

The Revenue Multiplier: Integrate Fractional and Remote Teams to Build a Leaner, More Profitable Practice



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The rules of running a dental practice have changed. Rising wages, burnout, and staffing shortages are forcing owners to rethink how work gets done. In this fast-paced session, learn how forward-thinking practices are using remote and fractional team members to streamline workflows, reduce costs, and boost profitability—without adding more to your plate. You'll walk away with a clear roadmap to create consistent systems, stabilize your team, and unlock hidden profit opportunities in your practice.

Learning Objectives

By the end of this session, participants will be able to:

1. Recognize how today's staffing trends are reshaping dental practice operations and profitability.
 2. Identify which roles and workflows can be optimized through remote or fractional support.
 3. Implement systems that create consistent, efficient workflows across teams.
 4. Compare the financial impact of traditional vs. hybrid staffing models.
 5. Build an action plan to reduce chaos, increase revenue, and future-proof your practice.
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Key Takeaways

- Cut costs while improving workflow consistency and team performance.
- Eliminate staffing bottlenecks through structured delegation and accountability.
- Increase collections and revenue with specialized remote support.
- Gain freedom and flexibility—run a leaner, smarter, more profitable practice.

Christine Sison, BA, MS is the CEO/Founder of Swiss Monkey. Swiss Monkey specializes in connecting practices to remote dental professionals and provides a suite of remote worker productivity and performance tools. Ms. Sison has built and managed a dental practice for over 10 years and has her Bachelor of Neurobiology from UC Berkeley and a Master of Health Policy and Management from the Harvard School of Public Health. Prior to her work in dentistry, she conducted brain tumor research at University of California, San Francisco, assisted in the integration of information technology into clinics and hospitals, and later led the development of community-wide healthcare systems, including telemedicine efforts.