

Dr. Joe Capista **Speaker – Entrepreneur – Author**

ABOUT DR. JOE CAPISTA



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Dr. Joe Capista is recognized for his unique approach to business, life and success. As the owner of one of the most successful dental practices in the entire United States, Dr. Joe Capista has an exceptional understanding of what it takes to create a successful business and a successful life while maintaining balance both personal and professionally to create "TOTAL SUCCESS".

Dr. Capista oversees operations for Williamsburg Dental, a multi-million dollar practice with two locations in the Delaware County, Pennsylvania metropolitan area.

Williamsburg Dental has been serving clients for over 25 years and has an outstanding reputation for quality patient care. Dr. Capista and his entire team deliver the most advanced, proven dental treatments to their patients. Dr. Capista is The Cosmetic Dentist for the NBA Philadelphia 76ers Dance Team.

For over two decades, Dr. Capista has been on the leading edge of business trends including understanding what drives your team to perform at top level, what motivates a client and customer to do business with you and how to create a life most only dream of.

His unique approach to marketing a business is fast becoming a highly sought out strategy by numerous types and sizes of businesses. Joe combines a unique understanding of the workplace, personal development, implementation of effective systems, overall balance and possibility into all he does. He is highly recognized for his ability to teach clients how to maximize dollars for both internal and external marketing in order that they gain optimum results.

Dr. Capista has successfully incorporated overseeing operations for his business into being a highly requested speaker and trainer. A content driven, inspirational speaker Joe make's audiences think and leaves them wanting more. His message is simple; be committed, do what you love, love what you do, live with passion, give back to your community, and create balance in all areas of your life to enjoy a live beyond your wildest dreams.

Dr. Capista has presented numerous times to groups ranging from small business owners to CEO's of Fortune 100 Corporations. His easygoing presentation style makes him a favorite of the people he presents to.

EDUCATION AND PROFESSIONAL ASSOCIATIONS

Dr. Capista received his BS in Biology from LaSalle University and went on to earn his Doctor of Dental Surgery (DDS) from Temple University School of Dentistry in 1976. He completed a general practice residency at the Philadelphia General Hospital.

Dr. Capista is a respected authority on aesthetic dentistry and conducts seminars throughout the region on the latest cosmetic and restorative techniques.

Dr. Capista has completed training at the renowned Las Vegas Institute of Advanced Dental Studies.

He is a member of the American Dental Association; the Pennsylvania Dental Association, the American Academy of Cosmetic Dentistry (AACD) and the Chester/Delaware County Dental Association.

OVERVIEW OF SERVICES

Dr. Capista works with organizations and individuals to increase sales, align their organizational values, improve team morale, and increase sales and revenues. Dr. Capista teaches clients how to develop systems for sales calls and sales presentations that allow for higher acceptance rates, better customer relationships, higher efficiency, increased productivity, and maximizing marketing dollars, while creating overall organizational balance.

Programs that are currently available consist of half-day, full-day, in-house training, 30 – 90 minute keynote presentations and on line and teleconference sales training. Dr. Capista is available for private mentoring to select clients.

KEYNOTE PRESENTATIONS

Dr. Capista has a unique and comfortable style for any size group. When your needs call for a memorable keynote presentation, Dr. Capista is the one to hire.

POPULAR KEYNOTE TOPICS ***You, Your Business and Your Success***

An inspirational keynote presentation that explores your thoughts, actions and outcomes in creating the life you want.

The Million Dollar Letter

In this incredibly moving keynote presentation, Joe shares his most popular signature story about how contribution to others is at the core of our joy, happiness and well-being. Join Dr. Capista as he shares the journey he and his team took with Jackie, his most memorable patient. Learn what happened that took Jackie from a place of being a timid, fearful and shy to a woman who now shares her courage and joy with others.

The Success Triangle

A highly requested presentation that helps participants explore aspects of success that often go unchecked. Understand the correlation between an excellent product, your marketing and how you sell. One missed element can determine the difference between a mediocre business or a wildly successful enterprise.

Success and Spirituality

What Spiritually is and is not, and how it fits into having a successful life.

CONSULTING

Dr. Capista is available to select clients to consult with them on growing their business.

**SEMINARS AND
WORKSHOPS**

Dr. Joe Capista provides half-day and full day seminars to meet the needs of your organization.

RETREAT FACILITATION

Dr. Capista offers a once a year retreat limited to extremely success minded men and women. This is a two-day event held at an exclusive location.

TOPICS

- Sales
- Relationship Building
- Power-packed marketing
- Beyond Sales – Building Customers For Life
- Balance in Life
- Achieving Happiness

RESOURCES BY JOE CAPISTA

Dr. Capista's book, ***What Can a Dentist Teach Me About Business Success?*** is scheduled for release in December, 2007. Preorders are being accepted.

UTILIZING THE BOOK

THANK YOUR CURRENT CUSTOMERS OR MEMBERS. Dr. Capista's book will be a great resource to give to your customers, clients and members to simply say, "We appreciate you." In today's competitive climate this could be just what you are looking for to enhance customer loyalty.

STAFF APPRECIATION. Whether you have a paid staff or a group of volunteers, they are often the least recognized and most overlooked when it comes to appreciation. Dr. Capista's book is a great way to show your team how important they are to the success of your organization.

GAIN NEW BUSINESS. Companies, large and small, are seeking innovative ways to gain new business. Dr. Capista's are a great tool to use as a premium gift.

INCREASE REVENUE FOR YOUR NONPROFIT ASSOCIATION. Your organization may qualify for our special program designed to assist in raising funds for various programs.

**WHAT PEOPLE ARE
SAYING ABOUT JOE**

"Many people have the ability to share "what" they did to achieve success in their life; few have the gift to speak with such sincere passion and enthusiasm that you are inspired to take action in your own life! Dr. Joe Capista does just that! His down-to-earth approach to growing a business, while maintaining a healthy life balance, comes to life through his animated, humorous, emotion-filled presentation ---- everyone leaves his presentation motivated and with a renewed sense of direction for achieving their own goals."

Becky Vasquez
President
Becden Dental Lab

"You just can't contain Dr. Joe Capista's enthusiasm for mentoring with people who have a desire to improve. Immediately upon working with Doctor Joe, my productivity and the number of appointments and the amount of business I closed rose dramatically. More importantly, my attitude, outlook and love for my work were renewed with a new sense of mission and purpose. As a mentor and coach, Dr. Joe Capista is world class."

James V. Coffey M. A.
Vice President
The Papal Foundation

"Dr. Joe Capista has talked with my Entrepreneurship and Marketing classes over a half dozen times in the past few years. The classes response and interest in his presentation has been uniformly excellent"

Bill Mc Garvey
Adjunct Professor
Philadelphi9a University

**A PARTIAL LIST OF
JOE'S CLIENTS AND
AUDIENCES**

Becden Dental Lab
Malvern Retreat
The Papal Foundation
Philadelphia University
Dental Study Clubs
Dental Associates of Delaware