

# THE FLORIDA ACADEMY OF DENTAL PRACTICE ADMINISTRATION

51<sup>st</sup> Annual Meeting ~ April 27 – 30, 2011

Registration Deadline – March 27, 2011

Waldorf Astoria Orlando, FL ~ (888) 353-2009  
14200 Bonnet Creek Resort Lane, Orlando, FL 32821

FADPA, P. O. Box 2920, Brandon, FL 33509 ~ (813) 681-8721

## Resort Reservations

Please contact the **Waldorf Astoria Orlando** at any one of the following choices:

- [www.fadpa.org](http://www.fadpa.org) – Click on Meetings and then Registration Forms and the Academy's personalized website will come up for you to click on.
- [www.waldorfastoriaorlando.com](http://www.waldorfastoriaorlando.com) - go to the bottom of the page and click on Best Rates Guaranteed – fill out the form and put in the Special Accounts – Group/Convention Code of **ZFDP**.
- [http://waldorfastoria.hilton.com/en/wa/groups/personalized/O/ORLBCWA-ZFDP-20110427/index.jhtml?WT.mc\\_id=POG](http://waldorfastoria.hilton.com/en/wa/groups/personalized/O/ORLBCWA-ZFDP-20110427/index.jhtml?WT.mc_id=POG) – the direct link
- Call the central reservations phone number at 1-888-353-2009. Ask for the group code **ZFDP**.

This location is a beautiful complement to the original Waldorf Astoria in New York with the clock tower in the lobby and the signature restaurants and bars. The decor is exquisite, the amenities are abundant and you have the opportunity to stay at this premier resort for just \$255. A \$20 daily fee is added for valet parking. Amenities include:

- The Reese Jones designed Championship Golf Course is just steps away from the main entrance to the resort.
- The Waldorf Astoria Spa by Guerlain offers all the pampering and relaxing that you deserve.
- Four Resort Style Pools including a Signature Cabana Pool
- Jogging (or walking) Trails, Bicycles, a Fitness Center
- Premium dining options – see enclosed brochure on the signature restaurants available at the Waldorf and the adjoining Hilton.
- WA Kids Club and recreational activities for all ages
- Complementary Transportation to and from Walt Disney World
- Complementary coffee and tea in the lobby during the morning hours; flavored waters during the afternoon.

The resort is nestled in a 482 acre nature preserve within Walt Disney World Resort and only moments away from Orlando's world renowned attractions. Just 20 minutes to the Orlando Airport.

**Program Presentations** – Drs. Larry Cook and Steve Krist have arranged for two outstanding speakers:

**Thursday, April 28, 2011**

Our presenter for Thursday, April 28<sup>th</sup>, is **Bob Gray**, an internationally recognized authority on memory systems. Bob's presentation is **"I'm No Good With Names....But I Never Forget A Face."** If you're like me I have always thought I had a bad memory, Bob will prove to all of us there is no such thing. He will turbo charge your brain and untap your incredible memory potential. A trained memory is a business asset attainable by everyone. This workshop's empowering systems and their many applications in the business world give participants immediate 'walk away' value. This fun, interactive course will give participants the ability to increase their memory by developing strategies for improving and maximizing their brainpower. Bob is a 'Guinness World Record Holder', a Certified Speaking Professional and A Canadian Hall of Fame inductee. Bob has demonstrated his incredible memory many times on national TV including the Today Show, Ripley's Believe It or Not, Regis Philbin, the CBC and the BBC.

**Friday & Saturday, April 29 – 30, 2011**

Our presenter for Friday and Saturday, April 29<sup>th</sup> & 30<sup>th</sup>, will be **Kirk Behrendt**. Kirk is a practice performance coach, international speaker and author. Kirk has invested his entire professional life studying the elite practices in dentistry and the leadership that guides them. Our Friday presentation will be **"10 Powerful Steps to Make Your Practice Thrive in Any Economy."** Some Dentists and team members are working harder than ever for the same results. Bring your team to this inspirational lecture to see how 10 simple steps can create more opportunities for producing more dentistry with more profit, so that you all can have more time to enjoy your life. Kirk will help us see how great practices are keeping case acceptance high, even in the current economy.

Our Saturday presentation will be **"New Dental Marketing Tactics to Explode Your Practice in 2011."** Our economy has changed the face of dentistry for some dental practices in the last few years. The future of dentistry will belong to practices that grow, adapt, build value and attract new patients with the right internal and external marketing tactics. Bring your team to this valuable presentation where Kirk will show you what some of the best dental practices in the country are doing to attract more high quality patients with simple marketing tactics that really work in 2011.

Please join your fellow FADPA members and guests for a fantastic meeting on April 27-30, 2011 at the beautiful Waldorf Astoria in Orlando! We promise this is a program you will not forget for many years to come.

## **Special Activities**

**Welcome Reception** ~ Wednesday, 6:00 – 7:00 p.m. ~ Members, guests and spouses will gather to enjoy light hors'doerves and wine prior to dinner on your own.

**Breakfast for Guests, New Members, Sponsors & Executive Council** ~ Thursday, 7:00 – 8:30 a.m.

**Spouses' Tour of Lu Gardens and the Orlando Museum of Art** ~ Thursday, 9:00 a.m. – 1:00 p.m. Central Florida's secret treasure, Leu Gardens was home to Harry P. Leu in the late 1800's spanning almost 50 acres along the shores of Lake Rowena. Scenic walkways take you through garden settings including the formal Rose Garden with statues, an Italian fountain and a 50-foot floral clock. Tour the Leu House museum, restored to reflect turn-of-the-century Florida living. Then, you're off to the Orlando Museum of Art where you'll discover the holdings that include a permanent collection of 19<sup>th</sup> and 20<sup>th</sup> Century American art, pre-Columbian artifacts and African objects plus a diverse schedule of outstanding national and international exhibitions. Cost: \$62

**Golf Tournament** ~ Thursday, 1:00 p.m. Shotgun Start ~ The Waldorf Astoria Golf Club features eighteen holes designed by renowned golf architect Rees Jones, who has created an optimum environment for golfers of all skill levels by relying on the natural surroundings and existing foliage. Register to play a four-man scramble OR for the Archie Meekins Trophy (members only). You may walk to the clubhouse and a box lunch is included. Cost: \$210

**Mastermind Session** ~ Friday, 2:00 p.m. ~ **Mr. Kirk Behrendt** will lead an informal discussion and sharing of ideas.

**"Putting on the Top Hat"~ Cocktails, Dinner and Dancing** ~ Friday, 7:00 -11:00 p.m. ~ Cocktails (cash bar): 7:00, Dinner: 8:00 p.m., followed by a brief award presentation to include the drawing for "The Dental Education Fund" raffle (four nights at next year's meeting at the DonCeSar in St. Petersburg, FL.) Dress: Black tie optional. The meal will be plated and you are asked to mark your entrée selection on the registration form. Choices: #1: Roasted Petit Filet Mignon - #2: Toasted Pistachio Seared Salmon Filet. Cost: Members' dues and guests' tuition include this event; \$150 for spouses, retired members and other guests.

## **Dress**

Resort casual for all meetings except Friday's dinner/dance which is black tie optional.

**Dental Education Fund Raffle** ~ Your donation of \$100 to the Academy's "Dental Education Fund" will make you eligible to win a four night stay at the Don CeSar in St. Petersburg during next year's annual meeting (May 2 – 5, 2012). The "Dental Education Fund" is to provide a speaker at the FNDC on Practice Management. The raffles have been extremely successful and the drawing will be held at the Friday night dinner. You do not have to be in attendance to win. Dr. Tim Lane is the recipient of this year's drawing.

## **Schedule of Events**

### **Wednesday, April 27**

12:00 noon – 5:00 p.m. Executive Council Meeting

6:00 – 7:00 p.m. Welcome Reception

### **Thursday, April 28**

7:00 – 8:30 a.m. Breakfast for Guests, New Members, Sponsors and Executive Council

8:30 a.m. – 12:00 noon Program: Bob Gray – “I’m No Good With Names...But I Never Forget A Face”

9:00 a.m. – 1:00 p.m. Ladies’ Tour of Lu Gardens and the Orlando Museum of Art

12:30 p.m. Golf Tournament – transportation & lunch included

### **Friday, April 29**

7:00 – 8:30 a.m. District Caucus Breakfast for members only

8:30 a.m. – 12:00 noon Program: Kirk Behrendt – “10 Powerful Steps to Make Your Practice Thrive in Any Economy”

2:00 p.m. Mastermind Session with Kirk Behrendt

7:00 – 11:00 p.m. Cocktails, Dinner and Dancing  
7:00: Cocktails (cash bar), 8:00: Dinner & Dancing

### **Saturday, April 30**

7:00 – 8:30 a.m. Executive Council Meeting

8:30 a.m. – 12:00 noon Program: Kirk Behrendt – “New Dental Marketing Tactics to Explode Your Practice in 2011”

**Mark your calendar for the 2012 Meeting at the**

**Don CeSar Resort**

**St. Petersburg, FL**

**Wednesday, May 2 - Saturday, May 5, 2012**

# Florida Academy of Dental Practice Administration

## REGISTRATION *Deadline – March 27, 2011*

**Please Print**

Name \_\_\_\_\_ Badge name \_\_\_\_\_  
 Address \_\_\_\_\_ District \_\_\_\_\_  
 City / State / Zip \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
 Spouse (S.O.) Badge name \_\_\_\_\_

Will you be a guest at the Waldorf Astoria Orlando? \_\_\_yes \_\_\_no

Arrival date \_\_\_\_\_ Departure date \_\_\_\_\_

Guest dentist: Is this your first meeting? \_\_\_yes \_\_\_no

Name of FADPA member sponsor: \_\_\_\_\_

**PLEASE CHECK THE CATEGORY THAT APPLIES TO YOU: Fee per person - Total**

___ Guest Dentist – First meeting.....	\$300.....	\$ _____
___ Guest Dentist – Returning.....	\$695.....	\$ _____
___ Active Dentist (included in dues).....	n/c.....	n/c
___ Retired member.....	\$350.....	\$ _____
___ Staff.....	\$200.....	\$ _____

**SOCIAL ACTIVITIES – PLEASE CHECK**

\_\_\_ Welcome Reception – Wed., April 27, 6:00-7:00 p.m. ~ Member/Guest \_\_\_ Spouse \_\_\_\_\_ n/c

\_\_\_ Spouses’ Tour\* – Thurs., April 28, 9:00 a.m.–1:00 p.m. .... \$62..... \$ \_\_\_\_\_

\_\_\_ Cocktails, Dinner, Dance\* - Friday, April 29, 7:00 – 11:00 p.m.:

\_\_\_ Active Member (included in dues) or Guest Dentist (included in fee)..... n/c..... n/c

Please select your entrée: \_\_\_ #1: Petit Filet Mignon **OR** \_\_\_ #2: Pistachio Seared Salmon Filet

\_\_\_ Spouse, Retired member or other guest..... \$150..... \$ \_\_\_\_\_

Please select your entrée: \_\_\_ #1: Petit Filet Mignon **OR** \_\_\_ #2: Pistachio Seared Salmon Filet

**SPORTS – PLEASE CHECK**

\_\_\_ Golf Tournament\* – Thursday, April 28, 1:00 p.m..... \$210..... \$ \_\_\_\_\_

Handicap \_\_\_ Four-man Scramble \_\_\_ **OR** Archie Meekins Trophy \_\_\_

**DENTAL EDUCATION RAFFLE** – Donate for the chance to win four nights

during the 2012 meeting at the Don CeSar in St. Petersburg \$100..... \$ \_\_\_\_\_

See next page for payment options.

Total: \$ \_\_\_\_\_

**\*Refunds for social and sports events cannot be honored after April 10, 2011.**

**Florida Academy of Dental Practice Administration**  
**Annual Meeting**  
**April 27- 30, 2011**

Please make your check payable to the Florida Academy of Dental Practice Administration (or FADPA). Mail pages 5 and 6 and your check or credit card information to: FADPA, P. O. Box 2920, Brandon, FL 33509. Or, you may fax your forms to (813) 662-0508. If you have any questions or need any help, please call Sharon Wimberly at (813) 681-8721.

**Payment by Credit Card**

Credit Card number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

CVV \_\_\_\_\_ (3 or 4 digit code on back of card)      Billing zip code: \_\_\_\_\_

Amount charged: \$ \_\_\_\_\_

Print name: \_\_\_\_\_