

In Association with
Bay of Quinte Dental Society



STRATEGIC APPROACH TO CASE PRESENTATION - GETTING YOUR PATIENTS TO SAY YES

Presenting dental treatment to patients can be uncomfortable and often quite intimidating, yet is absolutely essential for the financial well-being for any clinic. So much is depending on the outcome. Many of us have been put in this role without any formal training or guidance with little or no tools at our disposal. This course is designed to provide an environment of education and support for team members that are asked to present treatment to patients. Best practices will be discussed and considered, as well as ways to develop in-office protocols that will maximize your chances of success.

OBJECTIVES

- Understand and identify the common barriers to case acceptance
- Develop strategies to overcome the barriers
- Develop an effective patient journey
- Have the tools necessary to effectively communicate with your patients

Clinicians may bring on staff member at no cost



DATE & TIME:

Wednesday, December 6, 2023
5:30pm–6:00pm *Registration*
6:00pm–9:00pm *Program*



LOCATION:

Sans Souci
240 Front St
Belleville, ON K8N 2Z2



TUITION:

Free to BQDS members
\$ 75.00 CAD payable to Straumann for
non-members



AUDIENCE:

General practitioners



AGD CODE:

690



SAC:

Straightforward



TYPE:

Lecture



CE HOURS:

3.0 hours (Level 2 of the RCDSO)



SPEAKER:

Michelle Ryckman



RSVP

FIRST TIME USING SKILL?

Register for a new user account at SKILL.straumann.com. Once registered, it's fast and easy to book yourself into a course. Start with the URL below. Your bookings, CE credits and credit purchases will be in your SKILL account.

QUESTIONS?

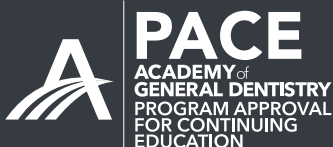
Contact: Nick Nesbitt-Larking, Straumann Sr. Territory Manager—Ottawa at 613/561 3556 or at nick.nesbitt-larking@straumann.com

Franck Legrain, Sr. Bilingual Education Events Planner, at 978/747 2829 or at franck.legrain@straumann.com



****For Canadian Clinicians****

Please Choose "International Clinician" as your registration path.



Straumann Group
Nationally Approved PACE Program Provider
for FAGD/MAGD credit
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
6/1/2018 to 5/31/2024
Provider ID #21030

CLICK HERE TO REGISTER



MICHELLE RYCKMAN

MICHELLE RYCKMAN has extensive experience in consulting with patients regarding high-end dental implant treatment. Her approach is simple, no-pressure, comfortable and has proven to yield incredibly high case acceptance. It focuses on communicating with patients and building structured relationships. Ms. Ryckman has lectured extensively throughout North America and Europe on her common sense “team” approach that focuses on understanding patients, from a unique “outside” of dentistry perspective. Ms. Ryckman is currently responsible for the development and implementation of the “new patient journey” and consultations with potential implant patients every day in a large thriving dental implant practice.



REGISTRATION POLICY

- Registrations are taken on a first come, first serve basis
- Registrations are not considered final until payment is received
- Your registration will be confirmed by email within two weeks of receipt
- Partial payment cannot be accepted

CANCELLATION AND REFUND POLICY

- Cancellation made 30 days or more before the course starts: Full refund
- Cancellation made 15-29 days before the course starts: 50% of the course fee will be refunded
- Cancellation made 0-14 days before the course starts: No refund
- A \$25 administration fee will apply to all cancellations

Straumann reserves the right to cancel courses that do not meet minimum enrollment. The course fee will be refunded, in full, within two weeks of the cancelled course date. Attendance is not confirmed until attendee has received a letter of confirmation from the Straumann Education Department.