



Business of Dentistry 101

Course Series

Presented by Janet Steward

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METROPOLITAN DENVER
DENTAL SOCIETY

Session 101 - Hire Your Dream Team: This session will give you the tools to guide you through hiring your "A" team, interview "do's" and "don'ts," proven position descriptions, tips on how to structure bonus incentive plans and performance appraisals along with management and leadership skills training.

Registration/Cancellation Deadline: January 26, 2010

Date: Tuesday, February 2, 2010

Location: Tamayo, Denver

Time: 6 - 9 pm

CE Credits: 2

Session 102 - Strategic Business Decisions: In this session you will establish production and collection benchmarks, learn the importance of and how to use financial monitors and tools to protect your practice against embezzlement. You will also study general financial planning and investment guidelines to ensure you are properly positioned now and in the future. **Registration/Cancellation Deadline:** February 23, 2010

Date: Tuesday, March 2, 2010

Location: Panzano Restaurant, Denver

Time: 6 - 9 pm

CE Credits: 2

Session 103 - Getting Patients in the Door & Keeping Them: During this session you will discover the 80-20 rule in dental marketing, how to keep your patients with reappointment and reactivation strategies. Proven case presentation and treatment acceptance methods will also be discussed.

Registration/Cancellation Deadline: March 30, 2010

Date: Tuesday, April 6, 2010

Location: The Buckhorn Exchange, Denver

Time: 6 - 9 pm

CE Credits: 2

Webinar: In the webinar we will discuss how to communicate appointment guidelines to the patient, recommendations for effective confirmations, what to do when patients arrive late or fail to show up and proven strategies to minimize missed appointments. **Registration/Cancellation Deadline:** April 10, 2010

Date: Tuesday, April 13, 2010

Location: Online

Time: 12:00 p.m. - 1:00 p.m.

CE Credits: 1

EARLY REGISTRATION RATES (before January 2, 2010):

3-course package (includes webinar)

MDDS New Dentist **DISCOUNT RATE** (in practice 1-10 yrs.): \$305

MDDS Member **DISCOUNT RATE:** \$369

MDDS Member Staff: \$319

Dentist: \$429

Dentist staff member: \$389

Individual Sessions

MDDS Member **DISCOUNT RATE:** \$139 ea.

MDDS Member Staff: \$119 ea.

Dentist: \$179 ea.

Dentist staff member: \$159 ea.

Webinar:

MDDS Member/staff **DISCOUNT RATES** : \$35 ea.

Dentist/staff: \$45 ea.

LATE REGISTRATION RATES (after January 2, 2010):

3-course package (includes webinar)

MDDS New Dentist **DISCOUNT RATE** (in practice 1-10 yrs.): \$325

MDDS Member **DISCOUNT RATE:** \$399

MDDS Member Staff: \$349

Dentist: \$459

Dentist staff member: \$409

Individual Sessions

MDDS Member **DISCOUNT RATE:** \$159 ea.

MDDS Member Staff: \$139 ea.

Dentist: \$199 ea.

Dentist staff member: \$179 ea.

Webinar:

MDDS Member/staff **DISCOUNT RATES** : \$35 ea.

Dentist/staff: \$45 ea.

Attendee Name:	Reg Category	Session Number(s) & Rate
1 _____	_____	_____
2 _____	_____	_____
3 _____	_____	_____
4 _____	_____	_____
Registration Total:		\$ _____

Address: _____ City, State, Zip Code: _____
 Email: _____ Phone: _____ Fax: _____

Payment:

___ Enclosed is my check, payable to **MDDS**

___ Please charge my credit card: VISA AMX MasterCard Discover

Card #: _____ Exp. Date: _____ Billing Address: _____

Signature: _____ Name on Card: _____

Please complete this form and fax it to (303) 488-0177 or mail it to MDDS.

Cancellations will be accepted and are entitled to a cash refund provided they are received in writing at MDDS by the registration/cancellation deadline listed for each session. No refunds of any kind will be given for cancellations received after the deadline

Metropolitan Denver Dental Society

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