

ATURDAY- JUNE 10, 2017



PROSTH STUDY CLUB

THE PARAGON PROGRAM™

PROSTHODONTISTS *only*
(SPOUSE AND/OR PARTNER)

THE RITZ CARLTON CHICAGO

Water Tower Place | 160 East Pearson St
Chicago, Illinois 60611 | 312-266-1000

PLEASE MAKE ROOM RESERVATIONS by Wednesday, May 10th to ensure you receive the Paragon preferred rate of \$299 plus tax per night. When you call The Ritz-Carlton Chicago hotel at 312-266-1000, please make sure you mention the Paragon Prosthodontic Study Club. *Rooms and rates are for a limited time on a first-come, first-reserved basis. If you do not call before May 10th, you may not get a room or you may not get a room at the Paragon preferred rate.*

PLEASE RSVP to Paragon by Monday, May 1st. Call the Paragon office at 800-448-2523, or email oliviadavis@theparagonprogram.com or deanahawthorne@theparagonprogram.com

WE WILL BEGIN PROMPTLY AT 7:00 A.M. with coffee. Breakfast will be served at approximately 8:00 a.m. with introductions to follow as we dive in to our practice building discussions. Lunch will be provided and we will end at 5:00 p.m.

PRACTICE BUILDING DISCUSSION TOPICS

PRACTICE PROFITABILITY

PRE-EVENT PREPARATION: To prepare, please make sure you are aware of the percentage breakdowns in your practice for the areas listed below. We will analyze these areas of overhead as they relate to profitability. **(To help you calculate these expenses as well as your doctor's compensation and net income, we will send you a form to fill out two weeks prior to the meeting.)**

- Staff compensation (please include **any and all** costs associated with staff compensation)
- Lab
- Supplies
- Facility (please include **any and all** costs associated with your facility)
- Marketing (please include **any and all** costs associated with marketing)

NEW PATIENTS AND MARKETING

PRE-EVENT PREPARATION: Please be prepared to discuss your experiences. If you have a written idea to share, please bring 10 copies as we expect 10 attendees. **If you would like to share an electronic or digital idea and you want help from the Paragon staff, please let us know at least two weeks before the meeting.**

FINANCIAL INDEPENDENCE

PRE-EVENT PREPARATION: As we discuss achieving financial independence for you and your family, we encourage you to be as open and transparent as possible. These sincere discussions have proven to be invaluable for clients as they set, pursue and achieve practice and personal financial goals.

TECHNOLOGY ISSUES

PRE-EVENT PREPARATION: As we discuss technology issues, please share with us what is working, what is not working, where you intend to go in your technology investments and any “topics of inquiry” regarding technology.

