Leap Off the Business Plateau and Soar to New Heights

A Three Step Approach to Grow Your Practice in a Challenging Economy

Sandie Baillargeon is a leading authority on how to increase the effectiveness of medical and dental business systems. Ms. Baillargeon is author of two text books, *Dental Office Administration* and *The Canadian Dental Office Administrator*, published by ITP Nelson Canada. Sandie is the owner and operator of Dental Office Consulting Services, which specializes in dental business planning, staff development, consulting and continuing education seminars. Visit her website at www.dentalofficeconsulting.com or contact her directly at (905) 336-7624.

Academy of General Dentistry PACE Program Approval for Continuing Education

Sandie Baillargeon, Dental Office Consulting Services has been designated an approved Program Provider by the Academy of General Dentistry. Leap off Your Business Plateau and Soar to New Heights is eligible for eligible for 6 CE credits, 6 AGD credits and 6 RCDSO CE credits for a non-clinical course

This fast paced seminar will engage every member of your dental team to develop and maintain committed patient relationship based on a three step approach:

- ➜ **Empower yourself**
- ➜ **Empower your team**
- ➜ **Empower your patients to accept treatment**

You will leave this seminar ready to achieve case acceptance more effectively and more often. Learn to turn challenging conversations into patient educational opportunities and be prepared for tough questions with great answers. Change your practice paradigm from being insurance driven to being value based.

Learn the emotional triggers that will motivate your patients to ***want*** the dentistry that they really ***need***. Elevate the status of your hygiene team, reduce no shows and short notice cancellations and increase the dentistry that is generated from your hygiene department.

Benefits of Attendance

- Learn how to present dentistry with confidence and power
- Develop a win-win strategy to deal with insurance concerns and demonstrate how your patients can save money by NOT having dental insurance
- Work with a highly focused and motivated team who promote dentistry and walk the talk
- The importance of consistency in messaging throughout your office
- Increase patient referrals easily and effectively
- Increase case acceptance with power questions and identify the top patient motivators
- Present financial options that really work – the moments of truth in the patient relationship
- Deal with Patient Objections and be prepared for tough questions with great answers

April 23rd, 2010 • All Day Seminar • Burlington Convention Centre

1120 Burloak Drive | Burlington Ontario

Seminar Fees LUNCH BUFFET INCLUDED IN FEE

$150	Burlington Dental Association (BDA) members
$200	Non-BDA members
$75	BDA Staff members

Agenda

8:30 am – 9:00 am	Registration
9:00 am – 3:30 pm	Lecture

Cheque: Please send cheque made out to the **Burlington Dental Academy**, and registration form to:

Dr. Jared Nabeta
720 Guelphline, Suite 202
Burlington, Ontario
L7R 4E2

OR Credit Card: Please Fax to **(905) 639-5094**

❒ Visa ❒ Mastercard ❒ Amex

Name on Card _____

Card Number _____

Expiry _____

Signature _____

For questions call Dr. Jared Nabeta (905) 639-6701

Name	Fee
Total	

BDA Burlington Dental Academy