



Blatchford Solutions Podcast #30

Top Women in Dentistry: Interview with Dr. Davis

Only If I Knew Than What I Know Now

Intro:	00:00	Welcome to the Blatchford Solutions podcast. A podcast dedicated to helping dentists take their practice to the next level reducing stress and helping you build a better lifestyle.
Intro:	00:11	Now here's your host Dr Blatchford.
Dr. Blatchford:	00:11	Hi I'm Dr. Christina Blatchford of Blatchford Solutions and I am lucky enough to interview
Dr. Blatchford:	00:20	Dr. Tracy Davis today who is one of the top women in dentistry today. We think we think very highly of Dr. Davis. And so Dr. Davis would you like to introduce yourself and tell us a little bit about your background and what you have going on and why you chose dentistry. Those are three three big questions for you.
Dr. Davis:	00:46	Thank you so much Christina. Well I grew up in a small town in Missouri in the middle of Midwest. I'm I'm now a practicing general dentist in a two dentist practice. So I guess it's a partnership and do general dentistry. I didn't really know that I wanted to be a dentist until I got out of school and my undergrad is in biochemistry and then I worked for awhile and figured out what I wanted to do and I love it and love it.
Dr. Blatchford:	01:24	Oh I love that. That's wonderful. So so nice to talk with somebody who absolutely is passionate about what they're doing. It's fantastic. So that is terrific. And so no doubt you are current your current practice is actually in Missouri as well and you are in Ozark Missouri. Is that correct.
Dr. Davis:	01:54	That's correct. So right out of school I joined a husband and wife team. They were fantastic mentors for me. And then a fourth dentist joined on and a couple of years

later the original husband and wife team retired. So with the help of Blatchford Solutions Dr Nick Matthews and I have kind of picked up where the four were taken and on from there

- Dr. Blatchford: 02:17 Which is pretty amazing that that two doctors were able to go ahead and take a practice that had four dentists and then be able to do the same or more with two.
- Dr. Blatchford: 02:29 So that that is pretty darn commendable I think that's wonderful. And not only do you have a busy dental practice but you'll also have four children and your husband have four children. So you have a busy home life as well.
- Dr. Davis: 02:46 Yes that's right. There was a little blur in my life that sometimes we didn't have children who were a little bit later but then we have four children under the age of four at one point.
- Dr. Davis: 02:46 So it got a little crazy there.
- Dr. Davis: 03:01 God had a plan. I don't know if it but. So now there's you know teenagers now. So it's a whole new a whole new struggle but a whole new fun.
- Dr. Blatchford: 03:13 Yeah yeah. Well very good. And recently you won an award a local award I think in the Springfield Business Journal is that right.
- Dr. Davis: 03:27 I did. I was really kind of floored but very honored but not really because you know I think it's the people all around you. I mean I've got a fantastic husband and you know the children just learn from everyone around you and if you just keep surrounding yourself with great people and a great partner and a great team and great patience. I don't know what is good things happen.
- Dr. Blatchford: 03:50 It all works. And so with so with that award you were you were awarded the top dentist award with that journal was that a surprise for you.
- Dr. Davis: 03:59 Well I someone had nominated me and we had an interview and wrote some essays but it was actually dentist and physician. So it was quite an honor.
- Dr. Blatchford: 04:12 Wow you are so modest. That is a huge deal. That's wonderful. So how do you juggle having a family about four children. How do you juggle having a family and also having a vibrant practice and then having time to yourself as well. How do you how do you do that.
- Dr. Davis: 04:33 Well I'm sure you can relate but sometimes it's easier than others and sometimes

- Dr. Davis: 04:42 You know I feel like I have it juggled pretty well and then maybe the next week I feel like oh this is kind of going crazy so I don't know that I always have it all figured out. But but it is tough and you know for me making sure that I spend you know one on one time with you know each of my children and my husband. It's tough. But when I think when you have that dedicated time and you work hard so that you can play hard later. But I think you really have to work on your time management.
- Dr. Blatchford: 05:15 Definitely. And I like what I love is your honesty to say yes it is actually somewhat difficult when you think you have it figured out. Sometimes there's just that curve ball that is that then you realize you need to readjust to make that work a little bit differently than you had before. So that that I think is is is really good.
- Dr. Blatchford: 05:41 And so how does your how does your team help you your team at work help you out so that you do have that time. I'm thinking like making sure that you have systems in place so that when you're in the office you really are able to be as efficient as possible. How does your team how you be able to have that balance.
- Dr. Davis: 06:05 That is exactly right. And you know you and your dad and Blatchford Solutions has really helped us you know just kind of going through every task that you do and task analysis and figuring out what add value to your life what you you or what your uniqueness is what only I can do and I think you know really once you start writing things down and then if it's not something that you enjoy or adding value to your life. It's not something that you know requires my dental degree. Who can
- Dr. Davis: 06:41 I get to help me with that. And you know you have to trust those people. You have to trust that you're going to do it exactly how you want. And if something goes a little different you have to have those same people know that I better check on this. But it's all about systems and delegation and then checking back.
- Dr. Davis: 07:09 But boy I don't know attitude I think you know if you have those great people on your team with attitude and they're willing to help you out and they know what your vision is. Right. You know they're just so much more willing to help you.
- Dr. Davis: 07:27 With whatever you're doing.
- Dr. Blatchford: 07:27 It's perfect. Well it sounds like you really develop yourself as a leader to be able to help your team really be as effective and efficient in the different areas that that they are part of in your office. So that that really helps you. And I love what you said about being able to

let your team do their job and trusting that that thing will go well. And if it doesn't then a decision will be made a different decision will be made so that it does but that I think is a big thing with balance and especially women in dentistry that women who have have families and we need we need that time to to have with each of our children and to be able to do that really requires that we don't micromanage our team members because it is we are perfectly capable of doing every thing at the office that there is to do.

- Dr. Blatchford: 08:38 But that then becomes kind of not the best use of our time. So good. Good for you to really recognize that. I think that's terrific. So what what sort of what type of dentistry Do you really enjoy doing. I know you and I were at a course that Dr. Rice taught in Ohio last spring that was a lot of fun. We had a few different Blatchford doctors with that that we had Dr. Roy Thompson with there as well and his team with a lot of fun. What what sorts of dentistry do you find that you really are enjoying right now.
- Dr. Davis: 09:20 You know it's funny that you mention that course because I absolutely loved it and it really sparked just a whole lot of more passion. I think I have really enjoyed more. I mean cosmetics
- Dr. Davis: 09:38 Everything like around the that is right around the teeth. It's how that person comes in billing embarrassed. And leaves just on top of the world or seeing them later and see how they've grown and that is just cool.
- Dr. Blatchford: 09:55 Isn't that everything that is so much fun to be able to give a patient. The gift of a smile that they have always wanted to see themselves in a completely new light. It's just that that really is amazing. So very very fun that you are advancing your career in that way. I think that's fantastic I think.
- Dr. Davis: 10:29 I mean I think the team is kind of set on that too. And I brought in a couple of assistants with me and having them fired up with me. I really just kind of hope to be on the same page. You know you asked about our team and it's so much communication. You know working with them but you've got to let them know you know what your vision is what your expectations are and really giving them the like the knowledge or really I guess to knowledge to really be able to to live up to what you're asking.
- Dr. Blatchford: 10:58 Absolutely. I think that that definitely terrific and very smart of you to bring your assistants to that course. That was something that was optional and I think that that was that really if assistants can go to the courses that we're

going to I always like to bring my assistant I I do CAD CAM we have a track and in my office and my assistant is so key to designing those crowns I really don't do that. And it's interesting when they go to the training some dentists decide to bring their assistance in and some don't. I just think oh my gosh that's a missed opportunity.

- Dr. Blatchford: 11:45 So what advice would you give women just starting out in dentistry we have at this point we have over half of the Dental School graduates on a national level are are graduating are women which obviously I think is fantastic to see.
- Dr. Blatchford: 12:07 I think that women make terrific dentists or patients seem to really respond well to having a woman dentist that I hear from my patients they believe that they think that we are very gentle and I think that that that makes dentistry for some patients more comfortable potentially. What what advice would you have for these women that are just starting out in dentistry.
- Dr. Davis: 12:38 You know I think the advice that I would offer is to believe in yourself. You know I had all of the didactic I had clinical but I didn't really feel qualified I think to run a business.
- Dr. Davis: 13:00 You know I think you need to believe in yourself but also don't be afraid to have someone help you or ask for a coach or you know hey Blatchford is great for that.
- Dr. Davis: 13:15 When I think when I came out and I knew I was going can have a family I really and I started out in the same office. But I was an associate first and then later became an owner. I was really afraid to jump from that associate to ownership and looking back I think how silly is that I can do this and I think I I don't know if I just didn't feel the confidence I think and now I think Oh that's silly but there's such a benefit. I mean I love having a well we're a partnership. But I you know I still feel I mean her with her own business is just fantastic it gives you so much more freedom. And I see a lot of young men and women but especially women coming out and thinking family. I know at the time you know looking at associates or only looking at you know like FQHC or you know things like that are might be more appealing.
- Dr. Davis: 14:22 I think for the short term. But I think they need to see the bigger picture. And you know really you can do it it's not rocket science. It's been done before.
- Dr. Davis: 14:22 So you know you can do it.
- Dr. Blatchford: 14:36 So if if you were so I think that that we can we can say that only if you knew then what you know now is really

that you just can go ahead and have the courage to purchase a practice and be that practice owner right out of the gate. And obviously when absolutely some help with some coaching help because we certainly don't with our one. Or maybe if we're lucky two dental business classes that we have in dental school that we really don't have a whole lot of background knowledge in business. But. With guidance and that that is definitely possible and I agree with you that if a woman is coming out of dental school and thinking that they would love to have a family it is absolutely possible to own a practice to purchase a practice and have had children while you're while you're practicing.

- Dr. Blatchford: 15:42 It sounds like you did or obviously you had when you were practicing. And so did I. And you make it work and it really is just it is just fine on them.
- Dr. Davis: 16:01 I think it almost even gives you more freedom. You get to make the calls or a few if you need some more time off for whatever you are I mean whatever works best for your family or hey maybe I want to work more. I don't know. I mean whatever the situation. But you you get the call. Yes. So I definitely think that that is doable. Gosh I don't know. I'm biased you know. But that's the way to go. I think private practice is wonderful.
- Dr. Blatchford: 16:31 Yes absolutely. Absolutely I think so and it's it's interesting though that where we see a lot of this generation going into corporate dentistry I was I was pretty amazed when I graduated from dental school in 2009 in my dental school class of course. Many went on to specialize. But I was one of the only ones that bought a practice. Right. Right out of the gate. The majority of my classmates did work in corporate dental for a little bit of time and then went on to purchasing a practice. So but yes it absolutely is is the way to go to be able to call the shots and really enjoy what you do. Which the name of the game.
- Dr. Davis: 17:25 You have control of your schedule control of what procedures you want to do what CE you want to go to.
- Dr. Davis: 17:33 Everything. What your office looks like. What kind of dentistry you want to do everything.
- Dr. Blatchford: 17:40 Very good. Well Tracy they are Dr. Davis I should say thank you. So much for your time today and it really was great to talk with you and find out what one of the top women in dentistry are doing. And we're very proud of all of the success that you've had and wish you much continued success in the future. Your patients are very luck.
- Dr. Davis: 18:08 Thank you so much. Thank you. I am blessed to be doing what I am.

Outro:

18:13

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