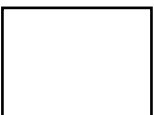




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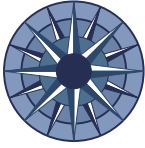
383 Inverness Parkway, Suite 470
Englewood, CO 80112



RETURN SERVICE REQUESTED

CTC ASSOCIATES DENTAL WORKSHOP SERIES:

5 WORKSHOPS COVERING A VARIETY OF DENTAL PRACTICE ISSUES



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EFFECTIVE MARKETING STRATEGIES FOR GENERAL DENTISTS	EFFECTIVE MARKETING STRATEGIES FOR SPECIALISTS	PRACTICE LEADERSHIP AND MANAGEMENT SOLUTIONS	A PRACTICE GUIDE TO STARTING A PRACTICE FROM SCRATCH	ASSOCIATE AGREEMENTS, BUY-IN CONTRACTS AND TRANSITIONS STRATEGIES
Learn how to conduct demographic research and interpret your study	Understand the need of your referring Dentist	Learn new ways of communicating with staff/patients to achieve a desired result	Learn to identify good locations and interpret demographic data	How to reach a fair associate arrangement
Learn effective Internal marketing strategies	Marketing Budget and Tracking systems	Understand principles of an effective leader/manager and how to improve skills in others	Understand the start-up process: timeline, budget, real estate, financing, architecture, construction, marketing, overhead, projections, and hiring	Understanding the buy-in/buy-out process and various options
Understand what types of external marketing will be effective based on practice demographics	Creative ideas for marketing new offices	Learn strategies for conflict resolution in your dental practice	Avoiding common pitfalls	Preparing for a transition
Learn how to set up a marketing plan, implement and track results	Managing difficult patients and negative reports	Improve efficiency of your dental team		Understanding the process of an acquisition

(SEE REVERSE FOR DETAILS)

WHO WE ARE

CTC ASSOCIATES is a dental practice transition and management company serving the Rocky Mountain West for 23 years.

WHAT WE DO

Practice Sales
Buyer Representation
Start-Up Coaching
Practice Management
Appraisals
Negotiations/Mediation
Candidate Matching
Buy-Ins or Buy-Outs
Post-Transition Follow-Up

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CTC ASSOCIATES WORKSHOP SERIES

PLEASE FILL OUT THIS FORM AND FAX TO 720-367-5336

Effective Marketing Strategies for General Dentists	Effective Marketing Strategies for Specialists	Practice Leadership and Management Solutions	A Practical Guide to Starting a Practice from Scratch	Associate Agreements, Buy-in Contracts and Transitions Strategies
Denver, CO <input type="checkbox"/> Tuesday, Jul 6th 6:30 - 8:30 pm	<input type="checkbox"/> Wednesday, Jul 7th 6:30 - 8:30 pm	<input type="checkbox"/> Tuesday, Aug 10th 6:30 - 8:30 pm	<input type="checkbox"/> Tuesday, Sept 7th 6:30 - 8:30 pm	<input type="checkbox"/> Tuesday, Oct 12th 6:30 - 8:30 pm
Salt Lake City, UT <input type="checkbox"/> Tuesday, Jul 13th 6:30 - 8:30 pm	<input type="checkbox"/> Friday, Jul 9th 6:30 - 8:30 pm	<input type="checkbox"/> Tuesday, Aug 17th 6:30 - 8:30 pm	<input type="checkbox"/> Tuesday, Sept 14th 6:30 - 8:30 pm	<input type="checkbox"/> Tuesday, Oct 19th 6:30 - 8:30 pm
Albuquerque, NM <input type="checkbox"/> Thursday, Jul 8th 6:30 - 8:30 pm		<input type="checkbox"/> Thursday, Aug 12th 6:30 - 8:30 pm	<input type="checkbox"/> Thursday, Sept 9th 6:30 - 8:30 pm	<input type="checkbox"/> Thursday, Oct 14th 6:30 - 8:30 pm

Participant names (up to 4)	
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Phone	Email
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Address

Course Objectives

Effective Marketing Strategies for General Dentists

- Learn how to conduct demographic research and interpret your study
- Learn effective internal marketing strategies
- Understand what types of external marketing will be effective based on practice demographics
- Learn how to set up a marketing plan, implement and track results

Effective Marketing Strategies for Dental Specialists

- Understanding the need of your referring Dentist
- Marketing Budget and Tracking systems
- Creative ideas for marketing new offices
- Managing Difficult patients and negative reports

Practice Leadership and Management Solutions

- Find Learn new ways of communicating with staff/patients to achieve a desired result
- Understand principles of an effective leader/manager and how to improve skills in others
- Learn strategies for conflict resolution in your dental practice
- Improve efficiency of your dental team

A Practical Guide to Starting a Dental Practice from Scratch

- Learn to identify good locations and interpret demographic data
- Understand the start-up process: timeline, budget, real estate, financing, architecture, construction, marketing, overhead, projections, and hiring.
- Avoiding common pitfalls

Strategies for Associate Agreements, Buy-in Contracts and Transitions

- How to reach a fair associate arrangement
- Understanding the buy-in/buy-out process and various options
- Preparing for a transition
- Understanding the process of an acquisition