

## Practice Management Seminar

8 AM-12 PM October 14, 2010

**Loyola Graduate Center Timonium Campus**  
(2034 Greenspring Dr/Timonium, MD 21093)

### FEATURE PRESENTATIONS

#### ***Understanding and Marketing to Physicians and Dentists***

WITH

**Stephen H Kaufman, JD**



member of Phi Beta Kappa.

*Chair of the Health Care Group at Offit Kurman, Mr. Kaufman represents healthcare professionals and small businesses in a wide variety of matters, including contracts, employment issues, intellectual property and commercial disputes. Mr. Kaufman is an author and lectures frequently on health-related matters at the University of Maryland Dental School, Howard University Dental School, Temple University Dental School, Johns Hopkins Hospital, University of Maryland Hospital, Greater Baltimore Medical Center, Sinai Hospital in Baltimore, and to various private groups. He is a member of the Publisher's Advisory Board for Doctor of Dentistry magazine, and is a former adjunct professor of law at Stevenson University, in Baltimore, Maryland. Mr. Kaufman received his J.D. (*cum laude*) from Cornell University in 1985 and his B.A. (*summa cum laude*) from the State University of New York in Albany in 1981. He is a*

#### ***Don't Leave 30% of Your Profits Unrealized: Building High Velocity Salespeople and Sales Teams!***

WITH

**Umar Hameed**



*Umar Hameed is the founder of Productivity Cubed, a consulting firm, specializing in changing human behavior. Umar's clients call him Mr. Breakthrough because he has helped thousands of people breakthrough their limitations. In his past life Umar was a Silicon Valley executive. During the Clinton administration Umar was invited to the Whitehouse to give a technology briefing on the use of technology to win elections. His latest release is a DVD and book combo entitled, End the Fear of Cold Calling.*

**PLUS**

**Practitioner Panel (Eric Brotman, Scot Millan, Jim Ludwick)**  
***Discussing Marketing, Networking and Referrals***

**Members: \$45**

**Non-Members: \$55**

**Register at**

**[http://fpamd.org/events\\_detail.php?ID=121&tab=reg](http://fpamd.org/events_detail.php?ID=121&tab=reg)**