

# A Million Magic Bullets:

The myriad of LITTLE things that HUGELY influence patients to choose your practice and ultimately say YES to your treatment!



Dr. Jason Souyias



Mr. Cameron Full

## FAP 2026 Winter Meeting

February 6-7, 2026

*Dynamic Speakers Great for Doctors and Their Dental Teams*

Join us for two days of education and networking with the Florida Association of Periodontists



This year's Winter Meeting offers an exceptional practice management day of learning from Dr. Jason Souyias and Mr. Cameron Full. Bring your treatment planning coordinator, office manager, and dental assistants. In addition to CE\* and resident presentations, explore the exhibit hall while networking with peers and industry friends. See page 2 for the complete agenda. The more the merrier! We encourage you to invite a colleague who may not be a member, so they can see what we are about.

**AN FAP TRADITION AND MEMBER BENEFIT!**

### Annual Senior Residents' Day

Friday, February 6, 2026 from 2:30 pm – 5:00 pm | 2.5 CEUs  
Nova Southeastern University/University of Florida



**HOTEL GROUP RATE: \$249 PER NIGHT!**

**Wyndham Grand Orlando Resort Bonnet Creek**  
14651 Chelonia Parkway, Orlando, FL 32821

When the meeting concludes, you'll have plenty of options for fun in Orlando! Meeting rate: \$249.00/per night with NO resort fee, \$15.00 self-parking overnight.

Go to [www.floridaperio.org](http://www.floridaperio.org) to book online or call 866-269-8971. **Room block expires Jan. 5, 2026.**

\*Continuing Education credits available for doctors: 2.5 CEUs for attending Resident Presentations and 3 Practice Management CEUs for attending Dr. Souyias and Mr. Full's lecture.

Florida Association of Periodontists | (352) 232-6800 | [fap@tampabay.rr.com](mailto:fap@tampabay.rr.com)

## Meeting Highlights

UF/NSU Senior Residents' Presentations

Practice Management Lecture

Welcome Happy Hour

FAP Business Meeting and Luncheon

Exhibitors

*Bring your office shopping list and support our vendors!  
Place your orders at the meeting.*



**LIMITED SPACE!  
REGISTER TODAY**

[Click here](#), scan the QR code or visit [www.floridaperio.org](http://www.floridaperio.org)

# FAP 2026 Winter Meeting

February 6-7, 2026

Wyndham Grand Orlando Resort Bonnet Creek



**A Million Magic Bullets:** The myriad of LITTLE things that HUGELY influence patients to choose your practice and ultimately say yes to your treatment



Dr. Jason Souyias



Mr. Cameron Full

We often see practices investing significant time and money into attracting more new patients or attending continuing education courses promising to deliver twenty “All-on-X” cases a month. Everyone is constantly searching for a single magic bullet to transform their practice. Here’s a little secret: There isn’t one...there’s a million!

The truth is it is the countless small, intentional actions that make the biggest impact. This course will cover best practices to help patients choose your practice and, ultimately, say “yes” to your proposed treatment.

### 3 PRACTICE MANAGEMENT CEUs

This course will focus on these five areas of your practice:

1. Patient Acquisition and Digital Strategy: Developing and implementing strategies to attract new patients.
2. Phone Answering and New Patient Intake: Ensuring efficient and welcoming processes for initial patient contact.
3. First Office Visit / New Patient Examination: Creating a seamless and thorough experience for first-time patients.
4. Treatment Presentation: Effectively communicating proposed treatments to patients for better understanding and acceptance.
5. Follow-Up Systems: Establishing processes to engage with never-seen patients and those with proposed but unscheduled treatments.

ABOUT THE SPEAKERS (read complete bios online):

#### Dr. Jason Souyias

Dr. Jason Souyias is a distinguished leader in the field of periodontics, where he combines deep clinical expertise with a forward-thinking approach to the business of dentistry. He brings a powerful, real-world perspective from his over 20 years of full-time private practice, which is renowned for its incredible patient experience and communication. Dr. Souyias is committed to sharing his knowledge with dentists and hygienists. Furthermore, as the co-owner and co-founder of Referral Lab, an innovative business analytics software, he is at the forefront of using technology to help dental practices succeed. He will be sharing his unique insights drawn from years of experience as an elite clinician, educator, and entrepreneur.

#### Mr. Cameron Full

Blending leadership, creativity, and technology, Mr. Cameron Full brings expertise in business management and digital solutions across diverse markets, specializing in envisioning and implementing technology models, driving measurable results, and applying a project management approach rooted in critical thinking, efficiency, data, and design. As co-founder of Referral Lab, he identified core challenges in referral tracking, workflow accountability, and task management across specialized medical practices, leading development of a software platform now deployed across 300+ locations and used by over 3,000 professionals.

## Meeting Agenda:

### FRIDAY, FEBRUARY 6

2:30 pm – 5:00 pm

#### 21st Annual NSU/UF Presentations

You are invited to attend and support the NSU/UF Senior Residents as they present their case studies. An interesting and informative afternoon. 2.5 CEUs

5:00 pm – 6:30 pm

**Happy Hour:** Decompress, catch up, enjoy music, and kick off the meeting enjoying a drink with your peers and vendors. Pick-up your “Visit Vendors” entry form and get an early start to qualify for drawings on Saturday!

### SATURDAY, FEBRUARY 7

7:30 am – 8:45 am

Registration, light breakfast, visit vendors and enter to win!

9:00 am – 10:30 am

**Dr. Jason Souyias and Mr. Cameron Full Lecture Begins**

10:30 am – 11:00 am

Break and keep working on your “Visit Vendors” form to qualify for drawings.

11:00 am – 12:30 pm Lecture continues

12:30 pm – 1:30 pm

**FAP Luncheon/Business Meeting** for dentists. *Lunch on their own for dental team members.*

1:30 pm – 2:30 pm Lecture Continues

2:30 pm – 3:00 pm

Break and “Visit Vendors” Drawings! Must be present to win.

3:00 pm – 4:00 pm Lecture concludes

*Continuing education vouchers will be distributed at the conclusion of each lecture. FAP reserves the right to change the meeting schedule as deemed necessary.*



## REGISTER TODAY!

[Click here](#), scan the QR code or visit us online at [www.floridaperio.org](http://www.floridaperio.org).

Questions? Call us at (352) 232-6800.