



CREATING GREAT CASE ACCEPTANCE

July 17 - 19, 2024



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This course has no course or educational prerequisites

LECTURE PARTICIPATION COURSE

There are numerous courses marketed to dentists today that are focused on "Getting the patient to say yes" and "Increasing the _____ (fill in the blank) technical procedure to increase production in the practice." These courses are focused on sales techniques that are ineffective at best and ill founded. This course will allow participants to learn what really matters in facilitating health. In essence, they will learn Dr. Pankey's philosophy in detail. They will learn how to engage their patients so that they own their present condition and ask for help. They will also learn how to present solutions for their patients once asked and phase treatment based on each individual's temperament, circumstances, and objectives. Many dentists have spent a considerable amount of time and money training themselves to deliver excellent clinical care only to be disappointed because they are unable to get to use those skills on a daily basis. They will learn how to be able to provide their best stuff routinely and have their patients pay them for it with gratitude and appreciation!

LEARNING OBJECTIVES

At the completion of this course, participants will be able to:

- Have an understanding of Dr. Pankey's Philosophy of patient care.
- Know what you can do on a regular basis to engage patients to help them understand & own their present condition.
- Understand what you can do, intentionally, on a regular basis to invite patients to ask for help.
- Know once a patient asks for help, find positive ways to move to solutions.
- Understand what it means to be respectful of an individual's circumstances, temperament & objectives when delivering care.
- Know what you can do, intentionally, on a regular basis to arrive at a fair fee for your patients.
- Know what you can do, intentionally, on a regular basis, that invites a patient to pay with gratitude and appreciation.

Course Information



The Pankey Institute



Starts July 17th at 8:00 AM
Ends July 19th at 3:00 PM



26 Credits



\$3,400



SINGLE OCCUPANCY

\$290/night with private bath

DOUBLE OCCUPANCY

\$450/night with private bath

CONTACT / REGISTRATION

Online

www.pankey.org

Phone

1800.4PANKEY
305.428.5500

Email

info@pankey.org

FACULTY



Dr. Todd Davis



Dr. Gary DeWood

Faculty Bios:

www.pankey.org

ADA C-E-R-P® | Continuing Education
Recognition Program

The Pankey Institute is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The Pankey Institute designates this activity for 26 continuing education credits. **Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at ADA.org/CERP.**



LODGING & HOSPITALITY

Single Occupancy

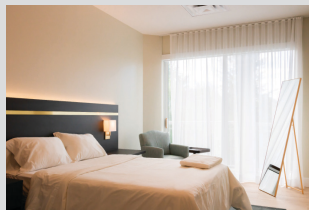
*\$290 a night
with a private bath*

Double Occupancy

*\$450 a night
with a private bath*



One Club (Living Room)



Pankey Suites



One Club (Kitchen)

Faculty

Todd Davis, DDS

Dr. Todd Davis earned his dental degree from Ohio State University and completed his general practice residency at Western Reserve Care System in Youngstown, OH. He pursued advanced dental training at The Pankey Institute in Florida and through Spear Education, renowned for excellence in esthetic dentistry. He has a love for learning and is always continuing his education to fulfill his desire to provide the best care dentistry has to offer. Dr. Davis has spent a considerable amount of time and money educating himself on both the art and science of his profession so he can deliver dentistry that combines natural beauty with predictable function. This predictability leads to longevity. He also teaches and mentors colleagues in several different venues including hosting courses in his office.

REFUND / CANCELLATION POLICY

For courses under \$500, payment is due in full at the time of registration. Cancellations received prior to 90 days before the start of the course will be honored minus a 5% administrative fee which is nonrefundable.

Courses over \$500 require a \$1,000 non-refundable deposit at the time of registration. The tuition balance is due 90 days prior to the start date of the course. Requests to cancel must be made in writing. Please allow 3 weeks for processing of refunds. Requests received prior to 90 days before the start of the course will be subject to forfeiture of the deposit and 5% administrative fee of the remaining course tuition, however, the remaining tuition may be transferred to another course date.

No refunds or transfers will be issued for cancellations received within 90 days of the start of the course. Pankey reserves the right to cancel or reschedule any course or scheduled faculty with advance notice to registrant. In no event shall Pankey be liable for any cancellation or change penalties assessed by the airlines, hotels, or other travel related expenses as a result of course date changes or course cancellations including changes related to weather, natural disasters, or other unforeseen events.

If you are paying towards the registration of another dentist please be aware that once you gift the funds or your pre-paid credit, they are the property of the person to whom you have gifted them. Any refunds or transfers will only occur at the request of the person registered and be issued to them.

MEDIA POLICY

By registering for this course permission is hereby granted, unless a written request is received, to use any and all photographic imagery and video footage taken of the participant at this event and activities pertaining to this event, without payment or other consideration. It is understood that such materials may be published electronically or in print or used in presentations or exhibitions. Additionally, participants' names and contact information will be shared amongst the other participants and will be made available to the course members unless a written request is received to prohibit this sharing of information.

The L. D. Pankey Dental Foundation, aka The Pankey Institute is a nonprofit corporation organized and chartered in the State of Florida that accepts all registrants regardless of age, race, sex, creed, national or ethnic origin, and it does not discriminate on any such basis with respect to its activities, programs and policies. A copy of the official registration and financial information may be obtained from the Division of Consumer Services by calling toll free (800-435-7352) within the state. Registration does not imply endorsement, approval or recommendation by the state.