Take your practice to new heights
Mini Residency Program

What can it do for you?
- Build competency and teamwork among specialists, restorative doctors and labs
- Identify and treatment plan comprehensive implant cases
- Gain patient case acceptance
- Understand just how simple and profitable implant treatments can be

Why is it good for your practice?

Develop key skills among your team:
- Communication: To recognize implant opportunities in your patient pool
- Confidence: Through comprehensive treatment planning
- Success: Improved patient communication and increased case acceptance

How does it work?
Like anything meant to leave a lasting impression, the Mini Residency Program takes thoughtful planning, execution and follow-up. As a result, your practice should grow and shift to more comprehensive cases.

<table>
<thead>
<tr>
<th>4+ months</th>
<th>3-4 months</th>
<th>Ongoing</th>
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<tbody>
<tr>
<td>Plan Information Session</td>
<td>Host MRP with Speaker</td>
<td>Follow-Up</td>
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<tr>
<td>Determine MRP session dates with speaker</td>
<td>Identify attendees and promote informational session</td>
<td>Host 2 hour informational session and gauge interest in MRP</td>
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### What is the Program Content?

This program is designed to dramatically increase the number of implant procedures you perform in your practice and improve the quality and longevity of your final restorations. You will also gain the confidence to treat all your patients in a more comprehensive manner, improving patient oral health and the financial well-being of your practice.

**Implants: How, When, & Why?**
- Introduction to the Mini Residency Program
- Rationale For Dental Implants
- Discovering Implant Patients Within Your Practice
- The Art of Communication

**Session 1**
- Proper Fee Setting to Profit With Dental Implants
- Patient Selection and Medical Considerations
- Proper Case Work UP for Treatment Planning

**The Art of Comprehensive Treatment Planning**
- Treatment Planning from Simple to Complex Cases
- Interdisciplinary Comprehensive Planning of all cases presented.
- Learning the Total Team Approach to Success; why proper planning involves input from Surgeon, Restorative Dentist, Orthodontist, Endodontist and Lab

**Successful Implant Prosthetics & Occlusion**
- The Art of Comprehensive Treatment Planning (continued)
- Treatment Plan Additional Cases
- Restorative Procedures for Multiple Implant Cases
- Anterior Implant Restorative
- Full Arch Restorative Procedures (Step by Step)
- Occlusion and Implant Dentistry

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<thead>
<tr>
<th>Session</th>
<th>Topics</th>
<th>Duration</th>
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<td>1</td>
<td>Successful implant planning is a team effort. That’s why in Session 1, referring dentists bring a member of their practice to enhance their communication skills and competence.</td>
<td>8 – 12 weeks</td>
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<td>2</td>
<td>The Art of Comprehensive Treatment Planning</td>
<td>4 – 6 weeks</td>
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<tr>
<td>3, 4 (2 days)</td>
<td>Successful Implant Prosthetics &amp; Occlusion</td>
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What is your role as Hosting Surgeon?

Surgeon Responsibilities
As the hosting surgeon, you own the event. Your Straumann TM is here to support you, but it’s your relationships, reputation and influence that make for the most successful experience.

Select a Lab Partner
A lab partner will participate in each session; and the ideal technician from that lab is one with comprehensive knowledge of Straumann solutions, case planning software, guided surgery and biomechanical functional concepts.

Create a Target List of Referrals
• Invite at least 50 referrals to achieve the required attendance of 15 – 20

<table>
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<td>Minimum required attendance is 15 referring doctors. Maximum recommended is 20.</td>
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<table>
<thead>
<tr>
<th>A Referrals</th>
<th>B Referrals</th>
<th>C Referrals</th>
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<tbody>
<tr>
<td>25%</td>
<td>50%</td>
<td>25%</td>
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Practice growth

Invite Attendees and Promote Event
This is a special program. Personal outreach and making each referral feel like a VIP is a key to getting buy-in.
• Call and take them to lunch
• Use the digital marketing kit Straumann provides

Plan the Event
• Contract and pay for the venue, food and beverage, audio visual
• Budget $1,500 food and beverage for each Session
What is the Role of Straumann?

Your success is our business. Straumann will support you with tools to ensure an effective event.

- Course registration via online platform lets you manage attendance
- CE credits for participants
- Personalized marketing and promotional materials, including flyers, course website with registration link and a personalized invitation letter template
- Training and coaching to support your marketing efforts