

PUMP UP YOUR PRACTICE!

A TEAM APPROACH TO IMPROVED TREATMENT ACCEPTANCE

Introduction

The acceptance of comprehensive treatment begins long before patients first contact our offices. It takes a commitment to the belief that we can change people's lives and a careful coordination of all members of the team to create relationships and gain the trust and confidence of patients seeking our care. Abandoning the tradition of treating dental conditions and, instead, focusing on the emotional effects created by these conditions strongly motivates patients to pursue care irrespective of insurance benefits and present economic factors. This program will take attendees through the steps of developing a belief system geared towards making a difference in peoples' lives through dental care. It's about implementing strategies and systems to make practicing dentistry rewarding and fulfilling. Dentists who include their team in this presentation will achieve a higher degree of success in inspiring patients to pursue comprehensive care.

Course Objectives:

- Understand how to develop a passionate, motivated, efficient team that is dedicated to practice success
- Acquire skills for exceeding patient expectations and strengthening relationships while increasing the perceived value of care and inspiring trust and confidence
- Recognize the importance of focusing less on the "chief complaint" and more on how dental conditions affect our patients' lives
- Refine skills for more thorough clinical examination, including the use of photography
- Gain verbal skills to counter patients' apparent objections to treatment
- Appreciate that it is possible to create practice growth in a challenging economy
- To make a commitment to changing lives through comprehensive dental care

See inside panel for registration instructions

Speakers: Dr. Steven Katz & Kelly Fox-Galvagni



Dr. Steven Katz completely lost his practice to a series of life tragedies. Two years later he developed a practice vision and goals and implemented flawless systems and strategies. He trained his team to run the systems expertly and with less stress than ever before. Within 5 years the practice grew from \$200,000 to over

\$2 million. Dr. Katz knows that every practice has similar potential and is eager to help others accomplish similar results in their practices. Dr. Katz is a graduate of Columbia University (Business and Finance) and the Washington University School of Dental Medicine. He completed a two-year GPR at North Shore University Hospital and continues there as an attending. He has been the Team Dentist for the New York Jets Football Team and a Dental Consultant to Fox News in NY. A full-time practicing dentist, he lectures nationally and is fully aware of the trends and challenges that other dentists are experiencing. His first book, "They Didn't Teach Us THAT In Dental School", was published in 2014. During 2015, he won First Place in the Speaking Consulting Network's "Spotlight On Speaking" competition and he was also named "The Best New Speaker in Dentistry".

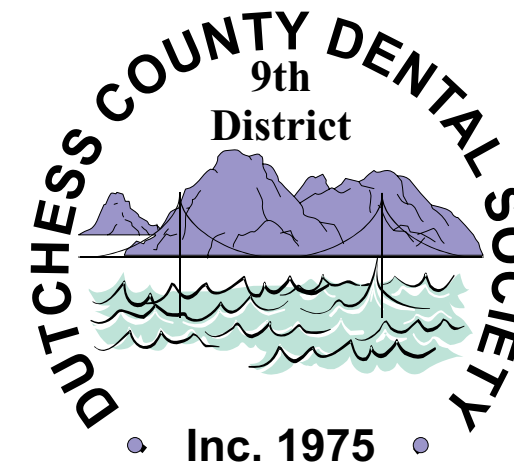
Kelly Fox-Galvagni thrives on helping teams harness their potential. Knowledgeable, articulate and energetic, she has been a Clinical Assistant since 1989 and takes pride in the fact that the last four practices she worked in doubled or tripled their production and collection with her influence in one year. A practice administrator, clinical assistant and certified by the Dental Assisting National Board, Kelly understands the employee point of view and is a master of bridging the communication gap between the dentist and team. She encourages dental auxiliaries to realize dentistry is a career, not a job. She focuses on self-respect, respect for the dentist, and team respect. Her love of dental technology and emphasis on embracing new techniques and ideas is contagious.

Visit us at www.dcdsny.com

Dutchess County Dental Society
P.O. Box 3748
Poughkeepsie, NY 12603

Award Winning DCDS Annual All Day Seminar

Wednesday
April 11, 2018
8 CE Credits

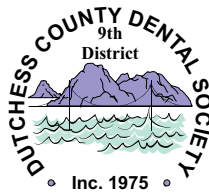


9th District Dental Association

**PUMP UP
YOUR PRACTICE**
A Team Approach to
Improved Treatment
Acceptance

Presented by
**Dr. Steven Katz &
Kelly Fox-Galvagni**

Please join us at
The Grandview
176 Rinaldi Blvd.
Poughkeepsie, NY 12601



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Please join us at

The Grandview

Poughkeepsie, NY

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Address: _____ Fax #: _____

Office Phone #: _____ Email Address: _____

Enclose your check with your reservation.

Your check is your receipt. Make checks payable to:

DUTCHESS COUNTY DENTAL SOCIETY

*******TAKE ADVANTAGE OF THE EARLY BIRD TUITION*******

SIGN UP NOW – FINAL MAILING

	Before March 7, 2018	After March 7, 2018	Walk-Ins
Dentists	\$129	\$179	\$229
Staff, Residents, Dental Students, Assistants, RDH	\$79	\$99	\$119

YOUR TUITION FEE INCLUDES CONTINENTAL BREAKFAST & LUNCH

Raffle prizes will be drawn at every break throughout the day.

Questions? Email: michaelsmithdmd@gmail.com

or call cell 845-705-8028

8 CE CREDITS

7:30 AM ..Registration, Exhibitor, Breakfast

8:30 AM Lecture

10:30 AM.....Break for Exhibitor & Raffle

11:00 AM..... Resume Lecture

12:00 PM.....Break for Exhibitor & Raffle

12:30 PM.....Lunch

1:30 PM..... Resume Lecture

3:30 PMBreak for Exhibitor & Raffle

3:45 PM..... Resume Lecture

5:00 PM End of Program & Raffle



**Sign Up &
Continental Breakfast
Starts at 7:30 AM**

This is an 8 Hour Course Credit

The Grandview
176 Rinaldi Blvd.
Poughkeepsie, NY 12601

Tel: 845-486-4700

www.grandviewevents.com