



PRIME PRACTICE

Growing Your Referral-Based Practice



Duration: 1 day

CPD:

DPBV – Dental Practice Board of Victoria

NZDA- New Zealand Dental Association

Who should attend:

- Orthodontists
- Periodontists
- Prosthodontists
- Oral and Maxillo-facial surgeons
- Endodontists
- Practice Managers in Specialist practices
- any referral - based practitioner

HOW TO GET THE MOST FROM YOUR REFERRAL BASE

The concerns of a Specialist Dentist can be very different to that of the GP. Losing a referrer can have more than two hundred times the impact to a Specialist Dentist compared to a GP losing a patient.

The art of managing, growing and relating to GP dentist referrers is taught and finessed in this one-day course.

You will learn how to:

- Manage GP dentist referrals
- Get your GPs to exclusively refer to you
- Deal with a GP whose work is clinically poor
- Educate and build rapport with new patients
- Make your practice attractive for an employee dentist to buy in

2009 Dates:

Sydney

6 November

Level 1, 4-10 Bay St, Double Bay



Good clear presentation emphasised how important good systems are. New GP procedures will be helpful."

Dr S. Jardine, Auckland, NZ, Endodontist

"Very relevant to my practice and difficulties that I experience. Helps to formalise the systems I need to put into place."

Dr S. Travis, Bondi, NSW, Prosthodontist

"A very well organised program with specialty practice in mind. I appreciate the opportunity to discuss the unique problems encountered. Many great ideas to improve communication and an eye opener to problems that I had not given thought to. Thanks!"

Dr R. Ellis, Takapuna, NZ, Endodontist

"The Prime focus is to make my life easier and they always have a great deal of helpful information/systems."

Dr A. Blomberg, Townsville, QLD, Prosthodontist



For more details visit www.primepractice.com.au
or call + 612 9327 3060



3 EASY WAYS TO REGISTER

1. **VISIT** www.primepractice.com.au. You can now book and pay online
2. **FAX** the form below to +61 2 9327 5589
3. **MAIL** the form to Level 1, 4-10 Bay St, Double Bay NSW, 2028



GROWING YOUR REFERRAL-BASED PRACTICE

COURSE COST: \$1800 + GST#

TIME: 8.30am - 5pm includes lunch, refreshments and course documentation

LOCATION Please tick <input checked="" type="checkbox"/>	NO. of attendees. All costs \$AUD	LESS DISCOUNT A or B only
<input type="checkbox"/> Sydney 6 Nov	Attendees _____ x \$1800 = \$ _____	A. 10% Early Bird^ = \$ _____ B. Promotion+ code _____ = \$ _____
SUBTOTAL EX GST = \$ _____		PLUS 10% GST → TOTAL \$ _____

ATTENDEES Include full names.
Use additional form if required

1. Name _____

Position _____

2. Name _____

Position _____

Principal Dentist _____

Practice name _____

Address _____

Suburb _____

State _____ Postcode _____

Phone _____

Fax _____

Email _____

(All course correspondence will be via this email address)

Would you like to subscribe to our enewsletter? Yes No

Where did you hear about this course? _____

I would like to pay by credit card: Mastercard Visa AMEX

AMEX incurs a 2% surcharge

Expiry Date: _____ / _____

Name of cardholder _____

Signature _____

I would like to pay by cheque: cheque enclosed for \$ _____

Please make cheque payable to Prime Practice Pty Ltd and mail to:
Level 1, 4 -10 Bay St, Double Bay NSW 2028. Cheques must be in Australian Dollars.
If paying by cheque, registration must be sent in mail with cheque attached.

Please refer to www.primepractice.com.au for our Privacy Policy

All applications are subject to availability.

CANCELLATIONS Registrations cancelled within 7 days of the event are not refundable or transferable. Registrations cancelled with more than 7 days notice will incur a \$50 admin fee. Prime Practice reserves the right to alter, postpone or cancel any course, under which circumstances all monies paid will be fully refunded.

COST Prime Practice reserves the right to charge the correct advertised amount if calculations above are incorrect.

ENROLMENT Registrations are not valid without credit card details or cheque attached. You will receive confirmation of your registration via email within two working days. If not, please contact Prime Practice. To avoid disappointment, please do not book travel and/or accommodation until your registration is confirmed.

CPD ACCREDITATION Personal certificates containing all CPD information will be made available at each course.

#GST not applicable to courses run in New Zealand. ^Applicable only to registrations received at least 28 days prior to course date and not valid in conjunction with a promotional discount. +Applicable only when a valid promotional code is supplied.