

Linda Miles
Communication – The Foundation of Success
Open to Doctors and Staff
Sponsored by Benco
Wednesday, October 22, 2008
9am to 5pm

Linda Miles, Founder of Linda Miles and Associates, an INC 500 Company, is a true pioneer in the field of practice management consulting. In addition to being a member of Academy of Dental Management Consultants, Linda is a 25-year member of the National Speakers Association, earning her CSP award in 1983. She also earned her Certified Management Consult designation of the Institute of Management Consultants in 1993. Linda has spoken in all fifty states and on four continents to thousands of dentists and staff. She has written three books and produced numerous DVDs, CDs and Videos over the years.



Starting with the dentist's role, this exciting one-day seminar outlines hiring tips that bring in the best candidates and more importantly, how to keep the good staff the practice attracts. Many dentists hold onto some employees who have become "anchors thrown overboard." Not knowing how to communicate their goals to the team, many dentists end up with frustrated employees and unmet expectations, leading to less than ideal practice outcomes.

Every member of the team will have their role as practice communicators outlined. This includes communication to their employer, co-workers and patients. Specific verbal skills for various practice situations will be outlined and shared. Having just the right words at the right time will make each member of the team be able to see themselves as the patients see them. It will also allow each person to have a higher degree of respect for each member of their work family and the workload that each person contributes. Key objectives of this course include: Outlining the importance of communication (verbal and non verbal), Strengthening the dentist's role as the leader, Outlining the importance of the hygienist as an effective educator, How the role of clinical assistant has changed for the better, and The changing duties of the business staff based on new technology.

Dr. Robert Faulkner
Current Concepts in Implant Dentistry
Sponsored by Astra Tech Inc.
Wednesday, March 18, 2009
9am to 5pm

Dr. Faulkner graduated from The Ohio State University in 1980. Following a one year hospital residency, he practiced general dentistry in northwest Ohio until 1990, when he returned to an advanced graduate residency program in prosthodontics at the U.C.L.A. School of Dentistry. Dr. Faulkner received his certificate in prosthodontics in 1992 as well as a certificate in maxillofacial prosthetics in 1993. In addition, he received full training through the U.C.L.A. Implant Center during his three year residency training programs. He has lectured extensively on several aspects of prosthodontics and implant dentistry, both nationally and internationally. Dr. Faulkner is the director of The Ohio Center for Osseointegration, a state of the art continuing education facility for clinicians, technicians, and auxiliaries. He has a faculty appointment as a Lecturer for the Department of Removable Prosthodontics at U.C.L.A. and is a volunteer Assistant Professor of Surgery at the University of Cincinnati, where he conducts the treatment planning seminars for implant dentistry for the Oral and Maxillofacial Surgery residency program. Dr. Faulkner resides in Cincinnati, Ohio where he maintains a private practice limited to fixed and removable prosthodontics, maxillofacial prosthetics, and implant prosthodontics.



As implants become the standard of care treatment option for edentulism, incorporating implant therapy into your dental practice can help increase both profitability and patient satisfaction. There are, however, several considerations for achieving optimal long-term results. This course will provide a comprehensive review of the systems, communication, clinical considerations and technical knowledge needed to successfully grow the implant portion of your practice.

This presentation will review current information regarding treatment planning for dental implants including patient selection, coordinating treatment with the implant surgeon, and communication with the laboratory. Contraindications for dental implants will also be discussed.

Dr. Vincent Kokich
Interdisciplinary Treatment – Guidelines for
Managing Complex Dental Problems
Sponsored by Kuwata Pan Dent
Wednesday, April 22, 2009
9am to 5pm

Doctor Kokich is a Professor in the Department of Orthodontics at the University of Washington in Seattle. He also maintains a private orthodontic practice in Tacoma, Washington. He has published 21 book chapters, 84 scientific articles, and 48 review articles. Doctor Kokich is Editor of Case Reports for the American Journal of Orthodontics and Dentofacial Orthopedics, Associate Editor of The Angle Orthodontist, Associate Editor of Practical Reviews in Orthodontics, and serves on the Advisory Board of the Journal of Esthetic Dentistry, and the Editorial Boards of the Journal of the American Dental Association, Seminars in Orthodontics, Clinical Orthodontics and Research, Dental Traumatology, and The Australian Orthodontic Journal. He has served as President of both the American Academy of Esthetic Dentistry and the American Board of Orthodontics.



Many patients that present to the general dentist have multiple problems that can negatively affect the occlusal and esthetic outcome of dental treatment. Therefore, a team is often necessary to correct these problems. In order to communicate properly, the team must discuss these cases in an interdisciplinary manner. This process involves establishing a problem list, creating treatment objectives, identifying treatment alternatives, and then deciding which of the treatment alternatives best achieves the needs of each patient. These steps are followed by establishing the vision for treatment as well as the correct sequence of multidisciplinary dental care. Each patient's periodontal health must also be assessed in order to overcome any underlying periodontal problems that would negatively affect the treatment outcome. Managing these steps in the correct order will insure successful treatment. Skipping any of these critical steps can result in an unhappy patient and a less than ideal result. This presentation will provide the audience with a series of interdisciplinary guidelines for managing the patient with multidisciplinary dental problems.

Registration Form

Doctor's Name (Last) _____ (First) _____

Address _____

City _____ State _____ Zip _____

Office Telephone Number _____ Fax Number _____

Non-Dentist Staff Members (write speaker name(s) in):

Name _____

Name _____

Name _____

Name _____

Name _____

Name _____

Registration Fees: (Please check appropriate boxes)

MCDS Members/Residents: \$80 / \$95 ea*

Miles Faulkner Kokich

NJDA Members (non-MCDS) \$115 / \$140 ea*

Miles Faulkner Kokich

NJDA Non-Members: \$240 / \$275 ea*

Miles Faulkner Kokich

Staff (non-dentists):

\$75 per staff member per course

Total Enclosed: \$ _____

* Early / Late registration cutoff dates:

Miles Course: September 17, 2008

Faulkner Course: February 18, 2009

Kokich Course: March 25, 2009

Checks Payable to MCDS (Payment must accompany registration)

Mail to: Middlesex County Dental Society

P.O. Box 7026, East Brunswick, NJ 08816

Registration for all courses starts at 8:30 a.m.

All programs to take place at the Pines Manor in Edison, NJ

Continental Breakfast and Lunch Included

For further information call 732-238-1255 or visit

www.MCDSofNJ.org

To register more than one dentist for your office, please use
copies of this form, or register online (easier)

21 CEU Credits!

Middlesex County Dental Society
P.O. Box 7026
East Brunswick, NJ 08816

Middlesex County Dental Society



Full Day CE Programs

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Register Online at www.MCDSofNJ.org

and Pay by Credit Card

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