitable part of their practice?

In this seminar, Dr. Barotz will be answering those questions and more. Dr. Barotz believes that denture patients have the same desire to have a beautiful smile as anyone else. Why should they have to suffer from the discomfort and frustration of poor function? Dr. Barotz views dentures as full mouth reconstruction, as well as a cosmetic makeover. In this seminar he will teach you how to think about, market and sell dentures that completely satisfy you, your patients, and your bank account. It is his sincere belief that you will feel completely different about dentures - that you will learn to provide an excellent service to your patients and have the clinical skills to insure superb results.

### ***Part 2: How to Fabricate Drop Dead Gorgeous Dentures and Charge \$10,500 per Set***

In just under two hours you will learn how to customize your denture cases, “wow” your patients and turn plain old dentures into a beautiful cosmetic profit center.

Dentures don't have to be difficult, and they don't have to be a loss for your practice. By adding one critical step to your denture cases you will be able to create dentures that are *drop dead gorgeous*. One of the key aspects of dentistry is smile design, this is especially true with cosmetics dentures.

Key aspects of Dr. Barotz's technique are the setting of the six anterior teeth with the patient present, when they'll have input into the final look of their smile. Watch and learn as Dr. Barotz goes through this technique with one of his patients. Learn first hand how to change the lives of your patients and make a nice profit doing so.

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THE PATIENT-CENTERED DENTAL PRACTICE

## *How to Build a Thriving Fee-For-Service Practice by Wowing Your Patients*

Regardless of their occupation, discerning individuals know that heeding the advice of those who have come before them pays big dividends. In this seminar, Dr. Barotz will discuss how he built a lucrative dental practice based on the wise counsel and common sense practices of various teachers, mentors, and others he has known both in and out of the dental profession.

Incorporating the philosophical with the practical, this seminar teaches up and coming dentists, as well as established dentists who may be “plateauing” rather than “peaking” how to become what Dr. Barotz calls **Superdentists**.

Dr. Barotz will give the details of his finely tuned approach and invites today’s dentists to take their destiny into their own hands and transform their dental practices from average to extraordinary.

# Charles Barotz **DDS**

## TESTIMONIALS

**“Charles is a no-nonsense dentist... His keen understanding of people, mixed with his clinical excellence, creates a message that every dentist who desires to be successful must hear!”**

*-Wood Oakes, DDS, Excellence in Dentistry*

**“Charles starts talking and it’s always a show.”**

*-Howard Farran, DDS, DentalTown*

**“Exceptional. Starting to change on Tuesday.”**

*-Dr. Lloyd Kitchin*

**“Well organized, very informative.”**

*-Dr. Chris Whitham*

**“He gave a thorough lecture in the time frame allotted and the feedback was excellent.”**

*- Sameer Puri, Chairman DentalTown*

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## PUBLICATIONS / AUDIO TAPES

### **PUBLICATIONS:**

“Why General Dentists Should be Doing Implants”  
Crown Council News, Fall 1997

“To Advertise or Not to Advertise - Is There Still a Question?”  
Journal of the Colorado Dental Association,  
Spring 1998

“Why Most Dentists Hate Doing Dentures and How to Love Them”  
Profitable Dentist, March 2000

“The First Appointment; Monumental Moments Which Wow a Patient to Yes”  
Profitable Dentist, July 2001

Dental Peaks: How to Succeed in the Fee For Service Arena”  
Profitable Dentist, August 2001

“Making Advertising Work”  
Profitable Dentist, October 2001

“Company’s Coming: The New Patient Arrives”  
Profitable Dentist, December 2001

“How to Eliminate No Shows, Cancellations and Accounts Receivable”  
Dental Economics Web Edition February, 2002  
Dentistry Today, June 2002

“Attention Implant Companies; Quit Your Fighting and Grow the Pie Together”  
Implant News and Views, February 2002

“The Custom Denture: Highly Appreciated, Undervalued. How to Make Them a Profitable Part of your Practice.”  
Dentistry Today, March 2002

“Great Cosmetics, A Temporary Thing; How Provisional Restorations Can Insure Exquisite Cosmetics”  
COVER STORY, Dentistry Today, September 2002

“Perceived Value” an interview with John Jameson  
Dental Economics, November 2002

“Become a Super Dentist”  
The Profitable Dentist, December 2002

“Smile Makeover With Gum Lift”  
DentalTown Magazine, July 2005

“Drop Dead Gorgeous Overdentures”  
DentalTown Magazine, September 2005

“Health, Beauty and Wellness, Top Docs”  
It’s Your Life Magazine, Spring/Summer 2005

**Doctor Barotz published “The Power of a Beautiful Smile” in which he reveals how today’s technological advances in dentistry can amazingly transform anyone’s teeth into a radiantly beautiful smile.**

### **AUDIO TAPES:**

“Work Smarter - Not Harder”  
Richards Report Audio Tape Series, March 2000

“The Adult Dental Practice”  
The Profitable Dentist, 2001

“Drop Dead Gorgeous Dentures”  
Richards Report Audio Tape Series, August 2002