



# THE CAPACITY ACADEMY

## CE Examination for the *“Overhead Reduction Success”* Webinar

1. **Dentistry is segmenting into 4 distinct quadrants according to Drs. Willis and Griffin.** T or F
2. **The following is not one of the quadrants defined by the doctors.**  
a) Mainstream b) Advanced Services c) Low Quality d) High Capacity e) Government
3. **Which of the following is NOT considered an Advanced Service by the doctors**  
a) Adult Ortho b) Implants c) Hygiene d) Full Mouth Reconstruction
4. **If comparing between High Capacity and High Volume style practices, which is most commonly associated with Government/Triage Dentistry?**  
a) High Capacity b) High Volume c) Both are equal
5. **Marketing and Market Share are exactly the same thing.** T or F
6. **The proper understanding of Case Acceptance and how it works is a major part of the Triple Quadrant Formula** T or F
7. **Communication in the practice should come from leaders in the form of dictates or demands** T or F
8. **Finding and training high potential team leaders can multiply the efforts of the doctor and expand the capacity of the practice without creating more work for the doctor** T or F

AGD # \_\_\_\_\_ State & License # \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

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Please return my test results.

*Please complete, and mail back to: **The Capacity Academy at 415 E. Walnut St, Ripley MS 38663.***

*Upon receiving this exam, your 1 hour of AGD credit will be mailed to you. Your test results will be kept on file but not returned to you unless requested above.*