Joy Millis, CSP

With expertise gleaned from more than three decades of hands-on clinical and business results in implant dentistry, Joy Millis shares powerful tools and how-to’s for dramatic implant practice development. Joy’s engaging communication style ignites enthusiasm in all who hear her speak! She is humorous and sincere as she moves her audiences to take charge and have an immediate, positive effect on their personal and professional lives. As President of Joy of Communication, Joy helps dentists and their team members implement quality-based marketing and communication skills. She has earned the National Speakers Association’s highest earned designation of Certified Speaking Professional (CSP) and is on the visiting faculty for continuing education at The University of Miami, Miami, Florida, The Medical College of Georgia, Augusta, Georgia and the University of Texas Health Science Center at San Antonio, Texas, where she teaches management excellence in implant dentistry.

Registration/Cancellation/CE Credits

To provide each course participant with a focused and personalized educational experience, the number of registrants is limited for each course and registration is accepted on a first-come, first-served basis. This event is a charitable contribution, therefore, no refunds will be provided.

BIOMET 3i reserves the right to cancel a course no later than 14 days prior to the course date. Please be aware that BIOMET 3i is not responsible for reimbursement of a non-refundable airline ticket or any other travel expenses in the event that a course is cancelled.

BIOMET 3i is an ADA CERP recognized provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. BIOMET 3i designates this activity for six (6) continuing education credits. Continuing education credits awarded for participation in the CE activity may not apply towards license renewal in all states. It is the responsibility of each participant to verify the requirements of his/her state licensing board. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cerp.
Dear Friends,

My son Aiden was born March 19, 2003. Soon after birth, Aiden was diagnosed with Congenital Myopathy, a term describing a progressive weakening of his skeletal muscles. Although Aiden had an excellent team of doctors and was seen at many prestigious medical institutions, his condition remained a mystery. Sadly, Aiden passed away on October 19, 2006.

The Aiden Morris Neuromuscular Research Fund was established in 2003. The mission of the research fund is to support researchers and their institutions dedicated to finding the cause and a cure for these congenital myopathies. Along with the generous support of you, my friends, colleagues, and BIOMET 3i, we have been able to raise more than $200,000.00, which has gone directly to fund neuromuscular research.

Please join us on October 16, 2013 for the 7th Annual Aiden Morris Memorial Symposium at the Grove Country Club in Long Grove, IL. Joy Millis, CSP will be the speaker this year. I think you will find her presentation, “Breaking Through the Roadblocks To Implant Dentistry” both entertaining and useful to you and your entire team.

Thank you to BIOMET 3i for the grant for this educational event. 100% of the proceeds from this event go directly to the research fund.

I look forward to seeing you there!

Warmly,

Gary A. Morris, DDS

Aiden Morris
Neuromuscular Research Fund

---

**Breaking Through The Roadblocks To Implant Dentistry: Learn About the Business of Implant Dentistry**

Presented by Joy Millis, CSP

Marketing and communication skills go hand-in-hand with the clinical skills necessary for providing implant dentistry. Bring your entire team for an opportunity to learn about the business together! Participants will learn how to develop an implant practice and see what changes need to occur as implant dentistry becomes the standard of care in their practice. Learn how to find implant patients, create an environment that effectively introduces implant dentistry, answer questions about dental implants, coordinate treatment, manage risks, and evaluate the impact implant dentistry will have on your practice.

This program will challenge the entire team to question their beliefs about what treatment patients should receive. Skills for communicating the value and benefit of implant dentistry, regardless of insurance limitations or the economy, are critically important.

Joy will demonstrate how patients are influenced from the moment they call your office—how every contact is an opportunity to gain a patient or lose one. Is money the major roadblock preventing patients from receiving implant dentistry? Patients may be screaming, “It’s too expensive!” Or, they may tell you they can’t do it unless their insurance covers it.

Joy will share her “12 Step” system for making financial arrangements, increasing the likelihood that patients will receive care.

**Course Objectives**

*Upon completion of this course, participants will be able to:*

- Understand how to develop an exceptional implant practice
- Enable treatment acceptance involving the entire team
- Understand how insurance can get in the way of the best treatment for the patient

**Continental Breakfast & Registration:** 7:30-8:30am  
**Lunch:** 12:00-1:00pm  
**Program End:** 4:00pm

---

**7th Annual Aiden Morris Memorial Symposium**

**Royal Country Club of Long Grove**  
3217 R.F.D. (IL Route 53)  
Long Grove, IL 60047  
Phone: 847-540-5100  
**Wednesday, October 16, 2013**

100% of your course tuition will go to the Aiden Morris Neuromuscular Research Fund and may be tax deductible.

---

**REGISTRATION INFORMATION**

Team Registration Fee: $395.00  
(includes one clinician and one team member)

Individual Registration Fee: $295.00  
(staff or clinicians)

Due to this event being a charity event and all donations going to the Aiden Morris Neuromuscular Research Fund, donations must be made by credit card through the PayPal account that is set up for the research fund. If you are unable to attend but would like to donate to the Research Fund, you may do so through PayPal. Due to this being a charitable contribution, no refunds will be provided in the event of a cancellation.

To register for this event, please go to:  
[www.event.com](http://www.event.com)  
In the upper right corner, click RSVP for an event.  
Then enter the following meeting code: D6NGN2B95K

Upon completing your registration, you will be directed to PayPal to complete your donation to the Aiden Morris Neuromuscular Research Fund and you will be able to print out your receipt.

---

The entire team is encouraged to attend!