

1½ DAY COURSE**TMJ Treatment and Diagnosis****Dr. Elizabeth Menzel, Pretoria, South Africa****½ DAY WORKSHOP****Practice Management****Dr. Hans Seeholzer, Pretoria, South Africa****GENERAL
INFORMATION****TREATMENT
PLANNING****1½ Day Course****TMJ Treatment and Diagnosis****Dr. Elizabeth Menzel, Germany**

- Development of the malocclusion – early recognition and prevention.
- Three dimensional development of the arches with respect to mandibular posture: A to Z D-Gainer.
- Practical diagnosis and treatment approach in TMD prevention and treatment.
- Asymmetries and effect on mandibular position and TMD.
- The complexities of the hyper divergent mandible as relates to the TMJ.

½ Day Workshop**Practice Management****Dr. Hans Seeholzer, Germany****Know the field of battle for the customer's mind!**

- Emotional boosting & touch point management.
- Strategy to boost the number of patients.
- Strategy for creating magic moments.
- Perception Management.
- How to boost decision making & patient happiness?
- Maximize sales of treatment and acceptance of extra costs - Neuromarketing and beyond.

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1½ Day Course - TMJ Treatment and Diagnosis

½ Day Workshop - Practice Management



DR. ELIZABETH MENZEL

Over the years, and as for dental treatments in general, superficial beauty alone is not enough. It's the substance, I'm interested in. That's why I further my own advancement constantly: I question myself daily, scrutinize my actions, my motivation. My way is a road to authenticity. Finding answers for myself on the way and for my patients, my partners and my staff. For having the freedom of following this road, I'd like to thank my husband, our three children and the role model of my life, father of my country, Nelson Mandela.

Since 2006 Lecturer, in Europe and overseas.

Since 1998 Own practice as an orthodontist.

1997 Examination for specialization in orthodontics by Prof. Dr. Schopf, University of Frankfurt, Germany.

1995 - 1996 Assistant dentist training for orthodontics in the Department of Orthodontics, University of Kiel, Germany.

1992 - 1994 Postgraduate training as an orthodontist in the practice of Dr. Brigitte König-Toll, Kronberg, Germany.

1987 - 1992 Degree in Dentistry B.Ch.D. at the University of Stellenbosch, South Africa.



DR. HANS SEEHOLZER

Dr. Hans Seeholzer, after postgraduate studies in orthodontics, opened his own private orthodontic clinic in 1976. Till 2013 he treated 10.000 orthodontic patients. To make his staff happy (he had more than 20 employees) and his life easier, he developed simple SOPs (standard operational procedures) to improve organization and efficiency in his clinic. Since 1985, he is lecturing all around the world about management in orthodontic and dental offices. Apart from lecturing in Europe, Russia, United Arab Emirates, USA, Africa, Asia and recently Japan and India, he is coaching dental clinics to make them brand offices.



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COURSE DATES

15-16 March 2019

VENUE

The Farm Inn

Silverlakes Rd, Silver Lakes Golf Estate, Pretoria
Tel: +27 12 809 0266

COURSES FEE

Clinicians (This fee includes both courses)	ZAR 4000
Students (This fee includes both courses)	ZAR 1000
Practice Administrators for Practice Management Workshop only	ZAR 800

ACCREDITATION

12 CPD Points

AGENDA

DAY 1

Dr. Elizabeth Menzel: TMJ Disorders and Treatment

08:00 - 09:00	Welcome and registration
09:00 - 11:00	Session 1
11:00 - 11:30	Coffee break
11:30 - 13:00	Session 2
13:00 - 14:00	Lunch
14:00 - 15:30	Session 3
15:30 - 16:00	Coffee break
16:00 - 17:30	Session 4

DAY 2

Dr. Elizabeth Menzel: TMJ Disorders and Treatment

07:30 - 08:00	Morning coffee
08:00 - 10:00	Session 1
10:00 - 10:30	Coffee break
10:30 - 12:30	Session 2
12:30 - 13:30	Lunch

Dr. Hans Seeholzer: Practice Management

13:30 - 15:00	Session 3
15:00 - 15:30	Coffee break
15:30 - 17:00	Session 4

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