

Baltimore County Dental Association

NEWSLETTER

JANUARY 2018

Clinical Highlights to Increase Your Success and Profit *with Ric Zambito, D.D.S.*



The Baltimore County Dental Association January Dinner Meeting will be held on Tuesday, January 23, 2018 at the Radisson Hotel North Baltimore, 2004 Greenspring Drive, Timonium. Members from Anne Arundel, Baltimore City, Carroll, Frederick, Harford-Cecil and Howard dental societies have been invited to hear Dr. Ric Zambito's presentation. Check-in, networking and cocktails will begin at 5:15 p.m. and a buffet dinner will be available at 5:30 p.m.

Dr. Ricardo Zambito obtained a Doctor of Dental Surgery degree from the West Virginia University School of Dentistry in 1980. He has presented lectures and demonstrations to other dentists across the nation. He is also the founder of Integrity Practice Management.

Dr. Zambito has had 36 years of success in dentistry. Not overly impressed? Consider the fact that he has achieved this in his Wheeling, West Virginia practice. In his own entertaining and informative style, Dr. Zambito will share some practical steps that every dental practice can adopt to achieve similar success such as:

- Four overlooked areas that can easily be tweaked, at no cost to the practice, for tremendous production results
- What makes your office run smoothly-you will be surprised
- Why new patients are not the only answer to true practice growth
- Live your life and develop security
- Clinical dentistry that all of us can accomplish

Pre-registration is required. No "walk-ins" will be permitted on the night of the event. **Check-in, networking and cocktails will begin at 5:15 p.m. A delicious buffet dinner will be available at 5:30 p.m.** and the lecture will start promptly at 6:00 p.m. Register now and impart Dr. Zambito's revenue-increasing wisdom to your staff by registering them too! Return the enclosed reservation form with your credit card information or check, call the BCDA office at (410) 560-0064, fax your reservation to (410) 252-7289 or register online at baltimorecountydental.org.



Dentist Day in Annapolis **Calvert House on State Circle, Annapolis** **February 21, 2018**

Dentists Day 2018 will be held on Wednesday, February 21st in Annapolis, Maryland.

For further information and registration,
please contact Peter Holmes at 410-964-2880, ext. 19.

Dear Colleagues,

Happy New Year! I hope everyone had a wonderful Holiday Season.

In this issue of the Baltimore County Dental Association Newsletter, we are dedicating space to highlight some of the capabilities and features of our new website. We had a few glitches when the website went live, but online meeting registration/payment is now working. So, be it by tablet, smart phone or computer, you will have access to BCDA 24/7. Don't worry, you can still call, mail, email and fax the BCDA office during regular business hours. So, enjoy reading about your new access point.



Please remember to sign up for Dr. Ric Zambito's January 23rd lecture and be sure to include your team members.

Bill Martin

President

Anatomy of a Website

www.baltimorecountydental.org puts Baltimore County Dental Association information, registration and member services at your fingertips 24/7.

Use the website menu to access the features explained below

