

Seminar #1, Friday, September 22, 2017

Level: For Entire Team/New Dentists

Dr. Roger P. Levin, DDS - "New Game. New Rules. New Playbook."



ABOUT THIS COURSE:

The rules of dentistry have changed and will keep changing. What will it take to keep up? Dr. Roger P. Levin will show doctors and team amazing ways to thrive—not merely survive—in today's new dental world! This will be one of the most motivating, intensive and exciting seminars on practice management you will ever attend. As a third-generation dentist and CEO of Levin Group, Dr. Levin understands that all dentists want to continually improve their practices and thoroughly enjoy what they do. This seminar will provide leading-edge management insights and innovations, so that attendees can guarantee growth in a low-stress environment. The concepts have been proven with over 26,000 clients since 1985..

COURSE OBJECTIVES:

- Over 100 pearls that can be implemented ASAP
- The key targets that practices must hit every month and year
- How to analyze and control overhead
- The pathway for team improvement and accountability

- The "No-Stress" Practice plan for future growth
- Critical systems every practice needs
- Internal & online marketing for increasing the number of new patients
- How to effectively manage the practice's online reputation
- Strategies for collecting 99% of all fees & reducing no-shows to under 1%

DR. ROGER P. LEVIN Considered the foremost authority on dental practice success, Dr. Levin has dedicated his career to improving the lives of dentists. Dr. Levin is a third-generation general dentist and the Chairman and CEO of Levin Group, Inc., a leading dental management consulting firm that has worked with over 26,000 dentists and specialists. One of the most sought-after speakers in dentistry today, Dr. Levin frequently lectures at major dental meetings. The author of 68 books and more than 4,300 articles, he is a regular contributor to JADA, Dental Economics, Inside Dentistry and other industry publications. He has been interviewed by *The Wall Street Journal*, *The New York Times* and *Time* magazine. Throughout his career, Dr. Levin has received numerous honors including the Dental Excellence Award for the best practice management consultant from DrBicuspid.com. For 13 consecutive years, he has been named one of the "Leaders in Dental Consulting" by *Dentistry Today*. Recently, he was honored to be named one of the "32 Most Influential People in Dentistry" by *Benco's Incisal Edge* magazine and one of "The 10 Most Interesting Dentists" by *Dentist's Money Digest*. Dr. Levin has a personal mission of creating practice success for every dentist and is committed to the continual improvement of the profession.

Seminar #2, Friday, November 17, 2017

Level: For Entire Team/New Dentists

Dr. Rhonda Savage, DDS, CSP - "The Savage Front Desk"—AM "Verbal Skills"—PM



ABOUT THIS AM COURSE: THE SAVAGE FRONT DESK An Entire Team Approach

Some dental practices thrive with limited stress. Others struggle with managing their budget, overhead, and overall systems. What they need is . . . a unique success driven team approach! In order to ensure a healthy bottom line, systems are key! Dr. Savage will guide you and the

Front Office through the ins and outs of what it takes to implement a fool proof "Savage front desk. These systems are the key to the top-tier practices and their success! Enjoy a lively session while learning where to grow and streamline the business, you can do it and we will show you how!

COURSE OBJECTIVES:

- The patient's experience
- The new patient & the new patient interviewing you
- The existing patient with extensive needs
- Hygiene department effectiveness
- Overview of Front Desk systems
- Patient Reactivation
- Clearly defined financial policies

ABOUT THIS PM COURSE: VERBAL SKILLS

Successful Practices Don't Happen by Accident! What Every Team member needs to Know. When your dental team member has the skills to communicate and connect with the patients he or she serves, it means better care, happier patients and more profits! This course will help your dental team learn how to communicate well and improve case acceptance by knowing the right words to use, and more. Your team can confidently discuss fees and procedures with your patients!

COURSE OBJECTIVES:

- How to schedule the new patient
- Improve the communication skills of your team member
- Motivate your patients to accept periodontal treatment
- Understand personality profiling and how to better communicate with your patient
- Refine verbal skills for financial presentation and case acceptance

DR. RHONDA SAVAGE Rhonda Savage, DDS, CSP is an internationally known author and lecturer. She is the owner of Uptown Dental, a principle owner of Savage Dental Marketing, and CEO of Miles Global, an international dental training and consulting firm. She lectures and publishes on women's health issues, leadership, and business management. Her credentials are strong. Dr. Savage is a Past President of the Washington State Dental Association, and an Affiliate Faculty Member of the University of Washington School of Dentistry. She is also a member of the Pierre Fauchard Academy, American College of Dentists, and the International College of Dentists. Her history in the dental practice world is multifaceted. A former dental assistant and front office team member for 14 years, she understands the dynamics of success in a dental team. Her understanding of leadership is deep. A dentist in private practice for over 18 years, she knows the demands of quality patient care, leading a winning team and the running of a successful business. Dr. Savage brings a unique energy to her work. A Lieutenant Commander in the Navy during the years of Desert Shield and Desert Storm, she received the Navy Achievement Medal and an Expert Pistol Medal, earning her the nickname of "The Beast". She's a "straight shooter", aiming at the critical issues that dental practices face today.

Quick and Easy Registration online at www.mbds.org

Seminar #3, Friday, January 19, 2018

Level: For Dentists & Hygiene Staff

Dr. Alexander Schloss • Dr. Jennifer Calder -

"The Emergence of Salivary Diagnostics in 21st Century Dentistry"



ABOUT THIS COURSE:

Dentists and dental hygienists are entering a new era in health care: that of personalized or precision medicine and dentistry. This era will see disruptive changes in the way oral health care is practiced. Genomics and salivary diagnostics are the technologies that will disrupt the way that dentists practice. Dentists need to be fluent in this new language of genetic and diagnostic salivary biomarkers. This program will discuss biomarkers of caries, periodontal and peri-implant diseases, orthodontics and oral cancer. It will also discuss the legal and ethical ramifications of personalized medicine, and how to interpret disease risk. After completing this course, attendees will be prepared to immediately use

a chairside genetic test for periodontal disease, and will be prepared to use other salivary diagnostic tests as they enter the marketplace of dentistry.

DR. ALEXANDER SCHLOSS Dr. Alexander Schloss is an Adjunct Associate Clinical Professor of Periodontology and Implant Dentistry at New York University College of Dentistry and has been in private practice for over 30 years. He has been lecturing on the principles of personalized dental medicine for four years and he has also introduced the first stand-alone course in personalized dental medicine at an American dental college.

DR. JENNIFER CALDER Dr. Jennifer Calder obtained her veterinary medicine doctorate from the St. Istvan University in Budapest Hungary, her masters of public health from Columbia University and her doctorate of philosophy from the University of Florida. She is certified in homeland security at the highest level by the American Board for Certification in Homeland Security. She is currently a Senior Lecturer at the Mailman School of Public Health Columbia University, Department of Epidemiology and the Director of Health for the City of Stamford Connecticut. She is a member of several national and international veterinary, public health, and healthcare-related organizations.

Seminar #4, Friday, April 13, 2018

Level: For Entire Team

"Re-licensure Requirement Symposium"

ABOUT THIS COURSE:

This all day course will provide many of the regulatory requirements for the 2017-2019 license renewal period. It will include an opportunity to take the **2-hour Child Abuse and Neglect Awareness seminar**, a new **Opioid Abuse Presentation** that fulfills the newest requirement as of this year, and **Basic Life Support recertification**. Participation will be limited for the BLS renewal, so register early to ensure a spot. Lecture courses will be available to larger audience numbers. This is a wonderful member benefit including discounted fees for the team of MBDS members as well.

Course #4 REQUIRES pre-registration and verification of MBDS membership status otherwise the attendee will be charged the non-member fee!

Note – you or your team are NOT registered until you receive a confirmation from MBDS Executive Director!

No walk-in registrations are permitted!

The BLS course requires a separate registration and a separate fee TBD. You must have a current BLS certification to do the re-certification course.

This course in **NOT** for first time participants in Basic Life Support.

The Basic Life Support re-certification portion of the course will be limited in size and on a first-come first reserved basis beginning with MBDS members, (offices and team).

Class size and fees will be determined by September 1st..

Please see our website for more information beginning September 1st for fee and instructions on how registration will be handled.

***Register for 3 course package before September 10, 2017 to receive discounted package price!**

Additionally, all MBDS members are eligible for FREE CE at the VFDC in MARCH.

You must be a paid member and MUST pre-register with VFDC in advance. DON'T FORGET TO TAKE ADVANTAGE OF THIS GREAT MEMBER BENEFIT!

Quick and Easy Registration online at www.mbds.org



MONTGOMERY-BUCKS DENTAL SOCIETY

P.O. Box 633
Green Lane, PA 18054

PRSRT STD
U.S. POSTAGE
PAID
UPPER DARBY, PA
PERMIT NO. 34

FusionPro Text

REGISTRATION FORM

All courses are held at **Blue Bell Country Club Clubhouse** in Blue Bell, PA. Includes all breaks, lunch and instructor handouts. Registration is 8:00 AM to 9:00 AM. Courses begin at 9:00 AM and conclude by 3:30 PM.

**Enter off Route 202 opposite the Montgomery Community College entrance. Tell them you are attending the dental meeting at the clubhouse. Clubhouse is straight back and on the left.

Six hours of CE credit will be given for each course.
All courses are acceptable for AGD credit.

- #1, Friday, September 22, 2017 -
"New Game. New Rules. New Playbook"
- #2, Friday, November 17, 2017 -
"The Savage Front Desk" & "Verbal Skills"
- #3, Friday, January 19, 2018 -
"The Emergence of Salivary Diagnostics in 21st Century Dentistry"
- #4, Friday, April 13, 2018 (FREE TO MBDS MEMBERS, TEAM \$25)
"Re-Licensure Symposium" (NON-MBDS MEMBERS \$100, TEAM \$50)
- #4, BLS Re-Certification (See website after 9/1 for fee & instructions)

Number of Attending Doctors	Number of Attending Team	Total Attending	Total Dollar Amount

Total Cost

FEES

ADA Members (*Register for 3 courses & the 4th is FREE. Register before September 10, 2017 for package discount)

Reservations for 3 course package - \$595 Individual courses - \$195

New Dentists (during first five years of leaving dental school or residency) - \$400 for all four courses

Non-ADA Members and Guests

Individual courses - \$295

Team members accompanied by a doctor will be \$98 per course per person.

Note:

No refunds will be made for any reason. Late fee of \$50 will be assessed for registration within 7 days of any course. Doctors are not permitted to transfer admission to the seminars to any other doctor or team.

Doctor's Name: _____

Team Names & Position: _____

Address: _____

Phone #: _____ E-mail : _____

Doctor's ADA # _____

Return this form with check to:

Montgomery-Bucks Dental Society

P.O. Box 633

Green Lane, PA 18054

215-234-4203

mbdsdr@comcast.net



2017-2018

Continuing Dental Education Program

Blue Bell Country Club Clubhouse • Blue Bell, PA

Presented by:



Enrollment is limited!

Course participation is on a first come, first serve basis.
Don't be locked out of the best CE deal in town!

Register early!

Register online at www.mbds.org



Approved PACE Program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement 11/1/2015 to 10/31/2017
PACE Approval Renewal Application currently being filed. Renewal Pending.