

The success of your denture clinic is determined by your ability to diagnose, plan, present and make affordable using simple communication skills that are not sales gimmicks and tricks. Guaranteed to increase your case acceptance by a minimum of 15-20%.

7 CE CREDITS

EDUCATIONAL OBJECTIVES:

- Case Presentation communication skills which establish, support and build trust in the relationship with patients, and help them understand the benefits of treatment
- Organize the six critical steps to case presentation, and learn to properly prepare for the treatment plan consultation using the case presentation worksheet
- Integrate new patient experience
- Skills to overcome patient objections to accepting treatment when costs are greater than what their insurance policy will provide.
- Implement master interviewing techniques with passive and active listening skills
- Implement documentation to identify the patient needs and goals to customize presentation

Facilitator: Lisa Philp, RDH
DATE: January 26, 2018
TIME: 9:00am – 4:30 pm
LOCATION: Henry Schein Canada
221 Jacob Keffer Pkwy, Concord, ON L4K 5T9

LECTURE and PARTICIPATION: Denturists: \$300.00 plus tax
Team members: \$150.00 plus tax

Continental Breakfast & Lunch will be provided

For more information and to register
Call 1-800-345-5157 or email info@transitionsonline.com
www.tgnapracticemanagement.com

REFUND & CANCELLATION POLICY:

All cancellation requests must be submitted in writing. A full refund, less \$50.00, non-refundable administration fee per person will apply to all cancellations with 30 or more business days' notice. Less than 30 business days' notice-no refund will be issued.



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