

Zuelke & Associates
19th Annual
“Techniques for Success” Staff Seminar

Are you looking for a way to motivate, excite and educate your staff?
“Techniques for Success” is just what you’re looking for!

Invest in your practice team so they are fully prepared to help your new patients see that your practice is the place to get their orthodontic care. Give your staff the skills to turn new patients into starts and obtain the productivity and profitability that your practice is capable of achieving! Learn how to ensure your practice remains delinquency free at the same time.

This seminar will be presented by four top consultants. **Paul D. Zuelke**, a nationally recognized speaker and consultant in the area of patient financing and accounts receivable control. **Cheri Snippen**, associate consultant with Paul since 1989, has more than 30 years experience in the dental/orthodontic community. **Betty Zuelke**, an expert in case acceptance, marketing to attract new patients, and Treatment Coordinator training, has 30 years experience in the orthodontic community. **Joan Garbo**, president of Joan Garbo and Associates, is a nationally recognized speaker and consultant and is a true expert in training doctors and staff in effective communication and relationship skills.

The 2½ days will be action packed, and the benefit will be well worth the cost!
October 14, 15, & 16, 2011
Portland, Oregon

TUITION: \$945 for the first staff member. Each additional staff member may be enrolled at only \$835! We recommend any staff members involved with patient accounts, finances, or case acceptance plan to attend. You may register with MasterCard, Visa, or American Express by calling us at (800) 845-4766 or (503) 723-0200 or you can mail your check and registration form to: Zuelke & Associates, Inc., P. O. Box 201, West Linn, OR 97068

Doctor's name: _____ (Degree) _____

Specialty: _____

Practice Address: _____

Telephone: (_____) _____

Fax: (_____) _____

Website: _____

THESE GREAT STAFF MEMBERS WILL BE ATTENDING

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|----------|------------------|-----------|
| 1. _____ | (POSITION) _____ | \$ 945.00 |
| 2. _____ | (POSITION) _____ | \$ 835.00 |
| 3. _____ | (POSITION) _____ | \$ 835.00 |

TOTAL: \$ _____