

**What:**  
**Entrepreneur Training for the Dentist**

**Where:**  
Martin, Bircher, Thompson, PC  
11400 98th Ave NE, Ste 200  
Kirkland, WA 98033

**When:**  
Friday, January 24, 2020  
9:00am—3:00pm  
(Registration 8:30am—9:00am)

**Cost:**  
\$390.00 per attendee  
Class size is limited, please register early!

**How to Register:**

**By Phone:**  
425.827.3041

**By Fax:**  
Fax the registration form to  
425.889.0464

**By Email:**  
Support@MartinBircherCPA.com

**By Mail:**  
Martin, Bircher, Thompson, PC  
Attn: Dental Seminar Registration  
11400 98th Ave NE, Ste 200  
Kirkland, WA 98033



**Certified Public Accountants  
Specializing in Medical & Dental**

Martin, Bircher, Thompson, PC  
11400 98th Ave NE Ste 200  
Kirkland, WA 98033

Phone: 425-827-3041  
Fax: 425-889-0464  
Toll Free: 800-822-3041  
www.MartinBircherCPA.com



**Certified Public Accountants  
Specializing in Medical & Dental**

presents

**Entrepreneur  
Training for  
the Dentist**

By Brian Bircher, CPA, MBA

**Friday,  
January 24, 2020  
9:00 am - 3:00pm**

**Location**

Martin, Bircher, Thompson, PC  
11400 98th Avenue NE, Suite 200  
Kirkland, WA 98033

# Entrepreneur Training for the Dentist

## Seminar Highlights

### Financial Key Factors

- What are they
- How to calculate them
- What they mean
- What to do when they are not on track

### Salary Levels & Benefit Package

- What is your market paying for different staff positions
- What benefits your market is providing

### Retirement Plans & Incentives

- Which bonus/incentive plans work and which do not
- Types of retirement plans

### Financial Statements

- What they should look like
- What they mean
- How you should use them

### Tax Legislation & Strategies

- Year-end strategies for you and your office

### Accounting/Computer Safeguards

- Where are you vulnerable?
- What policies and procedures decrease your vulnerability?
- Do your employees have too many conflicting responsibilities?

♦ **Ideal for general and specialty dental practice owners and office managers looking to learn more about issues critical to efficiently managing a dental practice**

♦ **Six hours of continuing education for dentists**

## What You Will Learn

- How to prepare a brief, meaningful key factor report to assist you in managing your practice
- Special rules and operating percentages unique to general and specialty dental practices
- How to calculate a reasonable production goal for hygiene
- Do's and don'ts of internal controls
- Effective marketing approaches for your practice

[www.MartinBircherCPA.com](http://www.MartinBircherCPA.com)

## Registration

### Entrepreneur Training for the Dentist

Friday, January 24, 2020

9:00 am—3:00pm

Registration Fee: \$390.00

Number of attendees: \_\_\_\_\_

Subtotal \_\_\_\_\_

Total \_\_\_\_\_

\_\_\_\_\_  
Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
Phone

Method of Payment

Check

Visa

MasterCard

\_\_\_\_\_  
Credit Card #

\_\_\_\_\_  
Exp. date

\_\_\_\_\_  
Security Code

\_\_\_\_\_  
Signature

Checks should be made  
payable to:

**MBT**

