Learning How to Collect What You Produce

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

All programs and exhibits are held at the Jacob K. Javits Convention Center (unless otherwise indicated)
11th Avenue between 34th and 39th Street, New York City

**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 8:00 A.M. - 5:30 P.M.
Wednesday, December 4 8:00 A.M. - 4:30 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.

**6 Days of Education Seminars, Hands-on Workshops & Essays**
Friday - Wednesday

**4 Days of Exhibits**
Sunday - Wednesday

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**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.

**Tickets**
Tickets 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.

**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.**

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**FREE “Live” Dentistry**
Hi-Tech 450 Seat Arena

**SUNDAY**
9:45 - 11:45
VOCO America, Inc.
Drs. Ron Kaminer & Marc Geissberger
Restorative

9:45 - 11:45
PHOS America, Inc.
Drs. Ron Kaminer & Marc Geissberger
Restorative

**MONDAY**
1:30 - 2:45
Shofu
Drs. Ron Kaminer
Restorative

1:30 - 2:45
First Fit
Drs. Frederick E. Solomon
Cyrus Tahmasebi
Digital

3:30 - 5:15
Align I Invisalign I Itero
Drs. Karla Soto &
Christian Coachman
Restorative

3:30 - 5:15
3Shape
Dr. Sundeep Rawal
Digital

**TUESDAY**
9:45 - 12:00
Millennium
Dr. Sunil D. Thanik
Laser

9:45 - 12:00
Drs. Michael Apa
Aesthetic

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

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

**WEDNESDAY**
9:45 - 12:00
Drs. Michael Apa
Aesthetic

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

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

**3D Printing & Digital Dentistry Conference**

**Dental Laboratory Technicians Programs**

**Sleep Apnea Symposium**

**Oral Cancer Symposium**

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**WORLD IMPLANT EXPO**
Innovation Starts Here

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**5th Annual Global Orthodontic Conference**

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**3rd Annual Pediatric Dentistry Summit**

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

Botox and Facial Fillers
Seminar & Workshop

Over 1,700 Exhibit Booths
Managing Finances: Collect What You Produce
Presented by Cathy Jameson, PhD • September 6, 2019

Key Elements of Financial Management
1. ________________________________________________________________________________
2. ________________________________________________________________________________
3. ________________________________________________________________________________
4. ________________________________________________________________________________

Managing Finances
1. ________________________________________________________________________________
2. ________________________________________________________________________________
3. ________________________________________________________________________________
4. ________________________________________________________________________________

Financial Policy: Payment Options
1. ________________________________________________________________________________
2. ________________________________________________________________________________
3. ________________________________________________________________________________
4. ________________________________________________________________________________
5. ________________________________________________________________________________

Gaining Acceptance
1. ________________________________________________________________________________
2. ________________________________________________________________________________
3. ________________________________________________________________________________
4. ________________________________________________________________________________
5. ________________________________________________________________________________
6. ________________________________________________________________________________

Financial Coordinator
1. ________________________________________________________________________________
2. ________________________________________________________________________________
3. ________________________________________________________________________________
4. ________________________________________________________________________________
5. ________________________________________________________________________________
Financial Presentation Skills
1. 
2. 
3. 

Accounts Receivable
1. 
2. 
3. 
4. 
5. 
6. 
7. 

Eight Ways to Build Your Practice with Patient Financing
1. 
2. 
3. 
4. 
5. 
6. 
7. 
8. 

“The success of your practice is in direct proportion to the success of your systems.”
- Cathy Jameson, PhD