

# Implant Competence Program



**MALLIGAI DENTAL ACADEMY**

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## Confidence • Self Esteem • Success



•How many of you are looking forward for a Dental Practice Breakthrough?

•How many of you are looking for an opportunity to grow your practice revenues by 30% to 40% immediately?

**If you think yes then**

**LEARN IMPLANTOLOGY &  
ELEVATE YOUR PRACTICE TO THE  
NEXT LEVEL**

# Lets Start with a Story

Dr Ram & Dr Shyam are both dentists practising in the same city .The below description of their personality and their beleifs shows,” How it impacts their revenues in their dental practice?

## BioData



**Dr. Ram**

- BDS
- 10 Years Practice
- Does have excellent surgical skills
- Good flow of Patients
- Does mainly Crown & Bridges
- More staffs
- No Specialist team



**Dr. Shyam**

- BDS
- 5 Years Practice
- Moderate surgical skills
- Moderate flow of Patients
- Does Implant & Ortho work only
- Rct and crowns delegated to specialist
- Less staff & works with specialist team.

## Lets see their Monthly financial statements

### Dr. Ram's Expenses

<b>Total Collection</b>	<b>Rs 600,000</b>
<b>(100 Patients)</b>	
<b>Cost of services:</b> (materials,lab charges and consumables)	<b>Rs 200,000</b>
<b>Gross Profit:</b>	<b>Rs 4,00,000</b>
<b>Fixed Expenses:</b>	
<b>Clinic rental</b>	<b>Rs 35000</b>
<b>Salary 6 staff</b>	<b>Rs 50000</b>
<b>Electricity</b>	<b>Rs 10000</b>
<b>Water</b>	<b>Rs 1000</b>
<b>Stationery</b>	<b>Rs 1000</b>
<b>Phone &amp; Internet Bill</b>	<b>Rs 2000</b>
<b>Total</b>	<b>Rs 1,00,000</b>
<b>Net Profit</b>	<b>Rs 3,00,000</b>

### Dr. Shyam's Expenses

<b>Total Collection</b>	<b>Rs 600,000</b>
<b>(50 Patients)</b>	
<b>Cost of services:</b> (materials,lab charges and consumables)	<b>Rs 150,000</b>
<b>Gross Profit:</b>	<b>Rs 4,50,000</b>
<b>Fixed Expenses:</b>	
<b>Clinic rental</b>	<b>Rs 35000</b>
<b>Salary 6 staff</b>	<b>Rs 35000</b>
<b>Electricity</b>	<b>Rs 10000</b>
<b>Water</b>	<b>Rs 1000</b>
<b>Stationery</b>	<b>Rs 1000</b>
<b>Phone &amp; Internet Bill</b>	<b>Rs 2000</b>
<b>Total</b>	<b>Rs 85,000</b>
<b>Net Profit</b>	<b>Rs 3,65,000</b>



Dr Ram and Dr shyam are both dentists with 5 years seniority differences in experience. But as per the financial statement Dr shyam earns more Profits than Dr Ram . Dr Ram does all the work in his clinic from consulting to RCTs and also crown and bridges to impactions . He has got more inflow of patients. On an average monthly input is 100 patients.

Dr shyam is 5 years junior to Dr Ram in clinical experience but he is a smart practitioner. He knows the only way to earn better is to focus on the 20% of treatments which gives 80% of money ,so he does mainly implant treatments and Orthodontic treatments. Rest all the treatments he delegate to other specialists.



Dr Ram don't have a team and his belief system is

- Others will not work better than him.
- Why to part with the money he earns as a consultant fees?
- So he does everything himself because he doesn't trust anyone and does not spend time to go for any course because he fears he will lose patients in his absence for pursuing a course.
- Difficult to spend money for courses because of his fixed expenses are high on staff salary, rental etc...
- Fear of leaving his clinic and go, fear of heavy emi and loans..



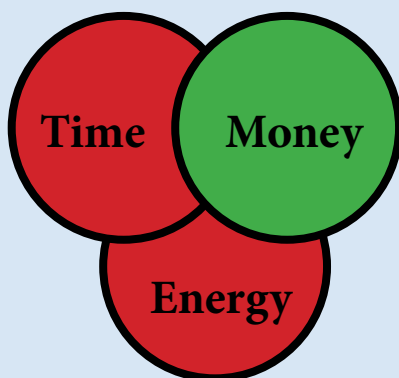
Let see Dr Shyam

- As told above Dr Shyam learned implants and orthodontics though he is a BDS at the earlier stage of his career and started focusing mainly in this two treatment areas.
- Rest all the cases like Rct,crowns and dentures he delegate to specialist friends.
- So he had enough time to learn, update his knowledge and so he was having 80% results in his collections even if his total patient inflow is only 50/ month
- So if you see their financial statements Dr shyam is earning more profits by doing smart work .He is earning more total collection by doing Implants and full mouth implant cases which gives bulk money.
- Whereas Dr Ram is seeing more patients and also earning the same what Dr Shyam earns.But he is getting little money from more patients.



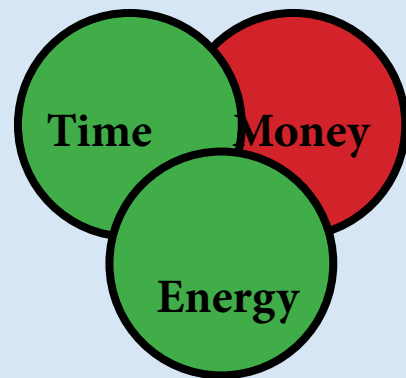
Dr Ram spends More Energy and More time for Money. ( 2 loss 1 gain)  
Dr Shyam spends little Money and earns more time and more energy.  
(1loss 2 gain)

so



**Dr. Ram**

**2:1**



**Dr. Shyam**

**1:2**



So Dr Ram finally realised this Working smarter than working harder is important. So when he attended our practice management boot camp he was taught to work on his Personality and attitude. His beliefs changed and he started a new team immediately in his clinic which does all the 80% general practice works better than Dr ram himself...Dr Ram started to focus on Implant work and Fixed Orthodontics in his clinic. Also he started getting time to think about Marketing, Sales strategies and Practice management strategies.

He regularly attends all the Courses and updates his knowledge and thereby increase his profits considerably. In this New journey he got lot of excitement and energy. He started now to earn more and was very happy than before.

**LEARN IMPLANTOLOGY &  
ELEVATE YOUR PRACTICE TO THE  
NEXT LEVEL**



Indian Army Ex-Dental Officer  
Dental Surgeon & Implantologist  
International Motivation Speaker  
Success Expert  
Entrepreneur  
Author

## MAJOR DR PRAVIN PRATHIP J

### About the Mentor:

#### So Who is Major Dr. Pravin Prathip J

**Major Dr. Pravin Prathip J** is a practicing dentist presently settled in Chennai. He is the founder of **Malligai Dental Hospitals and Academy**. He was born in the coastal town of Tuticorin in a middle class family. He has completed his BDS from Sri Ramachandra Dental College in the year 2002. He was one of the few to get selected in the Indian Army Dental Corps. He has served the Prestigious Indian Army Dental Corps as a Short service commissioned Dental Officer. He is a practicing Dentist, Implantologist specialising in full mouth rehabilitation. He has authored a book on Dental Practice Management. He is a Practice Management Consultant, Sales Trainer, Business, Financial and Life coach. He is a self made businessman and a successful entrepreneur. Teaching is his passion and he travels around the world and many parts of the country to talk about Dental Business and Practice Management. He is a certified trainer by Success Resources International. He is also an Evangelist and does a lot of charitable work for many churches and NGOs. He loves young people and he has inspired many by his high power motivational speeches and leadership trainings. His goal is to help you achieve your personal and business goals faster and easier than you ever imagined.

# Malligai Dental Academy

**100%**

useful courses with  
the latest best  
practices

**100's**

of dentists were  
Trained  
successfully

**100%**

Continuous mentor  
support for all  
courses

**100%**

satisfaction  
guaranteed

*Continuous learning is the minimum requirement for  
success in any field*

**- Brian Tracy**

Malligai Dental Academy is located in the well popular locality of Ashoknagar 7th avenue in Chennai. It is Hardly 8 kms from Chennai Airport by Road and 15 min by Chennai Metro. It was established in the year 2013 for a small group of doctors who want to learn Dental Implants from our Dear Major Pravin. Major Pravin's Goal is "Simplicity makes understanding better". All Our courses are very practical, up to date and with definite Practical training on hands on models and live Patient training. We have two state of the art hospitals attached with our academy to learn all the patient related work. Both our hospitals and academy are fully airconditioned and are all located in the ground floor for easy access. We have totally 5 chairs in both the setup with all state of the art facility like in house OPG, LASERS, and Implant surgical motors.



# Malligai Dental Academy

## VISION



Our vision for this academy is to help the clinicians to understand the core concept of Implantology, Endodontics and Orthodontics in every day dental practice and to elevate the level of patient care by continuing dental education for the dentist and provide a greater satisfaction level for the patients and to take the art and science of dentistry to next level for future generations.

## MISSION



Our Mission is to constantly upgrade our Participant's Knowledge by providing the best and great Mentors on each speciality for their training thereby updating them with the latest developments in the field. Your success is our success.

## VALUE



Our Value is what we believe. We believe that Simplicity makes our Understanding of the profession better. We need to learn to grow. No learning is No growth. If we don't grow we are dying. The more we learn The more we earn. We believe that every doctor should invest 10% of their income as minimum commitment to upgrade their knowledge.

# Gallery



## Our Course Special Highlights

- Start up course for dentists having little or no exposure to implantology.
- Lectures, Hands-on pre-clinical training on Styrofoam models.
- Implant placement on patients under expert supervision, by the participants.
- Implant placement and the delivery of prosthesis done by the participants.
- The first scheduled module, of 2 days, covers the lectures and implant placement on patients. the second modules after three months covers prosthetics and additional two days(2+2+2=6 days) for any cases you want to do in our academy can be availed off
- Participants will get continued support even after the completion of the course.
- Opportunity to become Fellow / Diplomate of ICOI/ISOI.

### Day 1:

Lecture 1 Osseo integration & Bone Biology.

Lecture 2 Indications / Contra-indications.

Lecture 3 Imaging [ CT scan / X rays] & Model analysis.

Lecture 4 Treatment planning & Rehabilitation options.

Lecture 5 Surgical Protocol for soft/dense bone types.

Lecture 6 Surgical Template / Guided surgery.

Lecture 7 Hands-on on models. Surgical demonstration on patients by the mentor.

Lecture 8 Biomechanical Considerations in implantology.

Lecture 9 Surgical Considerations, Pharmacology, Consent, Post-care.

Lecture 10 Case planning with participants - Discussion with Radiographs & Models.

Lecture 11 Overview of Complications & Failures.

Lecture 12 Guidelines to Implant restoration and after care.

### Day 2:

- Live Demonstration of Implant Placement on Patients by Major Dr Pravin Prathip J .
- All Participants to Place Implants on Patient.
- Live Demonstration of Impression Making for Implants on Patients.

### Day 3:

Lecture and Demonstration of impression making on a patient by the mentor, followed by the participant doing the same on patients. thorough lectures on Implant Prosthetic Armamentarium, Impression Techniques, Cement & Screw retained prosthesis, Failures and Management

### Day 4:

Impression Taking and prosthesis delivery on patients.



Course Features	Course Benefits	Course Value
More case doing options	Experience you gain in a short time with the mentor.	Confidence in own clinic for your cases.
Short timing of courses	Don't have to miss your regular practice for the course useful for outstation practioners.	Peace of mind, not to worry about your clinic and patients while doing courses.
Periodic Interval Visits	you will be able to do own implant cases and share the difficulties in the next session.	Course will be an enjoyment
Implant Kit Availability.	Can take up any walk-in implant cases anytime.	Armamentarium availability gives a motivation to do new cases.
Low fees among all Institutions.	All Implant centres offers one implants only for a larger fee.	We add more value to budget learners with experience as a great benefit.
Expert Mentors	Learn all the Practical knowledge from the experience.	Gain a deeper Insight about the subject for those who want to learn more.
Post course support.	Can bring in own patients for doing implants.	Can gain confidence till you handle independently.

## Implant Competence Program

**6 Days  
1 case  
No Kit  
1 implant  
₹70,000**

**₹55,000/-**

**6 Days  
3 cases  
No Kit  
3 implant  
₹1,00,000**

**₹85,000/-**

**6 Days  
3 cases  
+ Kit (or)  
6 implants (no Kit)  
₹1,20,000**

**₹99,000/-**

**6 Days  
5 case  
+ Kit (or)  
8 implant (no kit)  
₹1,50,000**

**₹1,25,000/-**

**6 Days  
7 case  
+Kit (or)  
10 implant (no kit)  
₹2,00,000**

**₹1,50,000/-**



Free accommodation for 4 days  
on double sharing basis  
Worth Rs 6,000/- if no partner  
available 50% hotel fees will be  
given by the academy.

# Course Photos



## Testimonials



**Dr. Dery Tuopar BDS MDS FDS RCS**  
UK

I am practicing in UK for the 15 years. This course conducted by malligai dental academy was very useful for me to understand & do Implant diagnosis, treatment planing and basic implant treatment by myself. I am very satisfied and I recomend it.



**Dr Sameer Mohammed BDS FDS RCS**  
UK

As an consultant in UK this Implant course was very useful for me and I have implemented it in my every day practice. I like it and i recomend it. I also recomend this course conducted by Malligai Dental Academy to all the other general Practitioner.



**Dr.B.Thomas Edvin Raj BDS**  
Pondicherry

I was very skeptical about it initially, but now I started seeing this course was very useful in my practice. I recomend this course to every doctor who wants to incorporate Implant in clinical practice and also the whatsapp support group was very useful for me.

## Course Director



**Major. Dr. Pravin Prathip.J**  
BDS, MD(AM), FICOI(USA), FIAFO  
Indian Army Ex.Dental Officer  
Dental surgeon & Implantologist  
Founder of Malligai Dental Hospital  
and Malligai Dental Academy

**REGISTER  
NOW!**



**MALLIGAI DENTAL ACADEMY**

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## Registration

### Implant Course

Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

Registration Fee: \_\_\_\_\_

### Payment:

Cash

Cheque/DD Details: \_\_\_\_\_

Account Number: 201000215074

Account Name: Malligai Dental Academy

IndusInd Bank, Chennai Ashok Nagar Branch

IFSC code: INDB0000177

Please make the cheque /DD payable to

**"Malligai Dental Academy"** payable at chennai