



# MASTERING BUSINESS ESSENTIALS

April 4 - 6, 2024



## MASTERING BUSINESS ESSENTIALS

*This course has no course or educational prerequisites*

LECTURE PARTICIPATION COURSE

Dr. Pankey's original philosophy encouraged dental professionals to be proficient in 3 specific areas: technical mastery, behavioral excellence and business savvy. This program focuses on the third area; your potential as a business entrepreneur and how to intentionally impact your future. Targeted for dentists along with other key team members, this 2 ½ day program is designed to help develop the strategies that are imperative to the health and profitability of your practice.

### LEARNING OBJECTIVES

- Appreciate the importance of having a clearly written practice vision
- Develop written operating systems in your office to support consistency & predictability
- Explore key practice metrics and how they can be used as diagnostic & action tools towards effective practice performance
- Understand your practice's economic engine, existing financial reporting, & how to strategically influence profitability
- Consider the impact of saving to ensure long-term financial freedom

### COURSE INFORMATION



The Pankey Institute



Starts April 4th at 8:00 AM  
Ends April 6th at 12:00 PM



22 Credits



\$3,195



| SINGLE OCCUPANCY              | DOUBLE OCCUPANCY              |
|-------------------------------|-------------------------------|
| \$290/night with private bath | \$450/night with private bath |

### REGISTRATION

Online

[www.pankey.org](http://www.pankey.org)

Phone

1800.4PANKEY  
305.428.5500

Email

[info@pankey.org](mailto:info@pankey.org)

### FACULTY



Dr. Mark Kleive



Ms. Robyn Reis



Dr. Gary DeWood

Faculty Bios:  
[www.pankey.org](http://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 22 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

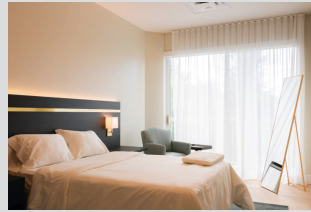
*\$290 a night  
with a private bath*

### Double Occupancy

*\$450 a night  
with a private bath*



One Club (Living Room)



Pankey Suites



One Club (Kitchen)

## Faculty

### Mark Kleive, DDS

Dr. Mark Kleive earned his DDS degree with distinction from the University of Minnesota School of Dentistry in 1997.

Over his 20 plus years as a practicing dentist, Mark has had experience as an associate in a corporate dentistry clinic and as an owner of 2 different fee-for-service practices. For the last 8 years Mark has practiced in a beautiful area of the country - Black Mountain, North Carolina.

Mark is both a Visiting Faculty member and the Director of Business Systems with the Pankey Institute in Key Biscayne, Florida. He is also a 2015 inductee into the American College of Dentistry. Over his career, Dr. Kleive has made a reputation for himself as a caring, comprehensive oral healthcare provider.

## REFUND / CANCELLATION POLICY

Most courses require a non-refundable deposit. Requests to cancel must be made in writing.

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 \$50 administrative fee which is non-refundable.

Courses over \$500 require a non-refundable deposit at the time of registration. The tuition balance is due 90 days prior to the start date of the course. Requests received outside of 90 days of the start of the course will be subject to forfeiture of the deposit and 50% of the 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. Please allow 3 weeks for processing of refunds. 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.

## 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.