



Middlesex County Dental Society

Full Day CE Program 5 CEUs



Lisa Philp RDH, President, Transitions Group

"Communication tool belt for Today's Dental Team"

Open to Doctors and Staff — Wednesday, April 22, 2015

7:30am - 8:30am Registration and Full Breakfast (Sponsored by Benco)

8:30am - 10:45am Lecture

10:45am - 11:30am Coffee Break (Sponsored by Benco)

11:30am - 2:00pm Lecture

Lisa Philp is the President of Transitions Group North America, a full service coaching company for dentistry. She graduated from East Tennessee State University as a Registered Dental Hygienist in 1987. Her career began with clinical hygiene in United States and Canada to the creation of a periodontal disease management program in which she coached thousands of dental professionals. She is currently a leader, author, and coach and highly sought after North American speaker.

Lisa is committed to being an eternal student in the areas of personal growth, leadership, change management, human capital potential, adult learning, advanced training techniques and communication skills. Her mission is to make dentistry simple and fun, allowing dental professionals to achieve personal and professional fulfillment in the workplace.

Dentistry is a human capital people business that requires continual learning to attract, retain and nurture the relationship aspect of patient interactions. Research shows that 85% of our success is directly related to our ability to understand, connect and communicate with people. How you connect, speak and convey your messages, combined with how well you receive other's messages, determines the level of patient loyalty, retention, new patient growth and case acceptance. These tools will rejuvenate and inspire you to embrace and simplify the art of influence for immediate results in achieving what you want and deserve. Participants will learn:

- Art and Science of people skills
- Team member's role in communication
- Key words and phrases that have immediate impact
- The impact of inflection and tone in our messages
- Laws of communication and value of listening
- Power of body language in our interactions

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Registration Form

Doctor's Name (Last) (First)

Address

City State Zip

Office Telephone Number Fax Number

Non-Dentist Staff Members:

Name

Name

Name

Name

Name

Name

Registration Fees:

Dentists:

MCDS Members/Residents: \$75 / \$100 ea*

NJDA Members (other than above) \$100 / \$125 ea*

NJDA Non-Members: \$150 / \$175 ea*

Staff (non-dentists):

MCDS: \$65 per staff member

All other NJDA: \$80 per staff member

NJDA Non-Members: \$100 per staff member

Total Enclosed: \$

* Early/Late registration cutoff date: **March 1, 2015**

Checks Payable to MCDS (Payment must accompany registration)

Mail to: Middlesex County Dental Society

P.O. Box 7026, East Brunswick, NJ 08816

Registration is from 7:30 a.m. - 8:30 a.m.

All programs to take place at the Pines Manor in Edison, NJ

For further information call 732-764-MCDS (6237) or visit

www.MCDSofNJ.org

To register more than one dentist for your office, please use
copies of this form, or register online at www.MCDSofNJ.org