speakers

**Dr. Paul A. Fugazzotto** received his D.D.S. from New York University in 1979 and a certificate in advanced graduate studies in periodontology from Boston University in 1981. Since that time Dr. Fugazzotto has maintained a private practice in periodontics and implant therapy in Milton, Massachusetts. Dr. Fugazzotto has authored or co-authored over 80 articles in refereed scientific journals, as well as authoring a monograph entitled “Guided Tissue Regeneration: Maximizing Clinical Results.” and three textbooks entitled “Preparation of the Periodontium for Restorative Dentistry;” “Decision Making in Regenerative and Implant Therapies;” and “Periodontal Restorative Interrelationships: Maximizing Treatment Outcomes.” Dr. Fugazzotto is an active member of many organizations, and is a fellow of the International Team of Implantology. Dr. Fugazzotto is Senior Editor of Implant Realities and the US ITI Study Club Coordinator. Dr. Fugazzotto lectures nationally and internationally on a multitude of topics.

**Dr. Robert Vogel** graduated from the Columbia University School of Dental and Oral Surgery in New York City, New York, and completed a combined residency program in Miami, Florida at Jackson Memorial Hospital, Mount Sinai Medical Center, and Miami Children’s Hospital. He maintains a full-time private practice in implant prosthetics and reconstructive dentistry in Palm Beach Gardens, FL. Dr. Vogel has developed several prosthetic components and techniques in implant dentistry. He lectures internationally and publishes scientific articles on implant dentistry, and is a Fellow of the International Team for Implantology (ITI).

**Kanyon R. Keeney, D.D.S.,** received his D.D.S. and graduated with honors at the Medical College of Virginia in 1984 and completed his residency at the University of Pennsylvania in Oral and Maxillofacial Surgery in 1987. Today, Dr. Keeney maintains a practice in Oral and Maxillofacial Surgery, with a concentration in implant surgery. He has placed several thousand implants in the past twenty years and has attended several hundred hours of additional training. He is a Diplomate in the American Board of Oral and Maxillofacial Surgery, a Fellow in the American Association of Oral Surgeons and American Society of Dental Anesthesia, and a Diplomate in the International Congress of Oral Implantology.

testimonials

“I want to thank you for a wonderful, informative, inspiring course. I learned a lot and hope to integrate as much as I can into my practice. Most importantly it made me realize that I was not alone with my problems and that there are answers. I would be interested in taking more of your courses.”

- Dr. R.L.

“I have taken hands on courses with you at your office and they have been incredible! The last one was actually on practice management. I already have put in place several of your recommendations, including a practice ‘ambassador’ and we are building a patient consulting room in the office. You manage to make all your courses not only very informative but also very fun. Every time I come back from one of your courses I feel a renewed enthusiasm for our field of periodontics and my practice with you!”

- Dr. M.G.
In today’s economic climate, it’s more important than ever to have a profit strategy. This course includes practical advice, which implant specialists can implement immediately.

This two day interactive workshop will teach you how to attain practice success through the development of new business paradigms, integration of innovative clinical techniques, and effective referral management.

Learning Objectives

- Create a business driven practice to maximize growth and revenue
- Become the go-to surgeon for implants
- Reduce the number of visits per patient
- Train and empower your staff
- Apply business principles to maximize your practice profitability
- Effectively manage communications with your referring doctors
- Understand how to incorporate cone beam technology and guided surgery into your business model
- Increase and improve referral quality

DAY 1

Dr. Robert Vogel, Dr. Paul Fugazzotto, Dr. Kanyon Keeney
8:00 AM – 4:30 PM

- Create a business driven practice to maximize growth and revenue
- Strategy in action: Plan your future path
- Set up your practice for more implant surgery
- Develop systems to control overhead
- Understand the role of comprehensive care in sustained practice growth
- An Interactive Workshop

DAY 2

Dr. Paul Fugazzotto, Dr. Kanyon Keeney
8:00 AM – 4:30 PM

- Develop an effective practice growth program
- Increase the quantity and quality of referrals
- Techniques to maximize implant case acceptance
- Immediate implant placement in extraction sites
- Immediate provisional for single and full arch cases
- Simplified guided bone regeneration
- Simplified augmentation of the posterior maxilla
- Soft tissue management around implants

Registration Information

Doctor: $1900.00 tuition (includes both days)
Straumann customers qualify for 20% discount on doctors tuition only

Staff: $500.00 tuition (includes both days) for staff attending with their doctors.

Student: $500.00 (includes both days)

To register please visit:
http://straumann.cvent.com/PracticeManagement2015

For more information about a special promotion and to register please contact Jillian Woodward at 978/747 2855 or jillian.woodward@straumann.com

Refund - Cancellation Policy: Should an attendee cancel anytime prior to course date, the tuition minus a $25 administration fee will be refunded within 30 days. The Institute for Comprehensive Implant Therapy reserves the right to cancel a course that does not meet the minimum enrollment requirement, in which case the entire tuition amount will be refunded within 30 days.