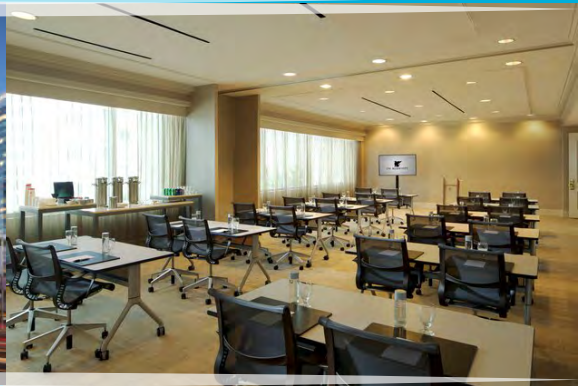


# AACA Event MIAMI



## Regional MIAMI CE Event

Friday & Saturday January 24 & 25, 2020

JW Marriott Miami | Downtown Miami, Florida



**PACE**  
ACADEMY of  
GENERAL DENTISTRY  
PROGRAM APPROVAL  
FOR CONTINUING  
EDUCATION

AACA is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of the program provider are accepted by ADG for Fellowship/Mastership and membership maintenance credit. Approval does not imply acceptance by a state or Provincial board of dentistry or AGD endorsement. The current term of approval extends from 10/01/2017 - to 9/30/2020. Provider AGD ID #350507

# Schedule

**JW Marriott Miami | Downtown Miami, Florida**  
**1109 Brickell Avenue - Miami, Florida 33131**

Miami International Airport (MIA), All travel and hotel accommodations are at individual expense

***Additional hotel options:***

**Conrad Brickell**, 1395 Brickell 305.503.6500 - **Novotel Miami Brickell**, 1500 SW 1st Ave 786.600.2600  
**East Miami**, 788 Brickell Plaza 305.712.7000 - **Aloft Miami Brickell**, 1001 SW 2nd Ave 305.854.6300

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## **AACA - Regional Miami CE Event**

Registration for this course is located on the final page

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### **Thursday January 23, 2020**

5:45pm (Optional) Welcome Reception - Sugar Nite Club - Rooftop Lounge  
East Hotel 788 Brickell Plaza # 40, Miami, Florida 33131 (786)805-4655

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### **Friday January 24, 2020**

7:00am Registration/Check in  
7:00am-7:45am Breakfast  
8:00am-9:50am **Dr. Anna Berik** - Lite 'em Up  
(15 Minute break)  
10:05am-12:00pm **Dr. Sheena Sood** - "What is DSD? An Overview of How to Use  
DSD to Increase Invisalign Case Acceptance"  
12:00pm-1:30pm Lunch  
1:30pm-3:30pm **Dr. Geoff Skinner** - Basics of Aligners and TMD/TMJ  
(15 Minute Break)  
3:45pm-4:30pm **Dr. John Bunkers** - Munchie Madness Updates  
TBA Dinner (details to be announced)

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### **Saturday January 25, 2020**

7:00am-7:45am Breakfast  
8:00am-9:50am **Dr. Nathan Jeal** - The New Rules of Dental Marketing & Sales  
(15 Minute Break)  
10:05am-12:00pm **Dr. Scott Frederick** - From Chaotic to Productive





## Dr. Anna Berik, DMD

Lite 'em Up

**Course Description:**

Make more Money  
Do more Invisalign  
Do Better Cases  
Get more Referrals



## Dr. Sheena Sood, DMD

"What is DSD? An Overview of How to Use DSD to Increase Invisalign Case Acceptance"

**Course Description:** What are the latest technologies and how you can use them to decrease costs while increasing patient satisfaction and profits

1. Using the Invisalign/DSD collaboration and the tools built into Clincheck specific for DSD
2. How to use the concepts of DSD to increase your Invisalign case acceptance as well as the patient's perceived value of their treatment with you.
3. Using the newest technologies to decrease costs within your office while increasing productivity and profits!



## Dr. Geoff Skinner, DDS

Basics of Aligners and TMD/TMJ

**Course Description:** Have you ever noticed that sometimes clear aligners can help jaw problems? On the other hand, has a patient ever reported TMJ pain with clear aligner wear? Dr. Skinner will walk you through the anatomy of the temporomandibular joint and the connections between airway, the TMJ, TMD, and Occlusion and how they all tie together. This course will show how you can easily help some of your patients with jaw issues.



## Dr. John Bunkers, DDS

Munchie Madness Updates

**Course Description:**

Updates to my Munchie Madness Protocol and new product roll outs from EOCA

# Speakers



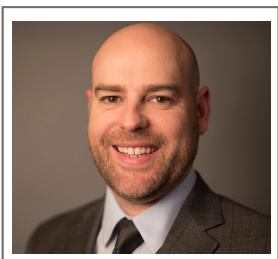
## Dr. Nathan Jeal, DMD

The New Rules of Dental Marketing & Sales

**Course Description:** Have You Always Wanted To...

- Perform more High Value procedures like Invisalign?
- Insulate your practice from the forces of commoditization?
- Be well paid by patients who value your time and expertise?

This course will arm you with the specific tools and a step-by-step recipe to achieve expert positioning in the marketplace and close cases like a seasoned pro. You will learn the critical components of digital ads, how to generate leads with broadcast media, the secret to converting more people into happy, paying patients and much more.



## Dr. Scott Frederick, DDS

From Chaotic to Productive

**Course Description:** Increase your production in 90 days. We will cover how to work better as a team. How to get all the staff members working at their full potential to turn down time into production. Following the Doctor, Hygiene, and Dental Assistant accelerators you will be able to increase your production, see more patients, and have less stress throughout the day. We will cover scheduling templates, and what types of metrics every office should be monitoring to capture all the missed opportunities. We will also discuss how clear aligners can be a huge benefit financially to your daily practice.





AACA Regional Miami CE Event  
Miami, Florida

**\$895.00 USD AACA Member**

**\$1,400.00 USD AACA Non-member**

**No refunds or cancellations**

Name: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Security Code: \_\_\_\_\_

BILLING Address: \_\_\_\_\_  
Street

\_\_\_\_\_  
City State Zip

Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

**3 Ways to register:**

**Fax: completed form to Kimberly Orantes at 909-597-3251**

**Email: completed form to [KimOrantes12@gmail.com](mailto:KimOrantes12@gmail.com)**

**Call AACA office and ask for Kimberly - 909-806-0013**

**Please indicate any food allergies**