



**Southeast**  
DENTAL SOCIETY

# Fall Meeting

GOLF OUTING, CE & BUSINESS MEETING

**September 21-22, 2017**

**SEMODENTAL.ORG**

We are excited about this year's speakers! Visit the speaker's website for more info.

## Thursday September 21

### Golf Outing & Business Meeting

**DALHOUSIE GOLF CLUB**

4700 Cords Way, Cape Girardeau  
573-332-0818 | dalhousiegolfclub.com

- 6:30a Breakfast & Check-In
- 7:30a Shotgun Start: 18-Hole Scramble Golf Tourney
- 1p Lunch & Business Meeting (No CE)

### Continuing Education

**THE VENUE**

80 S Plaza Way, Cape Girardeau

- 7:45a Registration & Continental Breakfast
- 8:30a-11:30a Emme Sanders, RDH  
Motivated Mindset (3 CE)
- 11:30a-12:30p Lunch (on your own)
- 12:30p-3:30p Emme Sanders, RDH - Implementing Hygiene System for Increased Productivity (3 CE)

### Officer Installation & Dinner

**CAPE ELKS**

639 Elks Ln, Cape Girardeau

- 5:30p Happy Hour & Vendor Fair
- 6:30p Dinner & Officer Installation

## Friday September 22

### Continuing Education

**THE VENUE**

80 S Plaza Way, Cape Girardeau

- 7:30a Registration & Continental Breakfast
- 8a-12p Garrison Wynn  
The Real Truth about Success (4 CE)
- 12p Lunch (provided)
- 1p-3p Dr Wei-Shao Lin  
Implant in the Digital World (2 CE)
- 3p-4p Jared Ellis  
Building an Efficient Practice (1 CE)

**ADA C·E·R·P**® | Continuing Education Recognition Program

The Southeast Dental Society is an ADA CERP recognized provider approved by the MDA. 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 Southeast Dental Society designates this activity for 13 continuing education credit.

### KARAOKE BANQUET

The theme for the officer installation banquet Thursday night will be "Favorite Decade." Sound System and Karaoke!! Prizes for best dressed and best routine.



**M.E. Sanders, RDH** brings over 25 years of leadership experience and concierge-level service to the dental community through speaking, coaching and writing. By applying her chairside clinical and presentation skills outside the operator, Emme reached higher in her profession to become a trainer for Digital Radiography and Intraoral Camera Imaging. She achieved ACE Certification, is a graduate of Transformational Trainers, a member of Speaking and Consulting Network and developed a thriving coaching career. With hands-on experience in dental practices from boutique to bread and butter, Emme understands the delicate balance of clinical periodontal therapy coupled with esthetic dentistry. She is an expert at treatment coordinating and case presentation skills to help patients say yes to optimal care. Her greatest passion is activating dental teams to realize their potential, strategically developing goals, and achieving higher levels of success. [inspiredhygiene.com](http://inspiredhygiene.com)

## **MOTIVATED MINDSET: WHY WE DO WHAT WE DO (3 CE)**

Uncover the most common mistakes that when corrected can easily triple the amount of perio therapy you're performing, increase production, reduce stress and set you apart as a true healthcare professional.

### **OBJECTIVES:**

- Resources to get the entire team on the same page with a common Perio Standard of Care
- Science-based rationale to overcome mental barriers that hold hygienists and dentists back from recommending ideal periotreatment
- Develop critical thinking skills to create customized treatment plans and increase case acceptance
- Specific language for presenting perio treatment to existing patients-and getting a surprisingly high acceptance rate

## **IMPLEMENTING HYGIENE SYSTEM FOR INCREASED PRODUCTIVITY (3 CE)**

Learn a systematic approach for the entire hygiene appointment that will increase treatment enrollment, decrease stress and improve the efficiency of hygiene appointments no matter your role on the dental team.

### **OBJECTIVES:**

- How what you do in the first 20 minutes of the hygiene visit effects the entire practice
- How to drastically reduce the time it takes for the doctor exam while dramatically increasing the effectiveness
- The #1 activity that is responsible for most hygienists running over
- How to uncover critical information that may be hiding in your patients' medical history



**Jared Ellis** started his career in finance nearly 10 years ago in banking. He is an avid public speaker, leading workshops for various physician-specialized organizations. Jared has also spoken at many training conferences for advisors and has had the opportunity to become a mentor to others. He holds workshop for current and prospective clients on a variety of industry topics. He is passionate about developing and nurturing relationships with clients while educating them about various financial planning and business topics. He is experienced in tax efficiency for income and business of estate planning, asset protection, practice management, and family wealth preservations. This allows

him to not only support, but to come alongside his clients and their families to help build a strong financial foundation to a solid financial future.

## **BUILDING AN EFFICIENT PRACTICE (1 CE)**

Participants will learn the basics of what the net profit their practice should be attaining, as well as be able to recognize some cost containment strategies such as rent, insurance, taxes, etc. You will learn about employees retention tools and how to make employee benefits more cost effective, along with implementing.

### **OBJECTIVES:**

- Understand what the net profit on a practice should be attaining.
- The ability to recognize cost containment strategies.
- Learn about employee retention tools, costs and implementation.



## Garrison Wynn

With talents that established him as a Fortune 500 leader and professional stand-up comedian, Garrison Wynn, CSP, fuses comic timing and research to show how anyone

can help create a culture of safety. He is authentic – a guy who’s been there. Wynn is a chemical plant explosion survivor with a background in industrial instrumentation. For 20 years, he has given keynote presentations to clients such as Exxon, BASF, the National Safety Council, Behavioral Science and Technology (BST), the NFL and NASA. In his teens, he debuted the world’s first video gaming system with baseball legend Hank Aaron; and as a young man, Wynn spent six years touring comedy clubs with the top names in the business before going on to create industrial products still being sold in 30 countries.

[garrisonwynn.com](http://garrisonwynn.com)

## THE REAL TRUTH ABOUT SUCCESS: WHAT THE TOP 1% DO DIFFERENTLY AND WHY THEY WON'T TELL YOU (4 CE)

Be prepared to laugh and learn as this research-based (Gallup and Harvard Review) keynote reveals how dental industry top performers harness the power of their personal and organizational influence. Amazon.com No.1 bestselling author Garrison Wynn delivers a high-impact program that answers four monumental questions. With an emphasis on what you can actually walk out of the session with and achieve tomorrow; this program shows you how to weather the perfect storm while still looking really good in a raincoat!

### OBJECTIVES:

- Learn how to get people to do what you want them to do.
- Learn how you can get consistent buy-in (from customers-vendors-staff), resolve difficult conflicts and maximize your value
- Learn what the most successful dental teams have in common, and how you can improve your marketing footprint.
- Learn how different generations work better together.



**Dr Wei-Shao Lin** is an Associate Professor at the University of Louisville, Department of Oral Health and Rehabilitation, where he is currently the Director of the ITI Implant Scholarship Program. He teaches fixed, removable, and implant prosthodontics at the

predoctoral and graduate prosthodontics levels. He received the DDS in 2003 from Chung-Shan Medical University, Taiwan; Certificate in Prosthodontics and Certificate in Surgical Implant Fellowship at the University of Rochester in 2010. Dr Lin’s research interests include dental implant research, ceramic restorations and digital dentistry, and has published many research and clinical articles in peer-reviewed journals. Dr Lin is a Fellow of the International Team for Implants (ITI). He maintains an intramural prosthodontics practice at the University of Louisville, Dental Associates.

## IMPLANT IN THE DIGITAL WORLD (2 CE)

The presentation will focus on maximizing the relevance and benefits of current computer software and digital technology options for improving evaluation and treatment outcome of implant patients. Further, the role of the computer and associated digital technology in the effective transfer and utilization of information between treatment team members (restorative dentists, surgeons, and dental laboratory technicians) will be discussed and considered. The presentation will start with digital impression making, the management of digital data, the transfer of digital information to laboratory partners, the utilization of virtual implant planning software and to the design and manufacturing of CAD-CAM implant restorations.

### OBJECTIVES:

- Understand the role of team in the digital world, and the role to be undertaken by the surgeon, restorative dentist and laboratory technician.
- Review and analyze appropriate information flow in digital dentistry chain and how to ensure effective information transfer.
- Discuss the use of, and identify the benefits associated with digital impressions compared to conventional impressions.

# REGISTRATION

Deadline is Sept. 7, 2017. Registration fees will increase after this date.

## DOCTOR

Name \_\_\_\_\_ ADA Number \_\_\_\_\_  
Name at to appear on badge \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Phone \_\_\_\_\_ FAX \_\_\_\_\_ Email \_\_\_\_\_  
Spouse/Guest Name for Banquet \_\_\_\_\_

## DENTAL OFFICE STAFF

Name & Title \_\_\_\_\_ Name & Title \_\_\_\_\_  
Name & Title \_\_\_\_\_ Name & Title \_\_\_\_\_  
Name & Title \_\_\_\_\_ Name & Title \_\_\_\_\_  
Name & Title \_\_\_\_\_ Name & Title \_\_\_\_\_

## GOLF TOURNAMENT INCLUDES GOLF FEES, BREAKFAST AND LUNCH

Category	Name & Handicap	FEE	No. Attending	Total Fee
ADA Member Dentist		\$150 X		\$
Non-Member Dentist		\$175 X		\$
Vender		\$150 X		\$
Non-Golfer, Lunch only		\$ 25 X		\$
<b>Golf Tournament Total Fees</b>				<b>\$ _____</b>

## REGISTRATION FEES INCLUDES THURSDAY BANQUET & FRIDAY CE, BREAKFAST AND LUNCH

Category	Fee by 9/7	Fee After 9/7	No. Attending	Total Fee
ADA Member Dentist	\$195	\$275	x	\$
Non-Member Dentist	\$395	\$495	x	\$
Retired Dentist	\$ 80	\$ 80	x	\$
Hygienist	\$100	\$125	x	\$
Assistant	\$100	\$125	x	\$
Office Staff	\$ 80	\$100	x	\$
Spouse, Non-office Staff	\$ 60	\$ 75	x	\$
Banquet Only (No CE)	\$ 40	\$ 45	x	\$

**Registration Total Fees** \$ \_\_\_\_\_

**Registration Fee Total** \$ \_\_\_\_\_

**Golf Tournament Total Fees** \$ \_\_\_\_\_

**TOTAL AMOUNT DUE** \$ \_\_\_\_\_

### RETURN BY: SEPTEMBER 7, 2017

Send completed registration form and check,  
payable to Southeast Dental Society to:  
Dr. Trevor Blattner  
1345 N Mount Auburn Rd Ste B, Cape Girardeau, MO 63701  
Office 573-803-2501 | FAX 573-803-2502 | info@blattnerendo.com