

Back by special request!

**The Business of Implant Dentistry:
Concepts of Practice Management and Growth in
Today's Economy**

Jay P. Malmquist, DMD

Saturday, April 30, 2016 • The Westin Charlotte, Charlotte, NC

AAOMS.org/PMworkshop



American Association of Oral and Maxillofacial Surgeons

Oral and maxillofacial surgeons:
The experts in face, mouth and jaw surgery®

The Business of Implant Dentistry: Concepts of Practice Management and Growth in Today's Economy

Grow your business

Educate your patients

Increase productivity

Presented by Jay P. Malmquist, DMD

This one-day meeting will show you how to **use your expertise as an oral and maxillofacial surgeon** to better your bottom line *and* your patient-case acceptance!

Identify market threats as business opportunities and **make your practice the choice for dental implants.**



Developed exclusively for your practice team:

The OMS

- **Capitalize on the evolving healthcare marketplace**
- **Maximize the profitability of your services**
- **Implement a quality team approach to implant dentistry**
- **Develop a referral team**

Implant Coordinators and Implant Team

- **Communicate the right message to patients**
- **Increase case acceptance and productivity**
- **Create an implant center within your own office**
- **Streamline your processes**

Practice Managers and Administrators

- **Implement successful action plans**
- **Market your practice**
- **Rise above the competition**
- **Enhance patient satisfaction**

Developing and maintaining an active, growing practice requires fresh, innovative concepts and the resolve to implement them on a continuing basis.

Who should attend?

Oral and maxillofacial surgeons, practice managers, administrators, implant coordinators and the entire implant team.

Saturday, April 30, 2016 • The Westin Charlotte

8:00 am-9:00 am – Registration & Breakfast

9:00 am-4:00 pm – Meeting

12 noon-1:00 pm - Lunch

Learning Objectives

After taking this course, you should be able to:

- 1) Understand and adjust to the current healthcare marketplace and climate.
- 2) Maximize the profitability of products and services.
- 3) Develop and set a fee for services rendered given product costs.
- 4) Understand the climate of implant treatment and the factors affecting today's practice.
- 5) Develop a business strategy that competes with the new implant supercenters.
- 6) Improve the profitability of implant therapy.
- 7) Understand the platforms of therapy and their relevance to success.

Visit AAOMS.org/PMworkshop and register today!

**“What you have done in the past
to create success may not be as
effective in the future – learn how
to change this projection!”**

- Jay P. Malmquist, DMD



Hotel and Transportation

The Westin Charlotte
601 S. College Street
Charlotte, NC 28202

Phone: 704/375-2600

For online reservations, visit AAOMS.org/PMworkshop

Room Rate: \$159 single/double; \$20 additional person.
AAOMS special room rate ends April 15, 2016.

Airport Transportation Cost: Taxi fare approximately \$25 one-way.

Hotel Parking Cost: Self-parking \$20 per day; Valet parking \$25 per day.

All fees are subject to change.

PLEASE DO NOT MAKE HOTEL OR TRAVEL RESERVATIONS UNTIL YOU HAVE RECEIVED WRITTEN CONFIRMATION OF YOUR COURSE REGISTRATION FROM AAOMS.

If you will be charging your hotel expenses to a credit card other than your personal card, ie, your practice credit card, and the cardholder will not be present at check-in, you must contact the hotel at least two weeks prior to your scheduled check-in date to arrange billing authorization.

Cancellation Policy

Cancellations must be made in writing and faxed to AAOMS at 847/678-6279. A \$75 cancellation fee will be applied if a written cancellation is received more than 14 days prior to a scheduled course. The entire registration fee will be forfeited if a written cancellation is received less than 14 days in advance.

The AAOMS Practice Management Workshop is held in conjunction with the AAOMS Beyond the Basics Coding Workshop, ICD-10-CM Coding Workshop and Advanced Protocols for Medical Emergencies in the Oral and Maxillofacial Office course. Visit aaoms.org for the latest information on these programs.

Continuing Education Credit

The American Association of Oral and Maxillofacial Surgeons is an ADA CERP Recognized Provider.

ADA CERP 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.

The American Association of Oral and Maxillofacial Surgeons designates this activity for 6 hours continuing education credits.

Become an AAOMS Allied Staff Member and reap immediate benefits!

Submit your membership application and \$40 fee before registering for this course and SAVE \$75 off the registration fee. Even better – you'll save \$75 on other AAOMS educational programs, including the AAOMS Annual Meeting, throughout the year. For more information about Allied Staff Membership, visit AAOMS.org/alliedstaff, or call 800/822-6637.



2016 Practice Management Stand-Alone Course Registration Form



Online registration available at AAOMS.org/PMworkshop

The Westin Charlotte • 601 S. College Street • Charlotte, NC 28202 • Saturday, April 30, 2016

Please Print or Type

☐ AAOMS Fellow/Member \$375

☐ AAOMS Allied Staff Member \$375

☐ Non-Allied Staff Member* \$450

*If you are employed by an AAOMS Member but you are not an AAOMS Allied Staff Member.

Registrant First Name	Last Name	Degree(s)
-----------------------	-----------	-----------

AAOMS Allied Staff Member ID Number (if applicable)

AAOMS Member	AAOMS Member ID Number
--------------	------------------------

Practice Name

Address	City	State	Zip Code
---------	------	-------	----------

Phone	Fax
-------	-----

\$ _____ enclosed ☐ Check made payable to AAOMS enclosed

Credit Card: ☐ MasterCard ☐ Visa ☐ Discover ☐ American Express

Cardholder Name

Credit Card No

Expiration Date	Signature
-----------------	-----------

Credit Card Billing Address

City	State	Zip Code
------	-------	----------

Payment in full must be received prior to the meeting date. Space is limited! Register online at AAOMS.org/PMworkshop, OR fax this form to 847/678-6279, OR mail this form along with remittance by April 16, 2016. Due to limited seating, registration for this course is on a first-come, first-served basis.

AAOMS • Attn: Registration • 9700 W. Bryn Mawr Avenue • Rosemont, Illinois 60018-5701

Phone 800/822-6637 • Fax 847/678-6279

AAOMS Allied Staff Member Registration: In order to register online or receive the Allied Staff Member rate, an Allied Staff Member application must be on file. If interested in receiving the Allied Staff Member rate, please wait to register until your member application has been approved. For questions related to your membership status, please call the AAOMS Membership Department at 800/822-6637. For more information and to apply, visit aaoms.org/alliedstaff.

CODE PM1604