

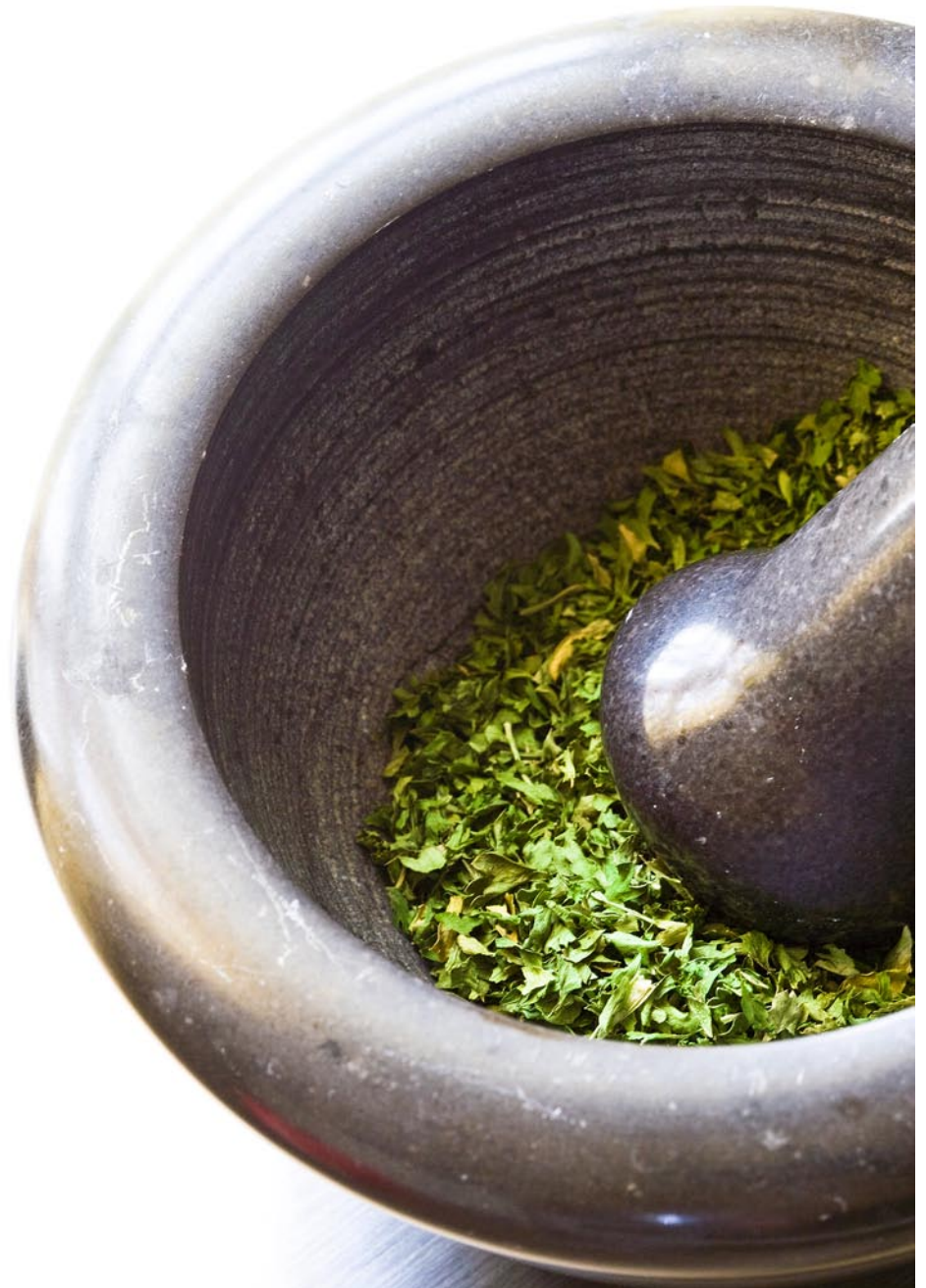
**OAND** Ontario  
Association of  
Naturopathic  
Doctors

LEADING • ADVANCING • PROMOTING



# **BUSINESS EXCELLENCE INITIATIVE**

## **FOSTERING SUCCESS IN CLINIC DEVELOPMENT**



**Building a Successful Practice Symposium**  
**October 4 - 5, 2011**  
**Foresters Conference Centre**  
**789 Don Mills Road, Toronto, ON**

**For OAND Corporate Members Only**

# Building a Successful Practice Symposium

October 4 - 5, 2011

The Building a Successful Practice Symposium is an information-packed two-day event designed to help new practitioners learn how to get a new practice established and to hear about the best practices associated with operating a successful business.

## SCHEDULE AND SPEAKERS

Tuesday, October 4, 2011 8:00 am - 6:00 pm		Wednesday, October 5, 2011 8:00 am - 5:45 pm	
5 Steps to Success in Business	Warren Coughlin, Action Coach	Running a high performance practice: Reflecting on the Leadership Qualities Required	TBA
Building our Business Vision & Plan	Dickson Thom, ND	OAND Clinic Management System: A Demonstration of a Start-up Option for your Clinic	Corey Cruickshank, Competitive Edge Software
Marketing Your Practice	Dickson Thom, ND	Your Legal Set-up: The Importance of Legal Consultation in Small Business Development	Kathryn Frelick, LLP Miller Thomson LLP
Using Technology to Run My Business: A Demonstration of ClinicND	Geoff Hogan, President and CEO of Osnum Software	OAND Resources - Saving Money and Leveraging your Membership to Maximize your Return on Investment	Alison Dantas, MA, BES, CEO of the OAND
Accessing Financing	Robert Melman SBA, TD Canada Trust and Brian Longmore, MBA, Longmore Consulting Inc.	Demystifying Financial Planning for the New ND	Brian Shumak, BSc, CLU, CFP, TEP Health Care Financial Group
Choices in Starting to Practice: Learning from Colleagues!	Richard Porter, Business Consultant; Elias Markou, ND; Darlene Ahenakew, ND; Nicole Henry, ND	Parenteral Therapies: A Proven Business and Treatment Option	Eric Marsden, BSc, ND, BPCT
		Professional Dispensary Orientation	Eric Marsden, BSc, ND, BPCT
		The Journey of Small Business Development: Reflections and Learnings from NDs (panel)	Meghan Walker (07), Elias Markou (03), Ruth Anne Baron (96), Celeste Frenette (08), Jason Law (09) and moderated by Alison Dantas, CEO, OAND

The 2010/2011 OAND GAP Program is sponsored by:



## HOW CAN CORPORATE MEMBERS PARTICIPATE?

We have room for nine 'vendors' per day. Vendors will be located in the room with participants for the full day. Breakfast, lunch and coffee breaks are provided throughout the day. The OAND will provide 6' draped tables and two chairs.

## LOCATION AND TIMES

October 4 - 5, 2011	<b>TENTATIVE</b>
Foresters Conference Centre	Set-up: 7:45 am
789 Don Mills Road, Toronto, ON.	Tear-down: 6:00 pm Tuesday / 5:45 pm Wednesday

## SIGN ME UP!

Over 50 NDs were in attendance at the 2010 Building a Successful Practice Symposium and we expect similar, if not higher, registration numbers in 2011. To sign up please fill out the form attached to this email and fax it in or call 416-233-2001 ext. 222.

789 Don Mills Road, Suite 603, Toronto, Ontario M3C 1T5  
t: 416-233-2001 / f: 416-233-2924 / e: info@oand.org / www.oand.org

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Please either;  
Fax this form to 416-233-2924 or  
Call 416-233-2001 ext. 222 to register as an exhibitor.

### Company Name

\_\_\_\_\_

### Representative Names

1. \_\_\_\_\_

2. \_\_\_\_\_

### Please select the day on which you would like to participate:

Tuesday, October 4  Wednesday, October 5

Phone \_\_\_\_\_

Email \_\_\_\_\_

**\*HST is to be added to the rate of \$300.00 per table, per day (\$339.00).**

Cheque (made payable to the OAND)  VISA  MasterCard

Name on Card \_\_\_\_\_

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_