



Rosemary Bray
and
Carol Eaton



“Integrating the New Orthodontic Patient Into the Practice”

July 31 Aug 1, 2009 * * * Sacramento, CA

Embassy Suites Hotel Sacramento

Nov 20 & 21, 2009 * * * Portland, Oregon

Portland Hotel To Be Determined

Who Should Attend?

- The entire team, especially those involved any way in the New Patient Process
- Treatment Coordinators, New Patient Coordinators, Scheduling and Financial Coordinators
- Support TC’s and Clinical Team involved with New Patients
- Team Members involved with Digital Imaging and the Telephone “Front Line”

Course Highlights:

- Review and highlight the changing needs of Today’s Orthodontic New Patient
- Enhance verbal skills to provide powerful presentations
- Learn practical application of digital imaging as well as marketing tips utilizing imaging
- Gain proactive verbal skills along with key phrases that increase conversion rates and referrals
- Review advanced techniques to enhance the New Patient Phone Call and Examination

Course Details:

- Registration fee for the two-day seminar is \$795 per person; \$695 for third or more attending from your office (\$100 savings)
- Fee includes two days of training, lunch both days, and a complete training manual
- Class size is limited to allow participants to get detailed instruction and personal guidance
- Course is taught by consultants **Carol Eaton** and **Rosemary Bray**, with over 60 years of combined experience in the orthodontic community (they have *Been There-Done That!*) Both have BEEN TC’s themselves – they understand and know the role well.
- Drs are encouraged to attend with their team and anyone who wants to learn the TC role
- Please plan your travel itinerary to accommodate a meeting schedule of 8:00am to 5:00pm both days (Friday and Saturday). We encourage all dine together on Friday evening.

For Additional Information:

- Call **Rosemary** at 760-268-0760, or **Carol** at 559-432-3825 – both are Pacific Time Zones
- You may also fax this form to: 760-268-0760 or 559-432-4719 and we will fax or email you a registration form and further information.



**See www.Rosemarybray.com
for more information or
to download a registration form**

