



2017 CE SEMINARS

*** SUMMER SPECIAL!**



Save \$250 on the primary registrant for any of the special boxed summer seminars (and save \$150 on the others when you register early!)

MANAGING BY THE NUMBERS

LEAD YOUR TEAM TO A WINNING PERFORMANCE

Our flagship seminar, taught by Amy Morgan, CEO of Pride Institute, will teach you how to succeed now and in the years ahead, exceed patient expectations and achieve practice management mastery. You will learn how to manage your practice by the numbers, improve staff performance and efficiency at every level.

Primary Registrant: \$695; Additional \$295

Charlotte, NC	JAN	27-28	2017
San Diego, CA	FEB	3-4	2017
Tampa, FL	MAR	17-18	2017
Washington, D.C.	APR	7-8	2017
Morristown, NJ	MAY	12-13	2017
Chicago, IL	JUN	2-3	2017
Nashville, TN	JULY	28-29	2017
Woodland Hills, CA	AUG	11-12	2017
Seattle, WA	SEPT	22-23	2017
Providence, RI	OCT	13-14	2017
Dallas, TX	NOV	10-11	2017
Novato, CA	DEC	1-2	2017

In the 8 years I have partnered with the Pride Institute, I have increased my practice productivity by 526%, working an average of 185 days per year.

-MARK GOEDECKE, DMD



Approved PACE Program Provider FAGD/MAGD credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 1/1/2016 to 12/31/2018. Provider #217153

CREATING THE ULTIMATE PATIENT EXPERIENCE

THE SECRETS TO ATTRACTING, ENGAGING AND CONVERTING NEW PATIENTS

It is essential that practices focus on new models and methods to motivate, engage and convert both potential new patients and patients of record. The ultimate goal of this seminar is to inspire new levels of trust, commitment and loyalty in order to create "raving fan" patients who say "yes" to treatment and insist that their friends and family do business with you as well.

Primary Registrant: \$595; Additional \$195

Melville, NY	MAR	3	2017
Salt Lake City, UT	JUN	2	2017
Orlando, FL	NOV	10	2017

SMART MARKETING SOLUTIONS

A DENTIST'S PLAYBOOK FOR ATTRACTING NEW PATIENTS IN THE DIGITAL MARKETING LANDSCAPE

In today's challenging, competitive environment, the key to optimal new patient flow and continued practice health is making wise marketing decisions. This groundbreaking educational seminar is designed to help dentists and their teams fully understand, embrace and effectively implement the growing list of marketing strategies.

Primary Registrant: \$595; Additional \$195

Seattle, WA	FEB	3	2017
Columbus, OH	MAY	12	2017
Boston, MA	AUG	4	2017
Los Angeles, CA	DEC	1	2017

*Savings on primary registrant.



Call (800) 925-2600 and visit us at www.prideinstitute.com



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MANAGING MUSTS

THE KEYS TO LEADING AND MANAGING A PRODUCTIVE, EFFICIENT AND HAPPY TEAM THAT GETS RESULTS

Your team deserves the finest leadership, communication and staff management in order to become a self-directed team. Whether you are the dentist, office manager or team leader, it is absolutely essential to learn the fine art of influencing and inspiring staff to "want to do what you want them to do."

Primary Registrant: \$695; Additional \$295

Scottsdale, AZ	FEB	17-18	2017
Indianapolis, IN	MAR	24-25	2017
Novato, CA	MAY	19-20	2017

TEAM TRAINING THE PRIDE WAY

MASTERING YOUR PRACTICE SYSTEMS

This seminar provides the foundation for training a dental team in operational systems. Whether you bring part of your team or none, leaders will benefit from learning what to expect from your team, helping them achieve mastery while encouraging self-direction.

Primary Registrant: \$595; Additional \$195

San Francisco, CA	MAR	10	2017
Chicago, IL	OCT	6	2017
Washington, D.C.	NOV	3	2017

LEADERSHIP DEVELOPMENT RETREAT

This leadership retreat is designed to build your leadership skills from the inside out so you can show up with more clarity and energy, serving others in the way you truly desire. Space is limited.

\$1,795 per registrant

San Francisco, CA	FEB	2-3	2017
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EXIT STRATEGIES & TRANSITION PLANNING

UNDERSTANDING YOUR ENTRY OR EXIT OPTIONS

Understanding the economics of any transition will help to eliminate failures and ensure success. Topics will include appraisals and associate/partnership structuring and steps to achieve practice value maximization.

Primary Registrant: \$695; Additional \$295

Orlando, FL	JAN	20-21	2017
Boston, MA	MAR	31/APR 1	2017
San Francisco, CA	JULY	28-29	2017
Philadelphia, PA	SEPT	8-9	2017
Chicago, IL	DEC	8-9	2017

LEADING FROM THE ROOFTOPS TRAINING

Using powerful personal stories in this special leadership seminar, retired U. S. Army Green Beret, Scott Mann will show you how to bridge cultural gaps and create a working consensus to make your practice more efficient and your worklife more meaningful.

Primary Registrant: \$1,295

Novato, CA	MAR	11	2017
Novato, CA	JULY	22	2017

— Only offered in 2017 —

Participants in one-day lecture courses receive 7 hours of continuing education credit from the Academy of General Dentistry. Participants in one-and-a-half day courses receive 11 hours of credit.

* Cannot be combined with other offers.



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