



TRAVEL & LEARN

ANNUAL AL HEAPS & ASSOCIATES INC.

PALM SPRINGS DENTAL PRACTICE TRANSITION SEMINAR & GOLF WEEKEND

MARCH 13 - 15, 2020



OMNI RANCHO LAS PALMAS RESORT & SPA
RANCHO MIRAGE, CALIFORNIA

WEEKEND CE PACKAGE INCLUDES:

- Friday, March 13: Full Day Course with breakfast & lunch
- Saturday, March 14: Half-day course with breakfast
- Hospitality suite on Thursday, Friday, and Saturday evenings; 5:00 PM - 7:00 PM
- Gala Dinner
- 9 hours of instruction

JOIN US FOR OUR GALA DINNER!

Saturday evening, March 14
on the terrace at the Omni Rancho Las Palmas Resort

FRIDAY, MARCH 13, 2020

8:30 AM - 12:30 PM

Treat Your Patients Better: The A-Z of Effective Treatment Planning in Today's Modern Practice

Dr. Jonathan Ng, BMedSc, DDS, MSc, Dip. Pros, FRCD(C)

Dr. Ng will be reviewing digital dentistry, treatment planning, conventional and implant restorative treatment options for the single tooth to the complex full arch reconstruction. An overview of the latest trends and newest technologies will be explored. This seminar will help clinicians understand the benefits of incorporating this invaluable technology which will make any practice... better

LEARNING OBJECTIVES

- Learn about how digital dentistry has revolutionized dentistry today
- Understand the critical aspects of making treatment planning more effective
- Discuss the components of a modern dental practice
- Review the evidence for the tools that make what you do even better
- Learn what digital dentistry will be doing to change dentistry for tomorrow and beyond

1:00 PM - 3:00 PM

Supercharge Your Practice with CAD/CAM Workflows Today

Michael Brost, Sinclair Dental

The evolution of open-source CAD/CAM technologies has created a pathway of possibilities never before seen in the dental practice. Today's dental professionals have the ability to access faster, easier and better workflows to improve patient care, increase the convenience of treatment for patients and generate a super-charged enthusiasm in your patients and team members in integrating these technologies into the practice.

KEY LEARNING POINTS

- Industry data on where we are today with CAD/CAM technologies and how quickly they are being integrated
- "Putting the pieces together"- intuitive software binds the various technologies to create new possibilities and workflows
- Supercharge your Patient's Experience- use technology to educate patients on possible treatment options, start "in-sourcing" dental treatment options
- How technology will further change dentistry in the future

Technologies discussed: Digital Impressions, Chairside Milling, CAD softwares, 3D Dental Printers, CBCT cone beam, and lasers

SATURDAY, MARCH 14, 2020, 8:00 AM - 11:00 AM

Strategies for the Best Transition

Panel Speakers: Henry Doyle, Howard Kutner, Michael Kutner, Pat Madaisky, Matthew O'Brien, Calvin Carpenter, Rob Wild

This session will be of interest to dentists planning for a transition. This is an informative seminar providing answers about transitioning your dental practice now, or in the future.

TOPICS DISCUSSED WILL INCLUDE

- Do you have one or more practices?
- Do you want an associate 'buy-in'?
- Is your practice 'Corp' ready
- Transition discussion on best options for your practice valuations
- Market conditions and utilizing the market to obtain the best price and transition for you



FRIDAY SPEAKERS PRESENTED BY CONTINUING DENTAL EDUCATION, UBC



JONATHAN NG, BMedSc, DDS, MSc, Dip. Pros, FRCD(C) is a Certified Specialist in Prosthodontics. He obtained his DDS degree from the University of Alberta and his Prosthodontic specialty at the University of British Columbia. His private practice is in Vancouver, Canada, where Dr. Ng specializes in complex prosthodontic care and rehabilitation. Dr. Ng is also on staff at the BC Cancer Agency, treating medically complex patients. Dr. Ng works closely with emerging technologies and has written a thesis and published numerous articles on the topic of digital dentistry. As such, he offers a perspective on the current technology that is up-to-date and evidence-based.



MICHAEL BROST joined Sinclair Dental in August of 2016 as the first National Director, Digital Dentistry. Prior to joining Sinclair he worked at the Aurum Group where he was VP of Sales specializing in building and managing a national sales organization as well as managing strategic initiatives that included CAD/CAM systems and implants. Mike brings over 19 years of experience in the dental industry and has lectured extensively across Canada and the United States to dental students, dentists and team members.

Join Al Heaps & Associates and take a swing at the world-class Rancho Las Palmas Golf Course on Saturday and Sunday

SATURDAY SPEAKERS PRESENTED BY AL HEAPS & ASSOCIATES

HENRY DOYLE is a licensed broker and owner of Al Heaps & Associates Inc. Henry brings a wealth of knowledge and expertise to his clients. Al Heaps & Associates specializes in dental practice valuations, sales and transitions.

PAT MADAIKY, LLB Patrick has been practicing corporate, commercial and business law in British Columbia since 1989. Patrick's practice provides business related legal services and advice to dentists throughout BC, including legal services and advice regarding; Associate Agreements; Incorporation; Employment and Real Estate matters; leasing; and more.

MICHAEL KUTNER, BA, JD, LLB joined Kutner Law LLP after articling and working as an associate at a Bay Street law firm. His practice at has an emphasis in assisting medical and dental professionals with their business needs, including buying and selling dentistry practices, incorporation of medical and dental corporations, estate and real estate law.

MATTHEW O'BRIEN is the Regional Manager Professional Banking for TD supporting the Pacific Region. In his role Matt focuses on providing banking solutions to dentists and other professionals. TD has a strong customer based focus including best in class hours and customer service.

HOWARD KUTNER, LLB AND LLM (Masters of Business Law) is the founding Partner of Kutner Law LLP. He focuses his practice in the health care sector which includes incorporations of health care professionals, purchases and sales of dental practices, real estate and estate matters. Prior to starting his own practice Howard articulated at a large Bay Street law firm where he focused on corporate and securities work.

CALVIN CARPENTER, CPA, CA is a MNP partner and Vice President professional services. Working one-on-one with professionals in the dental industry, Calvin provides valuable advice to help clients reach their business and personal goals. His expertise covers all vital areas of importance to develop customized retirement and succession plans.

ROB WILD promotes TD's Professional Practice Financing Programs within the Prairie Region consisting of Alberta, Saskatchewan, and Manitoba, with a specialty in Dental Professionals. Rob provides banking and financing advice with solutions to collaborate with industry experts and wealth partners. Rob assists dental professionals in financing their practice purchase, buy in, or start up.

COURSE TIMES

THURS. MARCH 12	Welcome Reception	5:00 PM - 7:00 PM
FRI. MARCH 13	Registration Course	8:00 AM
	CE Program	8:30 AM - 3:00 PM
SAT. MARCH 14	Panel Presentation	8:00 AM - 11:00 AM
	Golf	12:00 PM (optional)
	Gala Dinner	6:45 PM
SUN. MARCH 15	Golf Tournament	8:45 AM (optional)

LOCATION

Omni Rancho Las Palmas Resort & Spa

Rooms are available at the beautiful Omni Rancho Las Palmas Resort (41000 Bob Hope Dr, Rancho Mirage, CA) until **January 10, 2020** and are based on availability at the special rate of \$234 US per night (plus taxes and fees). To reserve your room please contact Ruth Chatel - P: 604-220-4830 or E: ruth@heapsanddoyle.com

REGISTRATION INFORMATION

	until Oct 31	after Oct 31
Dentists	\$745	\$795
All other attendees (Including allied personnel, spouses, guests)	\$450	\$495
Golf (Saturday and/or Sunday)	\$90/day	\$90/day

All personnel attending this weekend must be registered.

Registration fee includes:

CE: Full day Friday, half day Saturday

Meals: breakfast on both seminar days, lunch on Friday

Hospitality Suite: Thursday, Friday, Saturday 5-7pm

Gala Dinner: Saturday night

Daily Golf Fee (optional) includes: green fees & boxed lunch on Saturday and green fees, breakfast and awards lunch on Sunday

REGISTER ONLINE:

WWW.DENTISTRY.UBC.CA/CDE/PALMSPRINGS

CANCELLATION POLICY: Full refunds less a \$100.00 service charge will be granted for cancellations made 60 days prior to the course. Cancellations made between 30 and 60 days prior to the first day of the program will receive a 50% refund. No refunds will be granted for cancellations made less than thirty days prior to the first day of the program. Continuing Dental Education at The University of British Columbia reserves the right to cancel courses, or switch instructors if deemed necessary by low enrolment, instructor cancellation or other unforeseen issues. In case of course cancellation a full refund will be issued.

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