

## 2018 COURSE DESCRIPTION – REINGAGE RETREAT

### REINGAGE STAFF RETREAT PILOT PROGRAM

Potential Invisalign patients walk into a dental practice every day. The key is identifying and communicating to them that the need for this procedure exists. The Reingage Staff Retreat is designed to take the Reingage doctor's practice to the next level of practice efficiency and profitability. By having the office team join with Reingage doctors, the team will learn the "why and how" of integrating Invisalign successfully into the practice daily routine. During the course, team members will learn how to identify suitable Invisalign patients and how to implement effective and easy to remember communication techniques. The doctors will learn how to incentivize and coach their teams to maximize Invisalign case conversions. The course includes role-playing between all team members in the practice: the hygienist, front office, doctor and chairside assistant. Dr. Galler's surefire "seven things every office should be doing every day" will be thoroughly covered.

#### Wednesday Arrival and Program

Noon – 3:00 pm. – Registration and Check In

4:00 p.m. – 8:00 p.m. – Lecture Series with Dr. David Galler (Buffet Dinner)

- Why We Do Invisalign?
- Invisalign is Everyday Dentistry
- Golden Age of Cosmetic Dentistry
- Invisalign Office Potentials for Production

#### Thursday Program

8:15 a.m. – 9:00 a.m. Breakfast

9: 00 a.m. – Noon – Lecture by Dr. David Galler

- How to Do a Consult
- Seven Things Office Needs to be Doing
- Finances of Invisalign and Insurance Coding
- Where to Find Cases
- Case Identification for STAFF! WE treat these not these

Noon – 1:00 p.m. – Lunch

1:00 p.m. – 5:00 p.m. – Program Breakouts in 4 groups. (Dr. Galler, 2 Reingage Presidents, 1 Hygienist Instructor)

- Staff Roles and Coaching
- How to Communicate with Patients
- Role Playing Doctor/Hygienist/Patient
- Breakouts with Hygienist and Doctors
- Incentive Programs for Office That Work

7: 00 p.m. – 9:30 p.m. – Dinner at Hotel

- Awards and Recognition
- Team Building Exercises

#### Friday -RETURN HOME ANYTIME

**Pre-requisite:** Previous completion of the Reingage course

**CE Hours:** 12 for Doctor and Team

**Tuition:** \$3,995.00 which includes the doctor and up to seven team members. Associates must pay full price.

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**Location:** Las Vegas, Nevada

### DR. DAVID GALLER

Dr. David Galler reached the level of Top 1% Invisalign® Elite Advantage Provider in 2012 and has been treating Invisalign patients at his general practice location in Manhattan New York since 2004. Dr. Galler has conducted Invisalign Study Clubs around the country, and was a featured speaker at many of Invisalign GP Summits and Forums. He is the current President of the American Academy of Cosmetic Orthodontics. He is also President of American Academy of Clear Aligners and an Align Faculty Member. Several of his high profile cases are featured on the Invisalign website and in dental journals. His unique IPR method called GST (Galler Spacing Technique) is used by thousands of dentists worldwide. He received his dental degree from the University of Pennsylvania College of Dentistry and is a member of Omicron Kappa Upsilon.

Clinical training provided by guest speakers reflects their own views and not necessarily those of Align Technology, Inc.

\*Registrants may cancel before 10:00 am PST seven calendar days prior to the course to receive a full refund. Cancellations made after this time will be assessed their full registration fees. While no refunds will be given after the cancellation deadline, fees can be applied toward any future course offering. Contact your Invisalign registrar for rules and policies. Schedule, location, pricing and promotional offers are subject to change without notice. Course fees will be charged in USD and attendees are responsible for any foreign currency charges or fees that their credits cards and banks may impose.

Visit us at [Learn.invisalign.com](https://www.learn.invisalign.com) to learn how Invisalign can help you grow your practice.

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