

MBA in Dentistry: Master the Business of Administering your Office — Five Speakers in a Day!



Date: Wed, February 29, 2012 **Registration** 8:00am
Course 8:30am-4:30pm
Location: NJDA Bldg/One Dental Plaza/No. Brunswick, NJ 08902
Breakfast and Lunch included
Sponsored in part by MileStone Bank; 1980 S. Easton Rd. Ste. 110, Doylestown, PA 18901

<p>Legally Mine, Inc. Steven Everitt</p> <p><i>Understanding Legal Tools: The Key to Lawsuit Prevention and Tax Reduction</i></p> <p>The very real threat of lawsuits is found everywhere in our lives. From our TV screens to the billboards around town. THE LEGAL PROFESSION HAS A VESTED INTEREST IN MAKING SURE YOU ARE ALWAYS SUEABLE! More than likely your own attorney is an unwilling accomplice in making sure your personal assets can be taken in a lawsuit against your practice. As we travel across the country & speak to professionals from all walks of life, we find that they are almost always completely backwards in the way their assets are protected, even though they have incorporated. Through this course we will show you the amazing pitfalls of the standard recommendations of the legal industry and how to solve them. A side benefit: how to use these tools to reduce all forms of taxation!</p>	<p>Practice Success Bill Dennis</p> <p><i>The New Normal: How to Create Success in 2012</i></p> <p>The new economy asks us to provide extraordinary value. What will cause your success in the coming years? What unique brand can you provide to your team, community, patients and those connected to all of the above? This interactive workshop will focus on the strongest possible foundation for creating new patients. Be prepared to question how you interface and communicate with social media, team, patients, peers, the healthcare community, social networks and physicians. We will focus on how to create trust-based relationships that generate success on all levels with ease.</p>	<p>MileStone Bank Dave Gill</p> <p><i>Financing for Dental Practices</i></p> <p>Business Financing provides a broad understanding of the role of business-purpose debt for the purchase of office buildings/condos and office and dental equipment, working capital, practice acquisition and partner buyout. Guidance on financing will be explored to include everything from the creation of a complete loan application, processing milestones and timing, to the 5 Cs of credit from the banker's perspective. Students will learn the importance of a complete business plan including financial projections, how to assess their own ability to qualify for business loans, how to approach a bank regarding acquiring a loan, options available to medical professionals for financing business purpose expenditures and the importance of a business relationship with a qualified CPA, attorney and business banking specialist.</p>	<p>Accelerate Business Resources Monika Baraket</p> <p><i>How to Develop a Successful Media Strategy</i></p> <p>Have you been involved with social media for a while, but have no clear plan? Feeling a little unsure about where to start? Don't worry — you're not alone! But if you want to achieve greater results for your business, you need to have the right plan. In this session Monika Baraket will share simple steps to building your own successful social media strategy.</p>	<p>MidAtlantic Resource Group Ed Schuler Aaron Niederman</p> <p><i>Income Replacement Disability, Retirement and Death</i></p> <p>Income replacement in the event of death includes life insurance: liquidity, tax free, riders. Types of insurance: term insurance and permanent insurance.</p> <p>How much you need: Salary multiple, 5% trust fund</p> <p>Uses: Personal, business, charitable, estate planning, retirement</p> <p>Income replacement in the event of disability includes: disability insurance, how it works; taxable vs. non-taxable, benefits and riders of different contracts/policies</p> <p>Types of Disability Insurance: Personal, group, association, business, BOE, Business buy-out, retirement contributions.</p>
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7 CE Lecture credits

Course code: 555 Practice Mgmt.

Fees: \$95 AGD Member; \$125 Non-Member; \$65 Guest



The NJ Constituent of the AGD is an approved PACE provider. The Sponsor's formal CDE programs are accepted for Fellowship, Mastership and maintenance credits. Approval does not imply acceptance by the state provincial boards of dentistry. The current term of approval extends from 8/1/09-7/31/13. AGD# 219316

Registration Form: Please call 1866-GO-NJAGD to register with credit card; Fax to 732-821-1082 with credit card details, or Mail w/check payable to NJAGD, POB 6020, No. Brunswick, NJ 08902

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