

MAKE MORE MONEY AS A DIETITIAN EP.161: What My Dentist Taught Me About Money

[00:00:00] **Intro**

Welcome to the Make More Money as a Dietitian Podcast, where we talk about all things money, mindset, and marketing, so your nutrition business can thrive and you can make a bigger impact in the marketplace. I am your host, Christine Dyan, registered dietitian and money mindset expert. Let's get started with today's.

Christine: Hey, their dietitian friends. Welcome back to the Make More Money as dietitian Podcast. If you are new here, I just want to welcome you and thank you for listening. If you are a returning listener, a loyal subscriber, thank you so much. Thank you so very much. We have slowly been increasing our subscribers and our listeners, loyal listeners [00:01:00] to the podcast, and I just wanna take a moment to number one, thank you all for spending your precious time listening to.

These episodes. And number two, I would love, love, love if you could please send this, Make More Money as dietitian podcast to your fellow colleagues, your rd friends that you know would benefit from what I share. I have been told so many times how this podcast has helped so many of you. so many of you email me, I get dms on Instagram about episodes and all of the things in between about this podcast, and so one of the goals that I have for this podcast and [00:02:00] really one of the missions that I have for my company.

Is to expand the reach. Of this information so that it can positively affect the collective profession. And I know that I can't do it alone. So one of the ways that you can help with that is if you share the podcast now, there are multiple ways that you can share. You can share using one of the social media share buttons on our website@manipucenter.co slash podcast.

For every single episode posted on the website, there are, Social media icons, like social media, little buttons that you can click and it'll automatically allow you to share individual episodes. If you'd like to just share the entire podcast itself, you [00:03:00] can, uh, depending on where you're listening, whether it's

Apple Podcast, Stitcher, or Spotify, there are ways within each of those platforms.

That you can share. There should be a share button and you can just copy and, uh, paste that link to share out maybe on your social media, maybe emailing it to a friend or texting the link to a friend. This is so important. We do this together, my friends, because this work, this information is not something that I take lightly and I've already heard multiple stories of how the work that I do is having a ripple effect in places.

I would not have even imagined. So I would love it if you could share the podcast so [00:04:00] that this information and this work. Can get out there to more dietitians, to motivate them, to inspire them for what is possible in their careers so that we all can collectively start to make more money as a dietitian, but more importantly, so that we can.

Really impacts more people's lives. That is really the bottom line of the work. The bottom line of the work is not about the money, my friends, the bottom line of the work. What I am doing here is to help you to impact more lives and when you impact more lives, you will make more money and hopefully you will also make more money by increasing your rates.

Lifting up our profession by increasing your rates and not accepting, [00:05:00] low payments and just really feeling more confident about the value that you provide each individual that you work with. And maybe you don't even work with individuals. Maybe you are doing some corporate work. No matter what type of work you are doing or you desire to do, it's really important that you get paid what your services are worth.

So go ahead and share the podcast, and I thank you in advance for doing that. Now let's talk about. Today's topic, which is a little bit of a story that I have to share with you in regards to what my dentist taught me about money. Now I know you may not think that your dentist can teach you about money, but maybe my story, well, [00:06:00] gives you some insight into.

Maybe your dentist has already taught you about money, but you didn't pick up on it. , I tell you, everywhere I go, I'm thinking about business, marketing and money. I can translate just about any experience into one of those three things. Oh, and mindset. Of course. Mindset. Mindset is first. I don't even know why I didn't say that first.

But here's a story. My friends, I went to the dentist not too long ago. Very recently. I've been doing a lot of dentist or dental work, I should say, because I have a history growing up where. Dental hygiene wasn't a priority. Okay. My friends, when I say dental hygiene, I don't mean that I wasn't taught to brush my teeth and floss in all of those things.

Okay. But I, I [00:07:00] really wasn't. Taken to the dentist on a regular basis. You know how they say you're supposed to go every six months and get a cleaning and checkup and all of that stuff. That didn't help much? ? That did not happen for me. So the only time that I went to the dentist was if I was complaining about a toothache, and then by the time I would get there, it would be either time to pull the tooth or give it a filling or a root canal.

Horrible. Right? Stick with me on this. Okay. I'm, I'm, I'm taking you somewhere. So here I am, 52 and three quarter years , and I am doing all this dental work to repair A lifelong of negligence. You know, it's just what it is. So long story short, [00:08:00] somewhat. I've been going and I had this deep cleaning and then I, and it was just horrendous by the way.

I don't know if any of you have ever had that happen where you have to actually go and they're digging, much deeper than normal when it comes to getting your teeth clean. I was just like, I've never had this before. Like, seriously, this is ridiculous. So I had to have deep cleaning and Uh, some other stuff done.

Now I also struggle with a history of high blood pressure because it runs in my family on my father's side, and, I've been on blood pressure medications or just one medication. Very small dose actually, and I've been on it for quite some time. And so the dentist noticed that. I do have some, [00:09:00] work that needs to be done on my gums because they said there's a particular type of blood pressure medicine, or maybe he was saying there are, maybe it's not related to the particular type that I'm using, but blood pressure medications in general can cause gum overgrowth and so, It's been recommended to me, a couple of times now that I have this surgery where they remove the excess gums.

I know it's time, but like I said, stay with me. I'm, I'm taking you somewhere so I have to do this almost cosmetically. Related gum surgery. that's not covered by insurance. I have to have several implants. I have to have, some crowns. Hello with a plural, and just all of this work, [00:10:00] Honey . I'm like, Jesus, can I just go back in time and.

Do right about my mouth and, and let's just not have this experience. Of course, that's not gonna happen. So, The dentist that I went to see most recently is a specialist who does gum surgery. He's a dentist. Okay. And then he also, does some other things. But my regular dentist, you know, she would do the crowns and all of the regular dental work.

So I have two different dentists that I, uh, need to see. So with all of the work that needs to be done, I have gathered together the total estimate of my dental work, which is close to \$40,000. None of it is covered by insurance. [00:11:00] Okay? So after that I had to brace myself about that. I was just like, you know, okay, it is what it is and I will figure out how to pay for this.

Like in the past, my friends, I would've freaked the F out and I would've been like, You know what? You must be crazy. And just, you know, talking about all the shenanigans about why I'm not paying X amount of money for these teeth and all of this stuff. I mean, I can be a significant hot mess, but I was not a hot mess about it.

This time around I was just like, Okay, let's just take a deep breath in and then we'll figure it out. And uh, that's what I'm doing. I'm figuring it out. So here's what my dentist shared with me. Made me say I need to share this [00:12:00] with my peeps. So I'm in the dental chair and you know, I had just the day, before I just went to see the specialist and he gave me this \$15,000 estimate and then she gave me this additional 15 plus.

And I'm sitting there and I'm like, maybe I need to, See if my husband's dental insurance, like we could switch it to a better coverage, something that maybe could possibly cover the implants. And she was like, no

She says Dental insurance is really just like a benefit. It's not something that's gonna cover much. And this is the part I want you all to hear. She says, Dental, Insurance and reimbursement for dental [00:13:00] work has not changed in the past 40 years. Hello, G says that the dental insurance rates for reimbursement have not increased over the past 40 years.

Y'all. We think we are doing, you know, we have it bad. I mean, we, we don't have it all that great, but we're not the only ones is what I wanna tell you. So I was like, Oh, okay. So then my wheels started to turn on like, Business and how she's running her practice. And she's got several, she has several employees, like she has a really good practice and it's very holistic and you know, they take really good care of you.

And she even has a membership for people who don't have [00:14:00] dental insurance. I mean, she's really got it set up very nicely. But one of the things that I realized is that , even though reimbursement rates have not increased over the past 40 years, she's still charging what her services are worth. She is not skimping, She is, I, I don't even remember them asking me if I needed a payment plan on this, you know, dental care, like, I don't even think she's offering a payment plan.

the only thing they offered me was the care credit and so, Yeah. Hello, dietitian friends. She's charging what her services are worth, even though the reimbursement rates are crap. So what do you think? What do you think we need to do ? I'm just like, Okay. Thank you for this tip. You know, of [00:15:00] course she doesn't know what I do for a living, but like I mentioned at the beginning, like my wheels are always turning on mindset, business, marketing and all the things.

So that was what I learned from the dentist, that no matter what. We can still charge what our services are worth and the people will pay because she is not short on patients. She is not short on patients, and she runs a very beautiful practice. I'm telling you, you guys, it's all about your mindset. It's all about.

What you believe is possible for yourself in this profession. I want so badly for each and every one of you who [00:16:00] are listening, I want you to win because I know that each and every one of you who take the time to listen to these episodes, you have a dream and a desire in your heart to make this work. To get out there and do what you really want to do.

There was a reason why you became a dietitian and it wasn't about the money really. It really wasn't. Wasn't like every one of us, including myself. We have our reasons that we became a dietitian, even if the reason in the beginning was solely about ourselves. That was deeply important to us. Even if it was about you, that means that.

You can take your personal experience and your professional knowledge and [00:17:00] expertise and really make something good out of it that can help other people. And because you have personal and professional skills and expertise, you should be compensated well for that. It doesn't matter if you are new. It doesn't matter if you are a second career dietitian.

It doesn't matter. Please don't use any of those adjectives on yourself. What really matters the most is your commitment and your desire to really get yourself out there in a bigger way. And I want you to think about this episode,

what I'm sharing with you today. When [00:18:00] you think about not charging what your services as a dietitian are worth, I want you to think about my \$40,000 dental bill and how I'm gonna make it work.

To get my teeth fixed. I mean, my teeth aren't in horrible shape, to be quite honest with you. They really aren't. But I just need to do some re, what do they call that stuff? Reconstructive work. And so I'm gonna make it work, come hook or crook as my grandmother would say. . It is happening. I have no idea how.

I really don't, And I think that's part of the problem with a lot of people. They need to know the how. They need to know the how. [00:19:00] And I'm here to tell you that you don't. You do not need to know the how. You just need to know that it's going to happen and you are trusting the process because everything is a process.

I always say that everything is mindset, and mindset is everything. Okay? Mindset is everything, and I can even switch it around and say everything is a mindset. Do you believe that? I sure do because I have come to be so much more patient with my process and I let go of any attachments to a timeframe outcome and things just, it's almost like the chips just fall as they.[00:20:00]

You know that saying, I have seen it happen. I actually saw it happen today in a money situation for myself, and I was just like, you know, at first this situation was a little bit crazy, and then I was, I was just in my mind like, You know what? It's all right. It's okay. And the next thing you know, boom. Got exactly what I needed, got exactly what I was looking for.

We need to detach from timeframe, outcomes. We need to detach from how things are gonna unfold and trust our process. But first and foremost, I want you to believe in something greater for your career. And what is possible for you as a dietitian? [00:21:00] If I can pay \$40,000 to my dentist, both of them, then what can your clients pay you?

It's certainly not gonna be \$40,000. So if I can pay \$40,000 to my dentist, Your clients can pay you for your nutrition services and pay you what you really truly know your services are worth and not just what you think they can afford to pay. That is two different things.

Conclusion

Okay, my friends. All right, so I'm just gonna leave this right here for you to noodle on a little bit because I get a sense that you might need to listen to this one again.[00:22:00]

Okay? Because this is important. I mean, I'm not laying out any scientific evidence of anything, and I'm not giving you a step by step process of anything, but I for sure am giving you a new perspective on what is possible for you and your career as dietitian, and in my opinion, that is worth gold. Because anytime you have a perspective shift, you start to think differently.

And when you start to think differently, you start to act and do things differently. It gives you a slight shift in how you show up in your respective world. All right. I hope this was helpful [00:23:00] and once again, please share this episode with all of your friends and colleagues that are dietitians, and I look forward to being with you again on another episode of this podcast. Take good care. Bye.

Outro

Hey there. Do you wanna make more money as a dietitian? Then head on over to our website @manipuracenter.co. Again, that's Manipura Centre.co, where you'll find free resources to get you started.

And if you are so inclined, get your name on the waitlist for an upcoming incubator program. I hope to see your name on the list so that I can help you get started making more money as a dietitian.[00:24:00]