

Sunstar GUIDOR Distributor Business Meeting

Saturday, 15 June 2019

Language of the event English

Location Crowne Plaza Frankfurt Congress Hotel

Program

- 9:00 – 9:30 Welcome Message *Ingmar Kupferer*
→ Presentation Sunstar and GUIDOR
→ Presentation of the history of *easy-graft* and *matrix barrier*
→ Business update for each country – successes and milestones
- 9:30 – 10:30 Use and usage of the Basic Sales Presentation (BSP) *Ingmar Kupferer*
→ *easy-graft*
→ *matrix barrier*
→ Why a “Copy for Dentists” and a “Copy for Sales Reps”
- 10:30 – 10:45 Coffee break
- 10:45 – 11:30 Use and usage of the Basic Sales Presentation (BSP) – Part II . . . *Ingmar Kupferer*
- 11:30 – 12:30 Use and usage of the Sunstar App *Ingmar Kupferer/ Marck Harb*
→ Bring you Tablets and request your Sunstar App access upfront
- 12:30 – 13:30 Lunch break
- 13:30 – 14:00 Use and usage of the Sunstar App – Part II
- 14:00 – 14:45 Scientific evidence *Dr. Reto Rapold*
- 14:45 – 15:45 Live demonstration of a typical End-User contact *Ingmar Kupferer*
→ at an exhibition/ congress
→ in the Dental clinic
→ Interactive part – role play – involvement of all participants
- 15:45 – 16:00 Coffee break
- 16:00 – 17:00 Sales and Marketing tools. *Ingmar Kupferer*
→ What to be used during a sales call
→ What to be handed over
→ Which materials are available in digital format
- 19:30 Mutual Dinner (Restaurant to be confirmed)

Sunstar GUIDOR Dentist Training and Workshop

Sunday, 16 June 2019

Language of the event English

Location Crowne Plaza Frankfurt Congress Hotel



Muzafar Bajwa, MSc

Program

- 10:00 – 10:05 *Welcome Message* *Ingmar Kupferer, MBA*
 → Presentation Sunstar and GUIDOR
 → Presentation of the history of *easy-graft* and *matrix barrier*
- 10:05 – 10:30 *Product presentation and Hands-On Workshop* *Ingmar Kupferer, MBA*
 → *easy-graft* and *matrix barrier*
 → First touch Hands-on (gypsum models)
- 10:30 – 11:15 *Scientific evidence*..... *Dr. Reto Rapold*
- 11:15 – 12:45 **Contemporary and predictable ways of augmentation –
 for the daily clinical success**
easy-graft and *matrix barrier* in the daily clinical routine – Part I... *Muzafar Bajwa, MSc*
 → Cases/ evidence/ results over time
 → Socket preservation/ Immediate Implantation/ Ridge enlargement
- 12:45 – 13:30 *Lunch break*
- 13:30 – 15:15 *easy-graft* and *matrix barrier* in the daily clinical routine – Part II.. *Muzafar Bajwa, MSc*
 → Sinus augmentation
 → Lecture: procedure, materials, techniques, routines
 → Sinus Lift demonstration (Model)
- 15:15 – 15:30 *Coffee break*
- 15:30 – 16:15 *Summary of the day + cases* *Muzafar Bajwa, MSc*
 → Questions and Answers
 → Case discussions (cases handed in by participants)
- 18:30 *Mutual Dinner (Restaurant to be confirmed)*