

THE SECOND ANNUAL DENTAL AND MEDICAL INSURANCE EXTRAVAGANZA

FOR THE MODERN WELLNESS PRACTICE

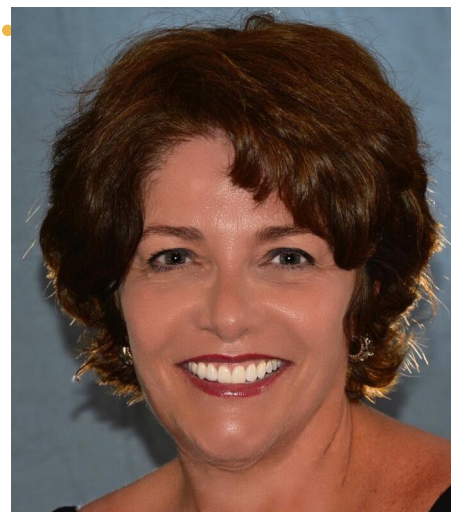
AT THE PALMS, LAS VEGAS
OCTOBER 17 & 18TH, 2019

DENTAL HYGIENE PRACTICE EXPANSION

➤ Your team will learn how to increase overall practice profitability

This program will address the consultative approach of taking our patients down the path of discovery into new treatment discussions that meet the challenges of implementing these required Classifications/diagnostic changes in your practice. Learn communication strategies directed at the patient creating a total “value” proposition making it easier for the dental provider to discuss and for the patient to accept treatment that will increase production and profitability through your hygiene department.

Join us as we look at Transformations: today’s economics, systemic health risks, quality of life, and longevity as the communication keys essential for patient treatment acceptance. The changing face of economics, retirement and employment has created a new level of dental patient seeking answers to unfamiliar questions. Science has shown the way forward. Both the healthcare profession and the patient population now recognize many health conditions originate in the oral cavity and can exacerbate other medical conditions.



presented by Janet Press

DAY ONE HYGIENE BREAK OUT, 10:00 AM TO 4:00 PM

- Communicate awareness by prioritizing patient’s overall wellness as your primary goal.
- Take a diagnostic walk in patient relationship building associating dental diagnosis with their medical risks.
- Learn the definitions as laid out by American Academy of Periodontology 2019 for treatment evaluation and authentication of the Periodontal Diseases/Biofilm induced infection.
- Prioritize Gingivitis diagnosis as the gateway to the systemic cascade of inflammation.
 - Special presentation by the team at Florida Probe is included in this Day One Break Out Session

DAY TWO HYGIENE BREAK OUT, 9:15 AM TO 4:15 PM

- Recognize and establish the diagnostic level of the patient’s periodontal disease classification.
- Identify and implement the stage and grade of Periodontitis.
- Implement Implantology diagnosis according to the “New” Implantology Classification
- Overcome the stumbling blocks to the Classification System by breaking habits/boundries associated to past treatment planning and standards.
- Create a menu of available treatment options without pushing a shopping cart of decisions at your patients.
- Increase the number of patient diagnosis and enrollment into codable treatment for practice success.
 - Special presentation by Duane Tinker of Dental Compliance Specialists, is included in this Day Two Break Out Session

Proudly sponsored by **FLORIDA PROBE**
PROBE. CHART. EDUCATE. MOTIVATE.