

# A Secret Pay Raise: How Embezzlers Think and Act

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While the majority of dental teams are loyal and honest, it only takes one desperate individual to financially ruin a dental practice. Traditional internal control strategies are useful and important, but they have limitations and may not be as effective as doctors think. Many doctors fail to discover fraud and embezzlement until significant damage has occurred.

Learn how to mitigate damages by recognizing important warning signs associated with embezzlement and by understanding the characteristics and behaviors of an embezzler. It is important to realize that embezzlers think like criminals and do not follow our rules.

Dr. Little teaches through actual case studies that he has personally investigated to provide visual images of how embezzlers think.

## COURSE OBJECTIVES

- Recognize the profile of a typical embezzler
- Understand what leads to embezzlement in dental offices
- Analyze the strengths and limits of internal controls strategies
- Learn actions that need to be taken beyond internal controls
- Identify red flag behaviors that are often associated with embezzlement

**Over 50% of dental practices are likely to experience embezzlement**

**Will it happen to You?**

## Suggested Format:

Half-Day, After-dinner

**Audience:** *Due to the sensitivity of this presentation, attendance is restricted to dentists, their spouses and dental students.*



As a worldwide sales manager, I have participated in numerous dental lectures over the past 13 years. I found your embezzlement presentation to be the most riveting I have ever heard. It was so interesting, and you were captivating in your case studies and slides. You not only made it interesting, but you provided humor and “punch” for that “Wow” factor.

Jean Spinell  
Clinical Sales Manager – Ivoclar Vivadent

