



Case Acceptance.
The Simple Secrets.
Complimentary Session

CALGARY

NOV 23, 2019

2 CE credits

**TEAM WORK.
THERE IS NO I IN TEAM!**

Empowering your team to
co-discover with your patients their
oral health condition and to assist
you as an extension of yourself.



LECTURE



HANDS-ON



COACHING

WWW.AICEDUCATION.CA

LEARN FROM



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

University of Toronto
Implant Career (12+)

Toronto-based patient care coordinator, Karen Young brings her passion for dentistry to the forefront while guiding patients through their treatment continuum. Karen's ability to illuminate the patient's plan of care to a simple understandable language is second to none. With more than 25 years of experience specializing in case presentations, she is recognized as a passionate presenter while remaining committed to learning and continuous improvement in the constant changing dental industry. Karen is a member of the Association of Dental Implant Auxiliaries' (ADIA) since 2001 and has held an ADIA Fellowship since 2004. She previously held a full-time position as the Director of Oxford College of Arts, Business and Technology, one of Canada's largest Accredited Dental Hygiene Colleges.

:: MEET THE PROGRAM ::

COURSE OUTLINE

- The "Three Second Rule" Learn How To Build Rapport •
- Effective Communication- Involving Your TEAM! •
- Comprehensive Exam-Offering The Wow Factor •
- Focus On The Result-Let The Patient Choose! Your Patients Need To OWN IT! •
 - Why Patients Do Not Accept The Treatment •
 - How And When To Present The Fee •
- Five Strategies That Will Increase Your Acceptance Rate •
 - The Simple Secrets •

COURSE OBJECTIVES

- Learn how to identify the different types of personalities and effectively treat them accordingly •
 - Learn how to build rapport immediately •
 - Learn how to communicate as a team. Strength is in numbers •
- Learn the different components of a diagnostic appointment and the importance of each step •
 - In turn the attendee will learn how to present the findings from the diagnostic appointment to the patient •
- Learn how to make patients aware of the severity of their problem and then turn it around to a positive result •

Tuition Fee: Complimentary

Time: 9am-12pm

Location: TBD

:: REGISTER HERE ::

name

email address

phone number

clinic name

signature



*AIC - Hiossen, Inc. / Advanced Dental Implant Research & Education Center (AIC) is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing dental education programs of this program provider are accepted by the AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 1/1/2017 to 12/31/2020. Provider ID #318822

Sponsored by **HIOSSSEN**

AICEDUCATION@HIOSSSEN.CA | 403.408.7798