

CDDS OCTOBER MEETING

FRIDAY, OCTOBER 23/09

Dr. Bill Blatchford - PRACTICE MANAGEMENT

Registration – 8 a.m. – Metropolitan Center

“LEADERSHIP CHALLENGE: PLAYING YOUR ‘A’ GAME” – A.M. SESSION

Dr. Blatchford will share the necessary ingredients to have the “magic” leadership which creates TEAM and makes the whole practice work. See how attitude, passion and direction must be demonstrated to begin the magic. Dr. Blatchford has worked with over 2000 offices on dental business. He has studied the differences and will share you can have it, too, if you choose. You will learn:

- Why you, the Doctor, is the answer to all your concerns
- How Doctors play their ‘A’ Game
- Discover how to move from information to ACTION
- How adding \$500K to your gross can be part of the solution
- How strong Vision turns individual staff into TEAM
- Learn to be the person your staff is looking for
- Learn to embrace and win the decision making struggle
- Behave like a leader for it is a choice
- See how stalling on decisions creates a plateau in your growth

“KEEPING SCORE—BY PLAYING YOUR ‘A’ GAME” – P.M. SESSION

Dr. Blatchford, coach of dental business, will coach from numbers which will make a difference. He will show you ways to create more profit in a general practice. Learn how leadership communicates the path and team members want to know the numbers and will take action for changes. Team can become accountable for the results by playing their ‘A’ Game. Dr. Blatchford will discuss:

- Hygiene department's biggest and best contribution to numbers
- An effective morning huddle
- Setting a daily goal
- Scheduling in blocks, no kidding
- Which numbers you can change and what stops you
- How coaching makes a difference
- How you can be effective and be an insurance provider
- How team members can increase their paychecks and have more time off with pay

DR. BILL BLATCHFORD is one of the strongest voices in dentistry today for profitability with special emphasis on increased case acceptance. Working with a maximum of 50 dentists each year, he has coached more than 1800 dental practices from Guam to England to reach their goals. With his coaching, dentists are increasing their enjoyment of doing dentistry, staying in the game, increasing net return, attracting patients who see the value in the dentistry offered, and developing an enthusiastic staff who enjoy working and are well compensated.

Bill's latest book, Playing Your A Game-Inspirational Coaching to Profitability is available now. It includes 23 case histories from doctors and teams who have reached their goals despite obstacles. Marketing, sales, knowing the numbers and other important issues are covered in this inspiring book. Bill also writes a monthly column for Dental Economics, “Flourishing In Changing Times.”

Bill is honored to have been a speaker for major dental conferences such as AACD as well as many other speaking venues. See www.blatchford.com or www.blatchfordlive.com for more information.

Bill practiced for twenty years in Corvallis, OR., following graduation from Loyola Dental School in 1970. He and his wife, Carolyn, graduated together from Hillsboro High School and remain a strong team today after 41 years of marriage. They are proud that their oldest daughter is following Dad's footsteps by entering the dental program at OHSU and will graduate in 2009. Their younger daughter has followed Mom's footsteps as a teacher.

When time permits, Bill enjoys piloting his amphibious plane, scuba diving, biking, golfing, and boating, although his true passion is coaching dentists to reach their dreams. After 18 years of not practicing clinical dentistry, he has taken up the tools again to reconstruct Carolyn's teeth (under Dr. Rhys Spoor watchful eye) and has found that “dentistry is like riding a bicycle,” the enjoyment and skill is still there!

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Webpage: www.telusplanet.net/cdds/

MEMBER'S NOTICES

(Notices are No Charge to CDDS Members, but there is a 2 month max. limit per Ad.)

CALGARY GENERAL DENTAL PRACTICE FOR SALE BY OWNER:

Great location with excellent visibility and parking, very good recall system, 2800 active patients with lots of potential for growth. Lease pending. Long term staff, 4 day work week, non-assignment. For more information please contact: yettoit@platinum.ca

LOCUM POSITION WANTED:

Are you looking for a competent dentist to take over for a locum, maternity leave, part time position or other absence? I am the right candidate for you. I have over 30 years experience as a dentist, am a good communicator, friendly, work well with others, highly motivated and very dedicated. Let's discuss your situation and build a relationship to benefit both. E-mail me at dentistforyou@shaw.ca

LOOKING FOR A DENTAL PRACTICE TO BUY IN CALGARY OR SURROUNDING AREA:

Open to various transition options. Please contact in confidence to ashsw5@hotmail.com

EXCELLENT ASSOCIATE OPPORTUNITY AVAILABLE IMMEDIATELY IN RED DEER, ALBERTA.

Full time position in busy cosmetic/family practice. New grads welcome. Past associate's patient base to take over. Contact Dr. Lindsey House at (403)505-5181. Fax resume to (403)986-4790, or email:

gtmhouse@shaw.ca.

ASSOCIATED WANTED:

Part-time associate needed to replace a retiring dentist @ busy Calgary Chinatown clinic. Please email: barry2888@gmail.com

SPARWOOD BC, F/T

ASSOCIATE REQUIRED FOR BUSY MODERN practice in

Sparwood BC. Large associate patient base with high income potential. Option to buy in. Year round mountain recreation in the area. 20 minutes to Fernie with a world class ski resort. Short driving distance to Calgary (2.5hrs) & Cranbrook (1.5hrs). Contact (250)425-0581 evenings. Fax resumes to (250) 425-0532 rschow@telus.net

LOCUM NEEDED as I will be volunteering at the Olympics and need a locum for Feb 2010. Please call Dr. James Trofimuk at jtrofdds@telusplanet.net or 403-685-4792. There is the potential for a long term position.

PART-TIME ASSOCIATE IS REQUIRED IMMEDIATELY

for a busy family practice in S.W. Calgary. Please reply in confidence to calgarydds@gmail.com.

PART-TIME TO FULL-TIME ASSOCIATE NEEDED TO START IMMEDIATELY

in our very busy NW practice. Pls email bowriverdental@shawbiz.ca or call Rebecca at(403)803-5036 to discuss position further.

DENTAL PRACTICE

WANTED: motivated dentist looking to purchase a general dental practice in Calgary.

Family practice, 3 or more operatories, flexible transition terms. Please email in complete confidence to dentalofficewanted@yahoo.ca

OFFICE SPACE AVAILABLE: for sublease in high traffic NE mall.

Small, self-contained space ideal for specialists (for example endodontists) looking to open up a satellite office. Please email: dentalendeavor@gmail.com

FELLOW DENTISTS: If you would rather not do dentures, call Dr. Burt Hoffman at 403-252-2347. Address: Suite 410, Chinook Professional Building, Calgary. Experience: One year post-graduate work in Denture Prosthesis, four years of clinical work in dentures, over 6000 dentures constructed.

-CALGARY FT ASSOCIATES FOR BUSY, BUSY CLINICS:

Brilliant patient flow and revenues! Interested? Booking 3-5 weeks ahead. e-mail: ralom12@yahoo.ca New Grads & Specialist welcome!!

-BRAND NEW DENTAL OFFICE FOR SALE IN OKOTOKS:

High traffic building, excellent location, 4 ops fully operational, digital xrays, paperless office, 1600 sq ft. Please email: dentaloffice4sale@gmail.com

-ASSOCIATE AVAILABLE: Female dentist with 12 years experience, seeking PT associate position in Calgary. Friendly and works well with others. Please Phone/ Fax (403) 228-4250 or email mglaw@telusplanet.net

-ASSOCIATE POSITION

EVENTS

AVAILABLE: Full-time associate needed for a modern, highly productive family practice in Calgary. Established patient base and excellent new patient flow. Fax resume to 403-293-8852 or email to ne.dent@gmail.com

-FULL-TIME ASSOCIATE REQUIRED: for Sunshine Dental in Sunridge Mall. Replacing an associate that had worked 8 years. Retail mall location. Please email kuenchow@yahoo.com for more details

-PART TIME ASSOCIATE REQUIRED: for a busy NE dental office. Please forward resume and inquiries to htaylor@lifepathwellness.com

-CALGARY - PART TIME ASSOCIATE REQ'D for very busy SE dental practice. 1-3 days / week. Flexible schedule, days negotiable. Financially rewarding, long term position could lead to full time and future buy out. Email resume in complete confidence to dentaljobs22@yahoo.ca

-ASSOCIATE WANTED for central Southwest dental practice. 2-3 days/week, leading to full time and possible buy in. To start in October. Email in confidence to: calgarydental22@hotmail.com

-LOOKING FOR A CHANGE OF SCENERY? Come and enjoy the Rocky Mountain Lifestyle! Busy, modern, progressive family practice in Canmore is looking to add an associate. There is some flexibility with this position (part-time or full-time, days worked, etc.). Some experience preferred but will consider new grads. Please send CV to danmaier@shaw.ca in confidence, for more details.

FOR SALE: Zoom Advanced Power chairside whitening system with accessories. Only used twice, still in shipping carton. Suggested retail price from Discuss Dental \$1995.00 CDN. Buy now for \$1000.00 CDN !! Telephone: 403-968-5819.

FOR SALE: 3 A-Dec dental lights - \$350 each; 3 Belmont dental chairs in green - \$500 each; 3 sets of dr's and assistant's stools in green - \$250/set. Call 273-3166 for details.

FOR SALE: Very mint condition: 2 A-dec dental chairs with front delivery system and 2 MCC cabinets at very good price. If interested please contact Ron at 403-681-2450 or Dr Lai at 403-803-6386.

WANTED: Reveal Camera and/or Sony printer. Contact DSDmgmt@shaw.ca

WANTED: J. MORITA Root ZX II Apex Locator with handpiece. Please contact jkmana@shaw.ca or 403.519.8258

2009 - 2010 CDDS SPEAKERS

Registration 8 a.m. Metropolitan Centre

Friday, Nov. 20/09 Dr. Howard Tenenbaum Management and prevention of acute post-treatment pain and the pain-spectrum.

Novel approaches to the management of periodontitis

Friday, Dec. 11/09 Dr. Daniel Haas Sedation

Friday, Jan. 15/10 Dr. Hasnain Dewji Pedodontics

Friday, Feb. 19/10 Dr. Jim Gutmann Endodontics

Friday, Mar. 19/10 Dr. Gregg Kinzer Prosthodontics

QUESTIONS OR CONCERNS???

**CALL JANE at the
CDDS MESSAGE CENTER**

Phone: 239-1465

Fax: 239-9646

E-mail: cddsadmin@gmail.com

Webpage: www.telusplanet.net/cdds

NEXT NEWSLETTER SUBMISSIONS DUE BY

October 20/09

Email items to cddsadmin@gmail.com

Calgary & District Dental Society's Fall Formal

Friday Nov 6/09

Dine and Dance at *The Ranche*

Max attendance of 160 ppl

Watch for your fax invite soon!

PAID ADVERTISEMENTS

1/4 Page \$125.00

CDDS NOTICES

Are you happy with your SAIT-trained Dental Assistants? How can SAIT finetune its program to be sure that new DAs meet the needs of your 21st Century dental practice? Join the Advisory Committee for the next review meeting in 2010. Please contact: Dr Luke Shwart luke.shwart@albertahealthservices.ca or 403-943-6790

C.U.P.S. STILL NEEDS YOU.....

Urgently needed restorative dentists to help out the homeless and give them a something to smile about. Please email kuenchow@yahoo.com or call 403-277-3669 for details

“SMILE SEASON”

**Complete Dental Ceramics Inc. and the CDDS are gearing up for the
17th Annual Interfaith Food Bank Drive
that takes place during the month of December.**

We look forward to your support!

SPORTS

CDDS 1ST EVER CURLING CLINIC: Please pre-register for this FREE, instructional lesson by calling Dr. Neville Headley @ 403-880-3138. We are @ the Calgary Curling Club {(http://www.calgarycurlingclub.com/); 720 - 3rd Street N.W.} on Monday, 05 October 2009. Wear loose/comfortable/warm clothing + carry/bring an *extra pair of clean, athletic footwear* (running/jogging/walking shoes). The clinic begins at 4:30PM and goes until 6:30PM, but even if you cannot arrive at the beginning, pre-register and come WHEN you can. We would RATHER you join the fun and excitement a little late, than not at all!

ATTENTION ALL CURLERS- ALL SKILL LEVELS: The Calgary District Dental Curling League begins the Monday prior to Thanksgiving: Monday Oct. 5th, 2009, at the Calgary Curling Club off Memorial Drive. A beginners curling clinic will be hosted by Neville Headley (and other accomplished curlers!) on that day, as well as the skills competition for all other players. Clay Bullock will likely be the 1st to sign up. This “Fun League” offers some competitive curling, and great peer camaraderie. It may just save you from a visit to the shrink! The cost is \$375.00 for 20 curling dates, 2 dinners and lots of prizes. For additional information, contact Tobin Doty @ 403-256-7246 Enjoy your summer.

CDDS HOCKEY starts Oct 16 @ Crowchild Twin Arena from 2:30 to 4:00. Cost has not yet been determined. Please contact Dr. Bill Blair for more information 403-264-1736

CALGARY SOCIETY FOR ADVANCED DENTISTRY STUDY CLUB will be accepting a limited number of new members this year. Those with a keen interest in advanced multidisciplinary treatment planning are eligible. This study club has been active in Calgary for over 15 years and has numerous local Dental Specialists as members and mentors (Dr. B. McDougall, Dr. L. Harfield, Dr. D. Reikie, Dr. C. Wiebe and Dr. M. French). The evening meetings include a variety of presentations as well as treatment planning discussions. For info contact: Dr. Don Reikie email: dfreikie@telusplanet.net or fax 403-245-4845