



What is distribution saying about First Impressions?

"What I like about First Impressions magazine is the timely and relevant articles that apply directly to Dental Sales Professionals. I also like that the sponsors/ advertisers are the very manufacturers of the brands that I support and sell. It is interesting for me to read about competitors within my field and their sales strategies. I also really enjoy the Dealer Rep and Manufacturer Rep profiles. It's fun learning what other people in this profession think and do each day when they are engaged in their work. First Impressions is a great publication that keeps me connected to others in my profession, across the dental community!"

Bill Oakes, Field Sales Consultant
Henry Schein Dental

"I just wanted to say how impressed I am by your First Impressions magazine. I have been in the dental industry all my life; technically since my Dad is a dentist, but specifically in sales for the past twenty years. During that time most of the publications I receive are dedicated specifically to dentists. It is great to have a publication dedicated to Dental Sales Professionals.

Your ability to publish relevant content that relates to what I do on a day to day basis is powerful. I receive a LOT of mail and emails on a daily basis. I will be the first to say that not all of it gets read thoroughly. However, I do take time to read First Impressions. I find it to be helpful, educational and as I mentioned earlier, relevant."

Kirk Greenway, Field Sales Consultant
Henry Schein Dental

"The content in your last few issues have been inspiring. Your editorial team selects topics that seem to resonate with dental sales professionals in our distribution channel.

I personally find it interesting to learn about the different distributors around the country. The geographical, cultural and competitive issues do differ, but it is interesting to learn how other sales professionals deal with adversity. I have read about many notable distributor sales and management people in your magazine and appreciate you recognizing the hard work, creativity and positive energy these sales consultants bring to the table.

The Weekly Drill email is a nice addition to the actual magazine and I like the industry news and stock index information."

Jack Abrams, Field Sales Consultant
Henry Schein Dental

"First Impressions magazine is an excellent source of information targeted specifically to dental distributors and manufacturers. The articles address topics that help us add value to our offices, and in addition, they highlight issues that we all face daily in our territories. The magazine is also a great forum for manufacturers to showcase their new and featured products."

Ken Elias, Field Sales Consultant
Henry Schein Dental

"Love the magazine!"

Sharon Braverman, Territory Representative
Patterson Dental

"I like the sales tips in your magazine. I also like the testimonials from some of the managers, CEO's or sales personal about what they have seen, done and experienced."

Marvin Ward
Geotze Dental

"Love your magazine. Keep up the articles that tell us How to sell to Dentists!"

Clayton Chow, Field Sales Consultant
Henry Schein Dental

"Great resource!"

John Healy, Territory Representative
Benco Dental

"First Impressions gives a broad range of what is going on in the industry, I love the articles about the personal things people in the industry do because it gives a really friendly personal feel to the magazine."

Robin Shear, Sales
Dental Health Products

"Excellent publication of our industry."

Teri Dervenis, Territory Representative
Patterson Dental

"I look forward to your publication every month. Really nice job!"

Rick Cacciatore
Patterson Dental

"I love the magazine! One of a kind."

Chris Gray, Territory Representative
Benco Dental

Find out how we can help you and your products become important to your distribution partners.

FIRST IMPRESSIONS MAGAZINE • DENTAL SALES PRO • THE WEEKLY DRILL • ONLINE TRAINING • DENTAL SALES PRO CONNECT APP.

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