This was one of the best seminars I’ve ever been to.
Andrea, RDH, Spring, TX

Thanks - we have found more resources to help us turn our office around while becoming more efficient.
Lisa Aploinar, Office Manager, San Antonio, TX

Finally a seminar that has ‘real world’ applications. Joe has got a grip on a ‘real world’ dental office.
Trish Cundberg, RDH, Omaha, NE

Very good meeting! Finally something other than the cosmetic & anti-insurance overload. Practical balanced perspective.
Dr. Jeff Scheperle, Kansas City, KS

A down-to-earth approach to dentistry. A refreshing change.
Dr. Jim Maixner, Waverly, IA

Many pearls - most worthwhile.
Dr. Sid Millstein, Margat, NJ

What a breath of fresh air!
Dr. Kim Walter, Mill Creek, WA

Excellent outstanding seminar that really mirrors the reality of dentistry in the real world.
Dr. Soe Wynn, Modesto, CA

This information is very timely and valuable - great time saving tips and efficient systems. Dr. Joe is very ‘down-to-earth’ and extremely practical in his approach!
Dr. Nick Ieronimo, Newington, CT

This seminar has validated how I practice and how I have felt dentistry can be done. Work hard, work smart, and enjoy success.
Dr. David Taylor, Cody, WY

I truly appreciate the way the staff feels better about working after your seminars.
Dr. Thomas Ostler, Las Vegas, NV

Dr. Steven is an outstanding speaker, very ‘down-to-earth’, easy to listen to and keeps you listening.
Cindy Coleman, Office Manager, Austin, TX

Great speaker! Very helpful tips and ideas presented.
Stacey Shepherd, RDH, Austin, TX

Finally a seminar that deals with real dental practices.
Dr. Jaime Gonzalez, Alamogordo, NM

Joe is real world, in the trenches, dentists which gives you tangible ways of presenting and doing dentistry.
Dr. Kevin Lords, Salt Lake City, UT

Loads of info!
Dr. Gary Barron, Grandbury, TX

I got more nuggets from this seminar than any other seminar I have taken in years!
Dr. Jeff Paffenroth, Appleton, WI

Wish my staff had come with me.
Dr. Joh Romstad, Claressa, MN

Very down-to-earth practical information to use starting Monday morning.
Dr. Danny Chacko, Oneida, TN

Real ideas and tips to use every day in the real world.
Dr. Doug Graydon, Chickamauga, GA

Great seminar! It brought me back to reality!
Dr. David Skees, Snead, AL
Dr. Joe Steven brings practicality to a new and profitable level. Thanks for re-affirming the value of treating to the higher level with ‘caring and concern.’
Dr. Larry Browning, Atlanta, GA

Thanks for the practical approach to great dentistry and thanks for the inspiration.
Dr. T. Farr, Thomaston, GA

Very good - multiple ideas to use on Monday morning.
Dr. Larry Hubbard, Statesboro, GA

Finally a course for the non-elitist.
Dr. Todd Afferica, Norcross, GA

Seminar was presented with honesty and humor; lots of good information in every area of dentistry.
Lyndia Parrot, Office Man, Atlanta, GA

This is one of the best seminars I’ve ever attended.
Pam Henson, DA, Tucumcari, NM

Great seminar! Very informative, lots of gems.
Dr. Tom English, Cornoe, TX

Excellent well rounded course.
Dr. William Dunlap, Las Cruces, NM

This was a refreshing change to most of the seminars being offered.
Dr. Alison Schwartz, Scottsdale, AZ

Thanks again Joe for you common sense approach to dentistry and management.
Dr. Jeff VanDeventer, Tucson, AZ

Fresh outlook with good clinical techniques to improve efficiency. Thanks.
Dr. Ted Rechtin, Bridget, MO

Joe, I loved your down-to-earth approach. What a delight to hear someone that practices with so many similarities to my philosophies. Your pearls were worthy and wealthy!
Dr. Stephen Paul, Chesterfield, MO

This is the first seminar I’ve been to when I haven’t looked at my watch at least a dozen times. The speaker was very interesting and informative. And his sense of humor was a definite plus!
Beverly Backes, DA, Linn, MO

Lots of useful information. After 31 years of practicing Dentistry, I know Joe speaks the honest truth.
Dr. Phil Casto, Ripley, WV

A real breath of fresh air. I learned a lot today about becoming more efficient in this type of environment.
Dr. Robert Merkel, Oxford, OH

I really enjoyed listening to Dr. Joe. He was funny, yet informative. And....I didn’t get sleepy once!
Vesta Daniel, DA, Columbus, OH

Dr. Joe Steven was very informative, sincere and unlike other seminars I’ve attended. He kept my very attentive, I left very pumped!
Michelle Foote, Office Manager, Cleveland Hts., OH

Down-to-earth, everyday tips, that lets you know you aren’t as far off base as some would let you think you were. Great job!
Dr. Tim Chase, Marion, OH

Very well done, informative. Great amount of materials in the seminar notebook.
Dr. Ken Kiger, Gallipolis, OH

Joe has walked the walk and I picked up lots of pearls to help our practice. Wonderful!
Dr. Russell Seamons, Logan, UT
Very educational seminar and presented in a very interesting manner
Dr. H.K. Ritter, Hoisington, KS

Excellent course. My kind of guy and presentation- should be given to every senior dental student.
Dr. Joseph Simpson, Ft. Collins, CO

Thanks for making our team feel good about how we take care of our patients. Nice presentation.
Dr. W. L. Graves, McCook, NE

Joe was great & down to earth. Glad I came.
Dr. Olan Parr, Culpeper, VA

Good philosophy and good gems to take back to the office Monday.
Dr. Daniel Rauk, Estes Park, CO

Glad to hear from someone in the real world. I thought I was the only one. Great ideas!
Dr. Charles Ruefenacht, Lafayette, CA

Joe, the course was great! I learned plenty of ideas for more efficiency and how to increase profits - this is what dentists want.
Dr. Richard Creaghe, SanRafael, CA

Joe is great, best seminar I’ve been to in years, honestly.
Lesley Thurston, RDA, Napa, CA

Great seminar. I’m looking forward to bring my staff next time. It’s refreshing to hear down to earth solutions and commentary.
Dr. Lynn Kinderknecht, Hays, KS

Our profession needs many more like you!
Dr. Clive Ingram, Syracuse, UT

Dr. Steven is very realistic and not the typical pie in the sky we often hear.
Dr. Tim Chase, Monticello, AR

Very informative, relates to every dentist. Does not have the high & mighty attitude which is pleasant to see. Fun presenter.
Sadie Taylor, DA, Brandenberg, KY

Realistic information for the dentist and team trying to reach the next level.
Dana Allen, RDH, Mobile, AL

Very informative seminar. This is more ‘real world’ than what I was taught in dental school.
Dr. Steven D. Collins, Baton Rouge, LA

It is always good to hear new and innovative ideas for making our job easier and profitable. The seminar provided both.
Dr. Mickey White, Pineville, LA

Great need for your message!
Dr. Howard Neilson, Havertown, PA

Refreshing - best seminar for me in the last 19 years. However, it was too short - I would enjoy 2 days. I like your approach to dentistry.
Dr. Ed Sittler, Great Falls, MT

Very fun, entertaining course. Great information presented that goes along with my concept of a dental practice.
Dr. Mark Collins, Bullhead City, AZ

I just want to thank you for taking the time to improve my life and my future in dentistry.
Dr. Jeremy Thompson, Riverton, UT

Excellent presentation of useful nuts & bolts information. A worthy successor to Dr. Earl Estep.
Dr. Dan Brady, Lebanon, MO

This is the best seminar I’ve ever attended. It’s for the practical “real” dentists.
Dr. Sara Bechert, Johnson City, TN
Great information - combined common sense, experience and humor to make an enjoyable and informational day.
Dr. Janet Gilmore

Great content & presentation - learned many things to use on Monday!
Dr. Sam Cigno, St. Louis, MO

It was a nice change of pace learning a speaker teach about real-world techniques and products that can be used tomorrow. Thanks!
Dr. Roy Reinarman, Highland, IL

Finally - Common Sense Dentistry! I didn’t want to come, now I’m glad I did!
Cassie Menhart, RDH, Carmichaels, PA

I’ve been attending seminars for 28 years. This is by far one of the best!
Dr. Evan Williams, Carmichaels, PA

All day long I found myself saying, “I knew it! I was right! I knew it!”
Dr. Tom Bayley, Westchester, PA

This was one of the best seminars I’ve ever attended. I learned a great deal and had fun doing it. Thank you!
Robin Maddox, DA, Stratford, NJ

Real solutions to real problems that most real dentists face. Great job!
Dr. Bryan Spilman, Warsaw, IN

Thanks for being a real dentist!
Dr. William Pasco, Murray, KY

Best seminar I have been to in 5 1/2 years of dentistry. You have something to say to every member of staff! Thank you! Your “real life” examples and experiences can be turned into learning tools for us! Never bored.
Debbie Stovall, Office Manager, Mobile, AL

Great down to earth, nuts and bolts seminar. Time very well spent. Thanks.
Dr. Tim Chatterley, Casselberry, FL

After reading your article in Dental Economics, I just had to hear you in person. You did not disappoint me!
Dr. Karl Thoreson, Palmetto, FL

A most excellent presentation that cuts through the BS that’s out on the lecture circuit!
Dr. William Tinsley, Liberty, MO

Great, down-to-earth, common sense! I’ve been a hygienist 31 years - too bad common sense is so uncommon, especially at seminars!
Mary Marbach, RDH, KC, MO

This was the best seminar I have ever been to. I hope my doctor heeded what was said. You hit the nail on the head. You were awesome! I enjoyed the seminar immensely! Interesting & informative!
Karen White, Office Manager, Lufkin, TX

This has been the best C.E. course I’ve taken my staff to in years. Great bang for the buck!
Dr. Greg Kontopanos

I have read the newsletter for years and thoroughly enjoy them. I have attended many dental management type seminars and finally I have a mountain of info to take back and use right now. The only regret is that I did not bring my staff!
Dr. Jay Boyle

Finally a common sense continuing education program.
Dr. J. Cary Bryant

Thanks! Encouraging to hear “Real World” practice experiences and ideas that we know works after 20 years of practice.
Dr. Dan Pelc, Oelwein, IA
Best course I have taken in years, if not in my career. Down to earth, realistic, brutally honest - no boasting or gloating!
Most fun I've had at a seminar - time flew by!
Dr. Alan Kiefer, Wooster, OH

I'll be back for more of your seminars. This is more practical info than any other seminar I've been to!
Dr. Randall Bartoe, Dearborn, MI

This was great! I found myself shaking my head in agreement to everything that was said. It's nice to know someone else feels the same way about dentistry - good, practical, common sense without the hype. And still successful (imagine that!). I had perfected the art of sleeping through most seminars with my head erect. This one, not only was I awake, but I didn't want to miss a minute. Thanks!
Dr. Jodie Jenkins, West Chester, OH

Joe, our office staff attended your seminar in Omaha last Friday. Great job! Some very eye-opening ideas to implement!
Dr. Miller requested we each bring back two ideas to better our practice. NO WAY! I had two in the first 10 minutes! Thanks.
Joni Ellenberger, Practice Manager, Dr. Bill Miller, DDS

At most seminars, at the first break we want to know if we can leave early, but this one was so great we ate lunch at the hotel so we would not be late for the afternoon session! Very informative and fun!
Pat Allender, DA -

Fast paced, yet very informative, never got bored yet received plenty of information without a lot of useless talk.
Renee Rose, DA -

I have had the pleasure of listening to some of the “best” speakers on the market, yet this seminar was one of the best I have ever attended. It was full of “real” stories and ideas from a practicing dentist. I am very excited to use allot of the great efficient ideas to better my own practice. I can’t wait for the “$1,000,000 Staff” seminar to put all the pieces together. Thank you for a day full of knowledge, humor, and very realistic dentistry.
Dr. Deanna Grosso - Maine

This was a VERY helpful seminar. It was the first time that I didn’t nod off at some point. Excellent!
Dr. Andrew Palermo, Long Island, NY

How wonderful to hear pertinent, realistic treatment presented by an entertaining speaker! I was thrilled to think I could be a good dentist even though I do amalgams, work on children, and offer practical alternatives to expensive treatment plans. I feel good about teeth again!
Dr. Kelli Aaby - Loves Park, IL

Had a wonderful day and learned a TON!!! Very motivating!
Dr. Stacy Revels - Chickasha, OK

Great presentation, very informative and entertaining. Most practical and realistic seminar I’ve ever attended!
Dr. Merilyn Carver, Yuba City, CA

Wow! Very refreshing to hear real down-to-earth advice on dental basics.
Dr. Scott Campbell, Delaware, OH

Great presentation as well as presenter! Keep up the good work!
Courtney Collins, DA, Memphis, TN

Very refreshing to see such straight-forward down-to-earth real world pearls and such realistic viewpoints. As a young dentist it’s nice to see that you still can stick to the basics of providing good wholesome ethical services and focusing on health centered treatment as opposed to wealth centered treatment.
Dr. Jeffrey Paskar, Springfield, MO

Fantastic! A real dentist in the trenches with the rest of us!
Dr. Brian Lord, Taylorsville, UT

Unlike other doctors on the lecture circuit, Dr. Joe Steven is actually doing what he says he’s doing. He has built a $1,000,000 practice in America’s heartland doing ‘bread & butter’ dentistry. His practical approach to dentistry and life will inspire you, and he is definitely someone every dentist needs to hear!
Dr. Woody Oakes, Editor, “The Profitable Dentist” Newsletter
I couldn't agree with you more. I too, seemed to leave my colleagues behind as I increased efficiency, hired staff who could do the same, saw more patients, gave incentives to staff as the practice grew, and learned to work hard and well.
Dr. John Burk, Santa Barbara, CA

My experience with being what you call a Type B practice before switching to type A coincides with your views. My NET now exceeds the gross of my "boutique" years. Thank you for standing up to the gurus by supporting an unpopular opinion.
Dr. Marvin Kaplan, Newport News, VA

Finally, a voice in the wilderness that says its okay to be busy, see a good volume of people, utilize the skills we have as general practice dentists and do good quality restorative dentistry and make a good living at the same time.
Dr. Tim Goodheart, Raytown, MO

I can't tell you what a breath of fresh air it is every time I read one of your articles. The journals have me believing that I am a dinosaur and the comet is at T minus 30 seconds. Please keep your voice loud and prevalent.”
Dr. Bill Neilson, Clifton Springs, NY

Your advice is so right-on for us dentists in the real world. I love your hands-on real approach, without compromising quality dentistry. Keep up the good work.
Dr. Steve West, St. Louis, MO

Keep up the good work please. We need your voice in this profession.
Dr. Jerry P. Johnson, Worthington, MN

God Bless You, Joe - thank you for your honest advice and professional standards. Your newsletter, I look forward to it each month - they have helped me more than any other newsletter I have received. Thank you for taking the high road.
Dr. Steve Graham, Houston, TX

Last year, a well known advocate of Type B dentistry predicted that I was "going absolutely nowhere." My net income has doubled since he made that prophecy and my income still hasn't started to plateau. I wanted to thank you for giving some balance to the discussion of what kinds of practice are appropriate for different situations. The Type B people are very good at getting their message out, but Type A has been a little under represented.
Dr. Dwight Jones, Lake Los Angeles, CA

Thank you for being a reality based teacher.
Dr. Drew W. Fairweather, Bridgewater, NJ

I just can't tell you how much I appreciate your sound advise on dental practices! You're one of the few voices of reality and it needs to keep ringing. Last month we produced 107K in our 22nd month of business. Your principles work! Your KISCO Perspective newsletter is a breath of fresh practical air. When I read your first newsletter, I thought, 'Finally someone who thinks logically!'
Dr. Rod Collins, Redlands, CA

Your message should be stapled to the head of every dentist on the planet!
Dr. Fraser J. Hendrie, Edinburgh

Thank you for being a voice of reason in the face of the current promotions of boutique dentistry and niche marketing. You hold out the beacon of hope for those of us who want to deliver good dental health for as many of our friends, neighbors, and family as we can in a lifetime of honest work.
Dr. Wade Phelps, Kenedy, TX

After a while you begin to wonder if there is something that you have not understood or are doing wrong for our patients. Thanks for speaking a little common sense in a dental world that has gone mad with producing more money than a service for our patients.
Dr. Jon Romer, Rockport, TX

I too get discouraged and even second guess myself when I hear these practice management gurus' statements about "watching" a tooth. Your article has encouraged me to stick to what I know is right.
Dr. Ed Rich, edrichdds@juno.com

Cosmetic, high brow practices aren't for everyone, but most journals shame you into feeling left out if you don't achieve that. It's very enjoyable doing different procedures all day long, and I make an awfully good living doing it. I encourage those who practice in the type A practice mold referred to by Dr. Steven to come out of the closet and feel proud of the type of practice that they've established.
Terry Reed, DDS, Potsdam, NY

**Excellent, outstanding seminar that really mirrors the reality of Dentistry in the Real World.**
Dr. Soe L. Wynn, Modesto, CA

*I think Dr. Joe Steven is a down-to-earth speaker for the dentists. He is considered a non-judgmental speaker for the dentists and he should be a role model for all dentists in the United States. I'm an R.N. and I believe in honesty and good heart towards your doings in life also.*
Kay Wynn, Doctor's Spouse, Modesto, CA

**Information is very timely and valuable - great time saving tips and efficient systems. Dr. Joe is very ‘down to earth’ and extremely practical in his approach!**
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**This seminar has validated how I practice and how I have felt dentistry can be done: work hard, work smart and enjoy success.**
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*I truly appreciate how my staff feels better about working after your seminars.*
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Cindy Coleman, Office Manager, Austin, TX

**Great speaker! Very helpful tips and ideas presented.**
Stacey Shepherd, R.D.H., Austin, TX