

Dear Doctor

We are proud to sponsor the following seminars. As a bonus you are being offered 1 FREE year membership with the Dental Management Club.

## “Achieving Financial Success in Hard Times”

This seminar provides insight into an operating plan for your vision of the ideal dental practice; one that you enjoy operating and your employees and patients appreciate for its compassionate quality care delivery. These strategies will assure you long-term financial success.

**Date: Friday, September 23, 2011**

**Cost: \$175 (includes lunch)**

**Registration Deadline: September 9th**

## “Proven Strategies to Increase Case Acceptance & Productivity”

This seminar will be devoted to: strategic planning; treatment planning; case acceptance; monthly reporting, budgeting, financial policies and procedures; internal audit controls (preventing embezzlement); informed consent (minimal vs. adequate), reaching ‘the new market’, maintenance marketing, more risk management, quality management and insurance (PPO & DHMO) considerations.

**Date: Friday, November 4, 2011**

**Cost: \$175 (includes lunch)**

**Registration Deadline: October 15th**

### Presenter: Dr. Lee Harris

Dr. Harris has managed multi group practices, worked in the dental benefits industry as Chief Dental Officer for PacifiCare, is past President of the California Association of Dental Plans and a Board Member of the National Association of Dental Plans.



# Dental Management SEMINARS

## Registration Form

Please print and fax this form to (888) 822-0917 or you may call and register by phone.

Doctor's Name: \_\_\_\_\_

Practice Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Work & Fax #: \_\_\_\_\_

Doctor's Email: \_\_\_\_\_

Billing Address: \_\_\_\_\_  
(if different)

Credit Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Please Circle the Seminar(s) You'd Like to Attend:

**September 23**  
\$175 pp

**November 4**  
\$175pp

**Both Seminars**  
\$315pp (10% off)

**Register for both seminars and receive a 10% DISCOUNT**



**DENTAL**  
MANAGEMENT CLUB

**7 CE**  
Credits

**ADA**

**C·E·R·P®**

Continuing Education  
Recognition Program

Warschaw Learning Institute is an ADA CERP Recognized Provider. ADA CERPs is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

## Dental Management Seminars Location

### Four Points Sheraton, Rancho Cucamonga

11960 Foothill Blvd, Rancho Cucamonga • (909) 204-6100  
FREE PARKING

### Itinerary:

7:30 Registration • 8:00-12:00 Seminar  
12:00-1:00 Lunch • 1:00-4:00 Seminar