

# ANGIE SKINNER

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## OVERVIEW

Results-oriented Dental Consultant, coach, and trainer specializing in profit generation for general dental practices. Prolific public speaker and writer with wide industry recognition. Skilled at turning around underperforming businesses and helping clients achieve their potential. Known for integrity and advising with a mixture of realism and optimism.

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## KEY COMPETENCIES

Dental Operations Specialist | Business Development | Strategic Marketing | Dental Practice Management | Training & Development | OSHA, HIPAA, and Legal Compliance | Credentialing and CAQH Management | Revenue Cycle Management | Conflict Resolution

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## PROFESSIONAL EXPERIENCE

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**PERFORMANCE DENTAL COACHING LLC DBA COACH DENTISTS**, Chattanooga, TN 2001 – Present  
**Founder /Principal Coach/Dental Consultant**

*Launched and lead business specializing in increasing profitability for solo and group dental practices through strategic consulting. Unlike other dental consultants, offer a completely bespoke process focusing on each client's unique needs, and place an immediate emphasis on fixing the most pressing problem first.*

- Help solo clients increase their practice's monthly collections by \$20K–\$40K/month through specific policy creation, revenue strategies, scheduling efficiencies, and improved communication
- Implement systems that enhance staff performance and optimize patient acquisition
- Hire and train best in class employees, including interviews, vetting, and offer submission on behalf of clients
- Deliver in-person, virtual, and large-scale training sessions on dental software and use management, staff utilization, patient relations, reactivation, case presentation, transition preparedness, start-up strategies, and fraud prevention
- Supervise and build highly effective marketing/branding initiatives to drive new patients in both print and digital formats. Create, edit and maintain client websites and social media programs
- Audit practices for OSHA and HIPAA compliance; support remediation efforts
- Manage client QuickBooks accounts and deliver monthly KPI reports. Prepare clients for tax season. Edit charts of accounts for industry best practices
- Deliver training with AGD P.A.C.E. provider continuing education credits
- Cultivate partnerships with banks, transition groups, CPAs, and dental suppliers to both source and refer business

### Key Achievements:

- Earned 'Leader in Dental Consulting' recognition from *Dentistry Today Magazine*
- Increased annual billings of numerous practices from \$550-700K to between \$1.1M and \$1.6M within 24 months
- Supported larger practices (8+ operatories) in streamlining operations, improving efficiency and increasing new patients to reach between \$2.6M and \$3M+ in revenue within 24 months
- Authored numerous articles in publications including *The Profitable Dentist*, *Inside Dentistry*, *The American Association of Dental Office Managers*, *The Observer*, the Trojan newsletter, and *Dental Economics*
- Tapped regularly to speak for academic and professional audiences, focusing on lecturing to dental schools, state dental association meetings, study clubs, and small groups

### Earlier Experience:

**THE GAP** | Tupelo, MS: Retail Management, Same Store Turnaround team

**THE LIMITED** | Memphis, TN: Retail Management, New Store Specialist

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## EDUCATION

**UNIVERSITY OF MEMPHIS**, Memphis, TN

**Bachelor of Arts in English**

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## ADDITIONAL INFORMATION

- PACE Provider through the Academy of General Dentistry (2024-2028)
- *Memberships*: National Speakers Association®; lifetime member, AADOM
- *Interests*: Intensive sprint athlete, painter