

# Treatment Planning & Case Presentation Courses

## Enhance your success!

### Event Description

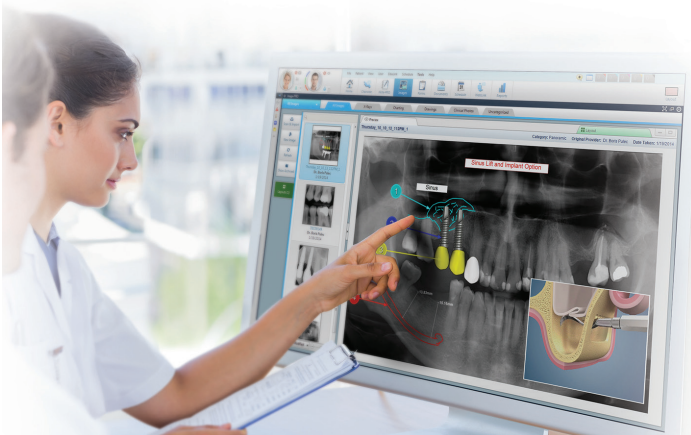
These courses are designed to help Dental practitioners and team members overcome obstacles patients present, learn how to prevent delays in case acceptance, present cases to close and increase practice production. Attendees will learn how to interact with patients to determine their needs, communicate information to resolve patient concerns, and reach agreements on treatment plans. Each course includes an informational presentation and a one-hour hands on training workshop where all presented concepts are practiced. Attending these courses will aid the entire team on joining the billion dollar implant industry ready to explode in the up and coming years.



**Karen Young, F.A.D.I.A.**  
Speaker, Certified Educator, Coach

Toronto-based Patient Care Coordinator Ms. Karen Young brings her passion for dentistry to the table, guiding patients through their treatment, addressing their questions and overseeing the process from start to finish.

Karen is a member of the Association of Dental Implant Auxiliaries' (ADIA) board of directors and has held an ADIA Fellowship since 2004. With more than 25 years' experience in the dental environment, Karen also holds a qualification in Practice Management and is affiliated with the International Congress of Oral Implantology (ICOI).



### Location

Toronto College of Dental Hygiene and Auxiliaries Inc. 28  
Vanley Crescent, North York, ON M3J 2B8 Canada

### Cost for Entire Program

\$999 + Tax  
\$949 + Tax for Early Bird Bookings by February 24th, 2018

### Cost Per Course

\$179 + Tax  
\$159 + Tax for Early Bird Bookings one month prior to course date

### Course Outline:

1. **March 24, 2018 | TX1-032418**  
**Strategies That Sell Dentistry** - Why is selling dentistry so controversial
2. **May 12, 2018 | TX2-051218**  
**A Practice Within a Practice** - Are dental implants a luxury brand item? How do you seize the moment to close those \$5K to \$50K implant cases
3. **June 23, 2018 | TX3-062318**  
**The Co-Discovery Method** - Co-discovery sells dentistry; Taking co-diagnosing to the next level
4. **September 22, 2018 | TX4-092218**  
**Treatment Coordinators** - From basics to intermediate level
5. **October 27, 2018 | TX5-102718**  
**Presenting the Case!** - PowerPoint: A powerful tool for dental treatment coordinators!
6. **November 17, 2018 | TX4-111718**  
**Treatment Coordinators** - Advanced dental implant treatment

### 5 CE Credits Per Course

**Optional:** Contact the registration team to download a trial version of Consult-PRO Premium onto your laptop to bring to the course.

**To Register – Quote Code TX-PROGRAMS**

**Email:** sales@consult-PRO.com

**Call:** (800) 519-6569 X 222 or X 233

**Online:** www.consult-pro.com on the events page

**Continental breakfast & lunch included**

*"A day with Karen is uplifting and educational. She has a motivational aspect to how she delivers her programs. Love her style." - M. Procopiou, Dental Receptionist*