



KIMBERLY BROZOVICH

Jameson Coach

- Kimberly Brozovich has more than 12 years of experience in insurance and dental management. Prior to becoming a consultant with Jameson Management, Inc., she was an account manager for Alexander Benefits Consulting where she implemented and managed employee benefits for large companies. With her extensive talents, she created marketing strategies for her company to be on the cutting edge in a highly competitive industry.

As an account executive with Protective Dental, she implemented and managed employee dental benefits for companies as small as one to as large as 3,500 employees; and as executive vice president for James C. Downs, DMD, her responsibility included human resources, accounts payable, accounts receivable, financial coordination, marketing; creating presentations to promote cosmetic and full mouth restoration; and more. While with Dr. Downs, Brozovich was associated with CareCredit, where she had a 98 percent acceptance rate and was asked to speak weekly for the Business Network International for whom she was also on the membership committee. She also lectured with Arrowhead Dental Lab (along with Dr. James Downs and Dr. Mark Peck) at Over-the-Shoulder Seminars promoting Total Team Success and Patient Financing.

She has completed special training in the areas of communication, practice management, financing and effectiveness. Her years of experience in insurance and dental management have assisted dentists in their transitions from a practice that is insurance driven to a fee-for-service practice that is insurance aware. Kimberly sincerely cares that every team not only has professional success, but personal fulfillment as well. Her passion for dentistry and helping others is evident when she consults with Jameson Management teams. Her education includes business management with a degree in law management with special emphasis in constitutional and business law. Brozovich has lived in Colorado for 14 years, where she takes advantage of the outdoor lifestyle.

"Kimberly Brozovich has sold patients on \$15,000 treatment and on \$500 treatment using the same effective, caring verbal skills. There is not a patient objection you can throw at her that she cannot model a perfect way to respond! Working in the corporate benefits sales arena gave her great experience to additionally tap into in her daily consulting with Jameson Management clients."

—Kathleen O'Donnell, Vice President of Coaching, Jameson

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