

STEPPING UP: HOW TO EXCEL IN CLINICAL AND BUSINESS PERFORMANCE

JUNE 26-27 | 2024

SEPTEMBER 2-3 | 2024



HANDS-ON SESSION



ALPHA-BIO TEC. FACTORY VISIT

📍 COURSE LOCATION: **TEL AVIV, ISRAEL** • COURSE DURATION: **2 DAYS**

COURSE OVERVIEW

This 2-days course provides a comprehensive overview of essential factors for building a thriving and successful clinical practice in the field of implantology. Participants will explore the importance of cultivating a "winning" attitude to drive success in their practice. Key clinical considerations will be covered, ensuring a solid foundation for implantology practice.

The course will delve into the practical aspects of starting a clinical practice and ensuring its sustainable development. Participants will learn how to establish a personal brand and become recognizable in their field, along with strategies for outperforming the competition and expanding their patient pool.

TOPICS

- The "winning" attitude behind a thriving and successful clinical practice
- Key clinical considerations for a successful implantology practice
- Starting a clinical practice and ensuring sustainable development
- Establishing a personal brand and becoming recognizable
- Outperforming the competition and increasing the patient pool

COURSE INSTRUCTOR



DR. PEDRO MOURA

Dr. Pedro Moura is a member of the Board of the Portuguese Society of Implantology and Osteointegration (SOPIO). In 2014, he founded, and is currently the pedagogic coordinator at Foramen Dental Education, a dental training center in Porto dedicated to educating dentists in all areas of dentistry. In collaboration with Foramen Dental Education, he is also the Director of the Surgery and Clinical Residency Master's program, Universidad Miguel Cervantes, where he leads a team of residents over a 10-month education and training period. Dr. Moura lectures regularly at both national and international conferences, and has been a keynote speaker at numerous events in the field of dental surgery, including autologous grafts, digital dentistry, sinus lift, full arch, and mucogingival procedures. He owns and manages a clinical practice in Porto that is limited to surgery.

AGENDA

Session I

- Treatment planning techniques for predictable implant and prosthetic cases
- Tips & tricks for successful clinical outcomes – from simple to complex cases
- Integrating digital technologies into your clinical practice – efficiency assessment, planning, and implementation

Session II

- Clinical practice efficiency: How to make it work – and work well
- Optimizing organizational processes

Session III - Hands-On Training

- Implant placement and impression taking
- Guided implant placement

Session IV

Building a personal brand to grow your practice

How to use social media to boost practice awareness

Creating a competitive edge for your practice

- How patients get to know "you" – practical tips and "to do" list to promote yourself and your practice
- Optimizing patient satisfaction and how assertively sign on a new patient
- Open discussion

Session V

- Clinical practice efficiency: How to make it work – and work well
- Optimizing organizational processes