

# Treatment Planning & Case Presentation

## Presenting the Case!

PowerPoint Style: A powerful tool for dental treatment coordinators!

### Event Description

This course is designed for the entire dental team. The focus will be for auxiliary members to aid in the doctor's presentation and successfully book patients for all recommended treatment.



**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

\$149 + HST  
Early Bird - \$99 + HST - before September 27th, 2018

### Date

Saturday October 27th, 2018 - 9 am to 3 pm

### Course Outline:

- 5 Key components for successful Treatment Planning
- Connect with your patient
- Identifying with your patient-empathy not sympathy
- Presenting all options - But how to focus on the #1 option
- Components of the diagnostic appointment
- PowerPoint template demonstrated with the use of Consult-PRO
- Overcome prejudgments; paradigm shifting, modalities of educating your patients
- One and a half hours of hands on training workshop with Consult-PRO patient education and case acceptance software.

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

### Educational Objectives:

**(CE Credits: 5)**

- Increase patient case acceptance
- To gain confidence in presenting dentistry
- Understand and identify the common barriers to case acceptance
- To provide team members with the necessary knowledge and communication skills to help set and elevate a standard of care in your office
- Learn how to prepare powerful PowerPoint presentations for your patients
- Learn how to be a better communicator.
- To set yourself apart from others. To be the very best you can be!

*"Love Karen, she is AMAZING! Best presentation of the week!"*

*- ADIA Attendee*

To Register – Quote code TX5-102718

Email: [sales@consult-PRO.com](mailto:sales@consult-PRO.com)

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

Online: [www.consult-pro.com](http://www.consult-pro.com) on the events page

Continental breakfast & lunch included