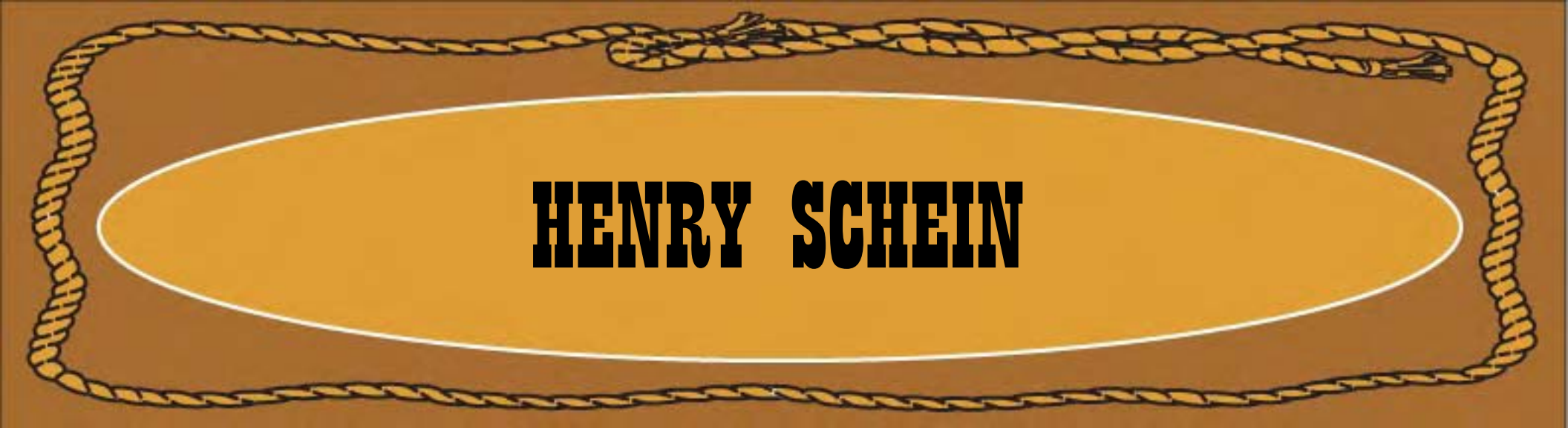




HENRY SCHEIN

Dates

Friday, April 17
Friday, May 1
Friday, May 29
Friday, June 12
Friday, July 17
Friday, August 7
Friday, Sept. 18
Friday, Sept. 25
Friday, October 2
Friday, October 9

Locations

Novato
San Jose
Davis
Monterey
Modesto
Folsom
Carlsbad
Universal City
San Luis Obispo
Burbank

Note:

All Seminars are scheduled on
Fridays from 9:00AM until 12:30PM
With Registration at 8:30AM
(Continental Breakfast included)



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Practice Sales in Today's Economy

For most dentists, you have invested everything in your dental practice. It is your most significant investment from both a time and dollar perspective. Like any investment, you want the maximum return on that investment. Your dental practice provides everything else in your life, from food on the table to your children's college education to your retirement plan. Your dental practice is the largest and most significant investment of your life. But most dentists do not know how to successfully transition their practices into retirement.

You should come away from this seminar with a good understanding of where we are today in regards to practice sales and how you can avoid the pitfalls others have experienced. You will learn how to get the greatest return on your investment regardless how far away you are from retirement.

In this seminar, we will be discussing the following:

- What is the state of practice sales in today's economy?
- What is happening with lenders? Can buyers still get loans?
- Should you hire an associate? Can he/she walk away with your patients?
- 10 reasons why most associateships fail to move into equity positions.
- Preparing the practice for transition.
- How can you protect your practice value when you are seeing fewer patients?
- Why should you have your dental practice appraised if you are not planning to sell immediately?
- What are buyers looking for?
- How are practices appraised? Why can't you just use a Gross Revenue Multiplier as a determinant of value?
- What is the ultimate determinant of value?
- How can you avoid the pitfalls that can prevent you from selling your practice for full value?
- What are the tax consequences of selling a practice as a sole proprietor or the assets of a corporation? How is the sale price of a practice allocated? How is the post-sale net income calculated?
- When to update your equipment.
- Practice management basics that increase practice value.
- Ways to increase your bottom line today.
- When should you start planning for your retirement? How will you define your exit strategy?
- Should you bring in a partner, sell just your patients, do a walk-away sale, merge your practice, sell your practice and work back for the buyer? What are your options?
- The landlord and lease issues.
- What are the advantages and disadvantages of owning your own building?
- Why are overpriced practices an invitation to a lawsuit?
- When to use consultants to enhance practice values.



Dr. Dennis Hoover
Western Regional Broker
CA R.E. Lic. #01233804
NV R.E. Lic. #0053890
NV B.O. Lic. #0000301

Dr. Dennis Hoover is the Corporate Broker and Vice President of Henry Schein Professional Practice Transitions, the practice sales division of Henry Schein, Inc. Dr. Hoover is a 1977 graduate of the University of the Pacific. After developing and managing one of the largest multi-specialty dental facilities in California, he retired from dentistry in 1995. In addition to dentistry, Dr. Hoover designed and co-patented the Pro-Tex® Face shield and eyewear worn by dentists, and established the dental product company Pro-Tex International. Dr. Hoover has developed and built multiple professional complexes. Since beginning his career as a dental practice broker in 1997, Dr. Hoover has participated in over 500 practice transitions including practice sales, partnerships, associateships and practice valuations. He is a licensed Real Estate Broker for Henry Schein in California and Nevada. Today, Dr. Hoover continues to sell practices, provide lectures to dentists and to students in dental schools, while training new transition consultants for Henry Schein Professional Practice Transitions. Dr. Hoover provides a unique perspective to the practice transition process.

PPT California Team



Dr. Thomas Wagner
Transitions Consultant
CA R.E. Lic. #01418359



Dr. Steve Rizer
Transitions Consultant
CA R.E. Lic. #01429306



Kelly MacDonald
Transitions Consultant
CA R.E. Lic. #01435068



Hallie Johnson
Transitions Consultant
CA R.E. Lic. #01732207



Mario Molina
Transitions Consultant
CA R.E. Lic. #01423762



Tinh Tran
Business Development

2009 SEMINAR SERIES REGISTRATION FORM

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Date (Please Choose from Right) _____

Registration Fees:

Early Bird Special (Two Weeks Prior to Seminar Date): \$85.00/Dentist

Within Two Weeks of Seminar: \$125/Dentist

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Doctor's Name _____

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Email hallie.johnson@henryschein.com

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Dates

Locations

Friday, April 17 Novato
Stone Tree Golf Club

Friday, May 1 San Jose
Double Tree

Friday, May 29 Davis
El Macero Country Club

Friday, June 12 Monterey
Hilton Garden Inn

Friday, July 17 Modesto
Double Tree

Friday, August 7 Folsom
Marriott Courtyard

Friday, Sept. 18 Carlsbad
Sheraton

Friday, Sept. 25 Universal City
Universal City Hilton

Friday, October 2 San Luis Obispo
Embassy Suites

Friday, October 9 Burbank
Los Angeles/Glendale Hilton

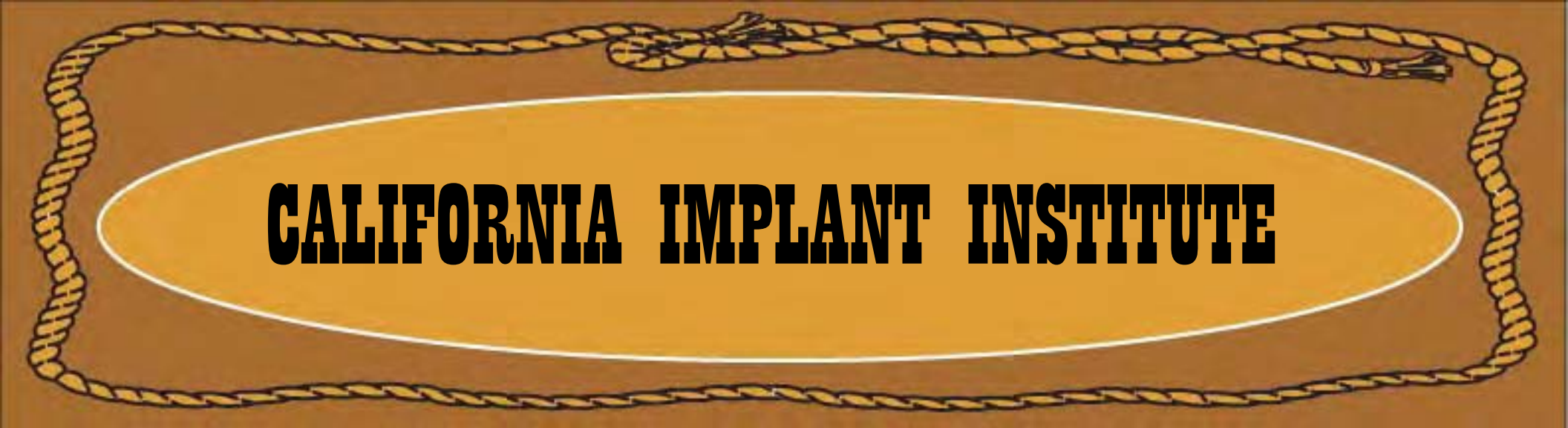
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• Nasal Floor Elevation • Implant Occlusion • Computer Guided Implantology AND MUCH MORE...

"I think it is the excellent organization and sequential presentation of Dr. Louie Al-Faraje's implant training courses that enabled me to safely start and build my implant practice. I feel that had I not gone to Dr. Louie Al-Faraje's sequence of dental implant training courses first, that I still would not have placed my first implant."

Linda Boehm DMD, GP Oneida, New York

"Dr. Al-Faraje's series of courses on Implants and Advanced Bone Grafting are phenomenal. Dr. Al-Faraje has an outstanding clinical and didactic knowledge of his course content. He is extremely precise and has fantastic written guidelines and steps for his course attendees. Dr. Al-Faraje's venue, power point presentations and DVD's are excellent. He sets a tone and desire for continual learning for his participants."

Dennis Wade Calvert, DDS Periodontist San Jose, California

Phone 858-496-0574

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California Implant Institute

Faculty Members



Dr. Louie Al-Faraje received his M.D. STOM. degree from Kiev medical institute, faculty of stomatology (Kiev, Ukraine), and then he moved to California where he finished his post-doctoral studies at Loma Linda University (Loma Linda, California). He has an extensive education and experience in implant dentistry (having placed more than 4000 implants). He published few articles related to implant dentistry and was appointed in October 1997 by IBAH Inc. as a principle investigator for new dental local anesthetic for the U.S. market. He established his private practice in San Diego, where he provides both advanced surgical and prosthetic phases of implant dentistry for his patients. He lectures frequently on implant-related topics. Dr. Al-Faraje is a California dental board registered continuing education provider, Fellow of The International Congress of Oral Implantologists, Fellow of The American Academy of Implant Dentistry, Member of The American Society of Osseointegration, Inaugural member of the AAID Speakers' Guild and a Diplomate of the American Board of Oral Implantology.



Dr. Christopher Church is Director, Loma Linda University Sinus and Allergy Center and Associate Professor, Department of Otolaryngology – Head and Neck Surgery Loma Linda University School of Medicine. He received his medical degree in 1996, completed a general surgery internship in 1997 followed by a 4 year residency in Otolaryngology and Head and Neck Surgery from 1997-2001 all from Loma Linda University. He also completed a one year fellowship in Rhinology and Advanced Sinus Surgery at Stanford. Dr. Church is Board Certified by the American Board of Otolaryngology and has hospital appointments at Loma Linda University Medical Center, Jerry L. Pettis Memorial Veterans Affairs Medical Center and at Riverside County Regional Medical center. He holds memberships to the American Academy of Otolaryngology - Head and Neck Surgery and to the American Rhinologic Society.



Dr. Frieda Brookshire earned her Doctor of Dental Surgery Degree at Loma Linda University School of Dentistry in Loma Linda, California. She received her Master of Science Degree in Prosthodontics at Marquette University School of Dentistry Graduate School in Milwaukee, Wisconsin. As an Awardee of the 1994 National Tylman Research Grant and the American Academy of Fixed Prosthodontic Research Competition, she has engaged in intensive academic studies in the fields of Implant Dentistry and Prosthodontics. Dr. Brookshire is a Candidate, American Board of Oral Implantology and an active member of the following professional organizations: The American College of Prosthodontists, American Prosthodontic Society, American Academy of Implant Dentistry, Academy of Osseointegration and the International Congress of Oral Implantology.



Belle M. DuCharme has been a dedicated dental professional for over thirty years. Her experience includes many years as Dental Business Administrator/Manager, Treatment Coordinator, Insurance and Financial Coordinator, Marketing and Public Relations Coordinator and a multitude of other duties associated with operating a busy dental practice. Her career in dentistry has taken her from solo general practices to multi doctor practices. She has worked in specialty practices such as orthodontics, pedodontics, endodontics, periodontics and prosthodontics. Many a dental practice has experienced positive growth and increased production/collection ratios with Belle's systems for success. For several years, Belle has been the lead instructor and program developer for McKenzie Management's Advanced Business Training for Dentistry Programs and for McKenzie Management's Dental Practice Start Up Program. Belle is also a contributing writer and editor to McKenzie Management's e-Newsletter and The Dentist's Network e-Newsletter.



Dr. Eric Deverill has a private practice in Solana Beach, CA. Dr. Deverill holds a Bachelor of Science Degree from UCSD and a Doctorate in Dental Surgery from Georgetown University. He has over 20 years of experience and extensive education in implant dentistry. Dr. Deverill has completed year long residencies in Oral Implantology with Dr. James and Lazada at Loma Linda University from 1993-1995, with Dr. Carol Phillips at the Swissdent Implant Institute in San Luis Obispo in 2003-2004 & with Dr. Louie Al-Faraje at the California Implant Institute in San Diego 2005-2006. Dr. Deverill also is an Associate Fellow of the American Academy of Implant Dentistry, a Member of the American Society of Osseointegration and a member of The International Congress of Oral Implantologists. He holds a Certification with the Dental Organization for Conscious Sedation.



California Implant Institute

Testimonials

"I took Dr. Al-Faraje's cadaver block grafting course recently. It was great to listen to a mentor with such a fresh perspective in teaching and addressing the audience. He openly shared his successes and his complications, which is the only way to truly learn from an instructor. He shared willingly tips and techniques to simplify the procedure of bone grafting and I felt truly rewarded for attending his course. This course has lots to offer to both experienced and novice surgeons."

Dr. Anastasios (Tassos) Irinakos DDS, MSc, Dip.Perio,
FRCD(C) Director of Graduate Periodontics & Implant Surgery, UBC Clinical Associate Professor, UBC Canada

"I strongly recommend Dr Faraje's mini residency in oral implantology. He offers an excellent, comprehensive, detailed, up to date implant course. I appreciated the concise, well organized lecture material full of practical, clinical and useful tips. The mini residency gave me the confidence to begin placing implants in my own practice."

Robert L Bosworth, DDS, MS Prosthodontist La Jolla, CA

"Dr Faraje offers highly sophisticated courses in Implant dentistry. He distills his experience and delivers the course material to the point, and sharing all aspects of care and patient management. The information is thorough, and perspective offered have the potential of being an asset to a clinician of any level of experience. I enjoyed spending my time learning from him! "

Amit Batheja B.D.S., D.D.S., Endodontist. (Endodontics Residency-USC) Los Angeles, CA.

"The Maxi Program exceeded all expectations. It is a great "All-in-One" comprehensive course in extremely organized manner."

Michael R. Sanders, DDS Eagle River, AK

"Dr. Faraje's mini residency exceeded my expectations. I have learned and incorporated in my practice much more than I expected. Dr. Louie tells you the meat of implants without the nonsense."

Dr. Stephen Saunders Waupaca, WI

"Dr. Al-Faraje's series of courses on Implants and Advanced Bone Grafting are phenomenal. Dr. Al-Faraje has an outstanding clinical and didactic knowledge of his course content. He is extremely precise and has fantastic written guidelines and steps for his course attendees. Dr. Al-Faraje's venue, power point presentations and DVD's are excellent. He sets a tone and desire for continual learning for his participants. FIRST CLASS, 5 STARS, SUPERIOR!! "

Dennis Wade Calvert, DDS Periodontist San Jose, CA

"Your course is very good due to your focus on specific techniques and procedures from the start. Again, thanks a lot for everything, your course has seriously changed my life. I am now excited about dentistry again."

Robert Taylor, Seattle, WA

"I want to sincerely thank you not only for an awesome and well structured course but for your endless hospitality. I have been raving about the course to all my colleagues here in Australian. Dr Faraje, I take my hat off for you as your humble nature, your depth of knowledge and expertise in implant dentistry, have touched me and made me proud of having the opportunity to meet a gentleman of your caliber. You passed on your knowledge and experience to us with no hesitation and with such enthusiasm and humor. Again, from the depth of my heart, I thank you and salute you."

Dr. Pierre Bayssari. Sydney Australia

California Implant Institute

2009 Registration Form

Please circle the desired date(s) and fill the form on the back side

Date	Maxi Surgical Programs	Course Title	Lecturer	Location	# of Days	CE	Tuition
February / March 2009 Must Sign Up For ALL Four Sessions. Sessions can be taken out of sequence							
Feb27-March1	Starting with implants Session I Surgical	Basics Oral Implantology	Dr. Louie Al-Faraje	San Diego, CA	3	24	\$7,495 for I-IV
April 2009							
2-12	A-Z of Implant Surgery	Continuous surgical program (4 surgical sessions)	Dr. Louie Al-Faraje & Faculty	Sydney, Australia	11	88	\$7,495 for I-IV
June 2009							
4-6	Starting with implants Session I Surgical	Basics Oral Implantology	Dr. Louie Al-Faraje	San Diego, CA	3	24	\$7,495 for I-IV
7-9	Getting to the next level Session II Surgical	Beyond Osseointegration	Dr. Louie Al-Faraje	San Diego, CA	3	24	
10-12	Getting to the next level Session III Surgical	Advanced Implant Techniques	Dr. Louie Al-Faraje Judy Wagner, RN	San Diego, CA	3	24	
13-14	Getting to the next level Session IV Surgical	Computer Guided Implantology & Esthetic Implant Dentistry	Dr. Louie Al-Faraje	San Diego, CA	2	16	
August 2009							
8-10	Starting with implants Session I Surgical	Basics Oral Implantology	Dr. Louie Al-Faraje	San Diego, CA	3	24	\$7,495 for I-IV
11-13	Getting to the next level Session II Surgical	Beyond Osseointegration	Dr. Louie Al-Faraje	San Diego, CA	3	24	
14-16	Getting to the next level Session III Surgical	Advanced Implant Techniques	Dr. Louie Al-Faraje Judy Wagner, RN	San Diego, CA	3	24	
17-18	Getting to the next level Session IV Surgical	Computer Guided Implantology & Esthetic Implant Dentistry	Dr. Louie Al-Faraje	San Diego, CA	2	16	

Date	Prosthetic Programs	Course Title	Lecturer	Location	# of Days	CE	Tuition
July 2009 Must Sign Up For Both Sessions. Sessions can be taken out of sequence							
20-25	Basics & Advanced Implant Prosthodontics	The Prosthetic Program Part I & II	Dr. Louie Al-Faraje Dr. Freida Brookshire	San Diego, CA	6	48	\$3,495 for both
September 2009							
25-27	Basics of Implant Prosthodontics	The Prosthetic Program Part I	Dr. Louie Al-Faraje Dr. Freida Brookshire	San Diego, CA	3	24	\$3,495 for both
October 2009							
23-25	Advanced Implant Prosthodontics	The Prosthetic Program Part II	Dr. Louie Al-Faraje Dr. Freida Brookshire	San Diego, CA	3	24	\$3,495 for both

Date	Mini Implant Program	Course Title	Lecturer	Location	# of Days	CEU	Tuition
June 2009							
8	A-Z of mini implants	The surgical and prosthetic protocols of mini implants	Dr. Louie Al-Faraje	San Diego, CA	1	8	\$795
August 2009							
12	A-Z of mini implants	The surgical and prosthetic protocols of mini implants	Dr. Louie Al-Faraje	San Diego, CA	1	8	\$795

Date	Advanced Bone Grafting	Course Title	Lecturer	Location	# of Days	CEU	Tuition
June 2009							
15-17	Bone grafting with hands-on cadaver training	Advanced Bone grafting	Dr. Louie Al-Faraje Dr. C. A. Church	San Diego, CA	3	24	\$2,995
August 2009							
19-21	Bone grafting with hands-on cadaver training	Advanced Bone grafting	Dr. Louie Al-Faraje Dr. C.A. Church	San Diego, CA	3	24	\$2,995

Payment Options:

- ☐ I have enclosed a check payable to California Implant Institute
- ☐ Please charge tuition(s) to my credit card (**Visa or Master card only**):

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Expiration date ____/____/____ Signature _____

Please **FAX** the registration form with payment by credit card to **(858) 560-1743**

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California Implant Institute 4710 Ruffner Street Suite B San Diego, CA 92111

Programs can be taken out of sequence.

Staff tuition: \$1995 for 11 day surgical program, \$795 for the advanced bone grafting and/or the six days prosthetic seminar and \$395 for the one day mini implant program.

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Special Needs: If you require special services, facilities or dietary considerations (vegetarian or otherwise) to support your participation in these seminars contact the conference coordinator at 858-496-0574

Location & Accommodations

San Diego, California

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4550 La Jolla Village Drive, San Diego, California, USA 92122
Tel: 858-453-0400 Fax: 858-453-4226
This hotel is cross the street from UTC Mall
This hotel is 5 miles from the seminar location
(CII does not provide transportation)

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For more information please call **(858) 496-0574** or visit www.implanteducation.net

In case of cancellation by registrant, a refund will be issued less \$390 cancellation fee. No refund will be made if cancellation is made less than 6 weeks prior to the program's date. A written notice is required for Cancellation.

Transfers must be in writing and are subject to a \$250 transfer fee.

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