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Northern Virginia
DENTAL SOCIETY

ADA.



Chris Ramsey, DMD

**“MASTERING Your Sixth Sense:
Understanding the Art of Persuasion, Body Language, and Human
Decision Making for Improved Treatment Acceptance”**

Friday, February 18, 2022

Tysons Corner Marriott 8028 Leesburg Pike Tysons, VA 22182

Registration: 8:00 a.m. - 8:30 a.m. Program: 8:30 a.m. - 4:00 p.m.

6 CE Credit Lecture Hours - Business Attire

Synopsis:

During this session Dr Ramsey will cover the elements of his M.A.S.T.E.R. program. This trademarked concept will highlight specific elements of both verbal and non-verbal communication. The M.A.S.T.E.R. program encompasses the concepts of Human Decision Making, Body Language, and the Art of Persuasion. With the understanding of these elements, the doctor and team members will begin to see what many others do not in everyday communication. This approach ultimately leads to increased case acceptance and improved interpersonal relationships.

Course Objectives:

- Provide the participants with the tools necessary to “see” what others do not in everyday communication: “The Sixth Sense”
- Provide participants the simple understanding of “Body Language” cues which allow for better communication.
- Provide insight into both conscious and sub-conscious decision making and how that effects treatment acceptance.
- Provide an understanding of the Art of Persuasion and its effect on decision making.
- Provide insight into hospitality and “Disney” style customer service elements that lead to dynamic changes.

Supporting Exhibitors:

Carestream Dental	Implant Direct	Sandy Spring Bank
Garfield Refining Co	RK Tongue	Zimmer Biomet

PROGRAM REGISTRATION FORM – Friday, February 18, 2022 – Chris Ramsey
All registrations are confirmed by email

Dentist Name(s): _____ Staff Member(s): _____
please use another sheet if needed

Phone: _____ Fax Number: _____ Registration Email: _____

Credit Card Number: _____ Expiration Date: _____ / _____ Verification Code: _____

Name on card: _____ Billing zip code: _____

Please make check payable to: Northern Virginia Dental Society 4330 Evergreen Lane, Suite N, Annandale, VA 22003

Register online: www.nvds.org Phone: (703)642-5298 Fax Number: (703)750-2261 Email address: ematlock@nvds.org

Dentist – NVDS Member	\$ 110.00	Dentist – VDA/ADA Member	\$255.00
Member’s Auxiliary/Office Staff	\$ 105.00 each	Dentist – Non ADA Member	\$650.00
Late Fee	\$ 25.00 (registrations after 2/11/22 if accepted)		

Registration Fees are per person and include breakfast and lunch TOTAL \$ _____

Reservations must be received in writing by close of business Friday, February 11, 2022. Registrations submitted after 2/11/22 may not be accepted.

Cancellations for this live event must be received in writing 2 days prior to the program. No refunds are made for cancellations made beyond this time. Northern Virginia Dental Society is an ADA CERP recognized provider approved by Virginia Dental Association. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. NVDS designates the above activities for the number of continuing education credits listed above. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cerp. Approved PACE program provider, FAGD/MAGD credit 4/1/2019 to 3/31/2023 ID#212489.

Approval does not imply acceptance by any regulatory authority or AGD endorsement.

Chris Ramsey, DMD has no financial relations relevant to this course to disclose.

Please feel free to contact NVDS, Erin Matlock with any questions at (703)642-5298 or ematlock@nvds.org.

Website



ADA C-ERP | Continuing Education Recognition Program

About Our Presenter:

Christopher D. Ramsey, DMD was raised and currently practices in Jupiter Florida. His practice focuses on comprehensive esthetic and restorative dentistry. Dr Ramsey received his dental degree from Temple University School of Dentistry in Philadelphia Pennsylvania in 1999.

Dr. Ramsey is a member of the American Academy of Esthetic Dentistry (AAED), a member of the American Society for Dental Aesthetics (ASDA), and an Accredited member of the American Academy of Cosmetic Dentistry (AACD). He is a Graduate of the Kois Center in Seattle Washington and also an Alumnus of the Pankey Institute in Key Biscayne Florida.

Dr. Ramsey is on the editorial review boards for the AACD Journal and the Journal of Implant and Restorative Dentistry. He has published numerous articles on customer service related topics, adhesive technology, Implant therapy, scanning technology and cosmetic dentistry in several publications such as Journal of Implant and Restorative Dentistry, Journal of Esthetic and Restorative Dentistry, PPAD, Dentistry Today, Contemporary Esthetics, Signature, and Dental Products Report. Dr Ramsey is a product consultant for Ivoclar Vivadent, 3M, The Dental Advisor, and to numerous dental manufacturers, which allows for greater insight in to the newer materials and techniques. He also had the unique opportunity over the last decade to lecture throughout the United States, Canada, Mexico, New Zealand, Australia, Spain, France, and Japan. Lecture topics have focused on the latest techniques, materials, technology and protocols needed to create a successful esthetic based practices.

Dr Ramsey is called upon to teach the latest techniques in Body Language and Non-verbal communication and what they mean to the success of our practices. The Lecture "Master Your Sixth Sense" is delivered 25-30 times per year to both dental and non dental environments.

Dr. Ramsey takes over 200 hours of continuing education a year to stay on the cutting edge of cosmetic dentistry, which is a rapidly changing profession. He is the past President of The Florida Academy of Cosmetic Dentistry.