Overcoming “I’ll Think About It”

Cathy Jameson
Welcome to the Greater New York Dental Meeting

Greater New York Dental Meeting™
Executive Headquarters
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Sponsored by New York County & Second District Dental Societies

COURSE REGISTRATION
Pre-registration is required for all continuing education courses with the exception of the “Live” Dentistry and Affiliated Groups. Your seat will be held for 15 minutes after the start of the course; after that, those without tickets will be seated according to space availability. When the room is filled, no additional people will be admitted due to fire department regulations. If you have not pre-registered, please be prepared to select an alternate session to attend.

6 Days of Education Seminars, Hands-on Workshops & Essays
Friday - Wednesday
4 Days of Exhibits
Sunday - Wednesday

General Registration Hours
Friday, November 29          12:00 Noon - 4:30 P.M.
Saturday, November 30         8:00 A.M. - 4:30 P.M.
Sunday, December 1 - Tuesday, December 3
9:00 A.M. - 5:30 P.M.
Wednesday, December 4         8:00 A.M. - 5:30 P.M.

Exhibit Hall Hours
Sunday, December 1 - Tuesday, December 3
9:30 A.M. - 5:30 P.M.
Wednesday, December 4 - 9:30 A.M. - 5:00 P.M.

Tickets
Tickets are required for all courses excluding Live Dentistry. Tickets for all functions can be purchased at all general registration booths located in the Registration Area on the Upper Level in the Crystal Palace and online.

FREE “Live” Dentistry Hi-Tech 450 Seat Arena

SUNDAY
12:00 Noon - 4:30 P.M.
VOCO America, Inc.
Drs. Ron Kaminer &
Marc Geissberger
Restorative

MONDAY
3:00 - 5:30
Align i Invisalign i Itero
Drs. Karla Soto &
Christian Coachman
Restorative

TUESDAY
2:00 - 4:15
GlideWell
Dr. Justin Chi
Digital

WEDNESDAY
2:00 - 4:15
Benco / Vatech
Dr. Aeklavya Panjali
Implant

3D Printing & Digital Dentistry Conference

Dental Laboratory Technicians Programs

Sleep Apnea Symposium

Oral Cancer Symposium

Celebrity Luncheon Speaker
John Quiñones
Monday, December 2nd
12:00 - 2:00 - Ticket 4010
$125.00

WORLD IMPLANT EXPO
5th Annual Global Orthodontic Conference

3rd Annual Pediatric Dentistry Summit

12th Annual INVISALIGN® - GNYDM EXPO
4 Days of Programming:
Sunday - Wednesday

Botox and Facial Fillers Seminar & Workshop

Over 1,700 Exhibit Booths

BUY A BUNDLE AND $AVE WITH GNYDM’S CE PASSPORT

Obtain more CE Credits and save money by purchasing one of our Education Bundles.

The GNYDM CE Passport Bundle includes Seminar and Essay courses.

When purchasing a bundle, attendees can register for as many Seminars and Essay courses as they want during all six days of the show.

Registration for all courses is required.

$595.00
$895.00

$595.00
$895.00

$595.00
$895.00

Bundles include:
- Seminar and Essay courses
- The GNYDM CE Passport Bundle
- All seminars and essays

*Excludes Workshops, Botox & Fillers, Sleep Symposium and Invisalign
OVERCOMING “I’LL THINK ABOUT IT”

Presented by: Cathy Jameson, PhD

“An organization of indispensible people doing important work is remarkable, profitable and indispensible in and of itself.” – Seth Godin

THE IDEAL PATIENT

Focus on:
Why? ________________________________________________________________

What? ________________________________________________________________

Who? ________________________________________________________________

Reasons Patients Don’t Accept Treatment:
NO TRUST – NO NEED – NO HURRY – NO VALUE

Six Steps to Effective Case Presentation:

1. Build The Relationship ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________

2. Establish The Need ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________

3. Educate And Motivate ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________

4. Ask For A Commitment ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
5. Make Financial Arrangements

____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

6. Schedule The Appointment

____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

What is your ONE thing that you will implement on Monday? _____________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

“Offer the best dentistry possible. Make the financing comfortable and affordable. And, get out of the way and let the patient have a chance to say “yes” to the very best.” – Dr. John H. Jameson

NOTES:

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