

WHO WE ARE

The Colorado School of Dental Assisting has been in operation since April 2001. G. Peter Najim, D.D.S., was practicing dentistry in Carson City, Nevada when he decided to open a dental assisting school in his own office due to the lack of trained help in the area.



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After moving to Colorado, he and Zoe C. Najim, with a Master's in Education, then opened a school in Denver. Since then, the CSDA has opened three more locations in Colorado and has become the main source of income for the Najims.

There are currently four successfully operating schools in the state of Colorado. Because of CSDA's streamlined, organized and successful systems of operation, the Najims have decided to create the National School of Dental Assisting Franchise.

From census data and dentists across the country, it is confirmed that there is a shortage of trained dental assistants in many areas of the nation. This presents an opportunity for you to open your own dental assisting school in your dental office.



Financial Benefits

The nature of a dental practice restricts a dentist to only making income while practicing dentistry. An NSDA school allows income to be produced during hours when the office is normally closed and without the dentist being present. A school running at full capacity (12-14 students) will make approximately \$12,000 net profit per each 12 week session. With four sessions per year you can make up to \$48,000 net profit per year, with the current \$2295* tuition, with little effort from the dentist.

* Tuition has been \$2,295 for three years and can soon be raised toward \$2,800 during the next few years. Current data is based on \$2,295 tuition.

PURCHASING AN NSDA FRANCHISE

To Purchase a National School of Dental Assisting Franchise, first, contact us to discuss terms such as your territory. We can be reached toll free at 800-509-2864, or by e-mail at pnajim@dentalassist.org. Next, we will send you the franchise agreement and the UFOC to review. After at least ten days of reviewing those documents, you can purchase the franchise by credit card or check, at which point we will send you the operating manual and begin the process of getting your school up and running. The franchise fee is \$9,900 plus a royalty fee.

Setting up your school will involve reviewing the operating manual, setting up a business and getting the proper business license and insurance, acquiring the license to operate a school in your state, which we will secure for you, and hiring the instructors. We include a full day of training in your office to train you, the administrator, as well as your teaching staff.

Open YOUR OWN Dental Assisting School

Opening and operating your own school is a simple and very achievable opportunity for you. With our systems in place, and your experience in dentistry, combined with your existing office and staff, you can operate a successful dental assisting school. Your existing front office staff can field phone calls, and your assistants or assistants from another office can be the instructors. Two instructors are used, with one teaching a four hour laboratory night during the week, and both together team-teaching on a Saturday or Sunday. This will allow you to earn extra income without the difficult and stressful work of doing more dentistry, and offer yourself and the dental community a supply of trained dental assistants.

Having a school in your office will allow you to use your office during "down times" for a productive secondary business. Our classes are taught on evenings and weekends, when your office would normally be closed. Students like this schedule as they can hold a full-time job while attending classes.

CURRICULUM INCLUDES:

- Lesson plans
- Checklists
- Handouts
- Teaching theory
- Quizzes
- Exams
- Grading Formula
- Video List
- List of Vendors
- List of Supplies and Educational Aids

ADMINISTRATIVE ITEMS INCLUDE:

- Website that calculates final grades automatically and allows students to access their grades, transcripts and certificates
- Student database format
- Examples/samples of the following documents:
 - Enrollment Agreement
 - Certificate and Transcript
 - Acceptance Letter
 - Application Form
 - Catalog

BUSINESS ITEMS INCLUDE:

- Advertising and Marketing Ideas provided in a written format with curriculum and on CD-ROM.
- Securing the state license to operate a school.
- Franchise with license to use curriculum for your school.
- A website, designed by NSDA, to market your school.

TRAINING INCLUDES:

- Training of instructors and administrative personnel
- Option for instructors to observe a live class in Colorado

