

2012 Continuing Education Courses

Empower. Enlighten. Educate.

Pride Doctors on average achieve a **35% increase** in production in their First Pride Year. Learn how they do it.



CREATING THE ULTIMATE PATIENT EXPERIENCE: Customer Service and Treatment Presentation Skills

From the first phone call to your periodic exams – do you and your team have the communication skills, influencing skills and negotiating skills to convert ALL your patients to the ideal next step? Learn to motivate both new patient leads and patients of record to deeper commitment and loyalty.

Scottsdale, AZ February 10–11 Myrtle Beach, SC.....July 27–28
Chicago, ILMay 18–19 San Francisco, CA Nov 30 - Dec 1

THE COMPLETE DENTAL MARKETING PLAN

Learn how to combine proven, traditional marketing tactics with e-marketing strategies for maximum ROI, and discover new ways to grow your practice websites, SEO, social media, text and e-mail!

Park City, UT.....March 30-31 Austin, TX..... September 28-29
Pasadena, CAJune 22-23 Orlando, FL.....December 7-8
Cape Cod, MA.....August 3-4

FOUNDATIONS OF PRACTICE MANAGEMENT: A Customized Workshop for Dentists

Utilizing real-time, digital analytics, we will explore the keys of practice management from leadership/staff management, systems, marketing to treatment presentation and technology integration.

Pasadena, CAJanuary 20-21 Williamsburg, VA....August 17-18
Kansas City, MO March 16–17 Chicago, ILOctober 26-27
Boston, MAApril 27-28

MANAGING BY THE NUMBERS: Productivity, Profitability and the Power to Communicate

Learn the business fundamentals of dentistry and uncover the secrets hidden in your numbers, plus, walk away with a plan-of-action to achieve the success you deserve!

Charlotte, NC..... January 27–28 Monterey, CAJune 29-30
San Francisco, CA.....Feb. 24–25 Vancouver, BC July 20-21
Bethesda, MD..... May 11-12 Columbus, OH..... November 2-3

TEAM EXTREME: Educate, Motivate and Celebrate

You and your staff can learn the systems and behaviors of a smoothly running Team – committed to the kind of dentistry that wins praise from your patients!

Nashville, TN April 20–21 Atlanta, GA..... October 5-6
Boston, MA ... September 14-15 Seattle, WA..... November 9-10



All Pride Institute courses earn continuing education credit from the Academy of General Dentistry.

Pride Institute is an approved PACE Program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. (1/1/12) to (12/31/14)

To register for any of the above courses, call Pat Sanders at 800-925-2600 or visit www.PrideInstitute.com