



METRO FALL FESTIVAL

OCTOBER 30, 2015



Sheraton Parsippany Hotel
199 Smith Rd.
Parsippany, NJ 07054



Kimberly Brozovich, Chief Advisory Services Officer, Jameson Management

CASE PRESENTATION: Overcoming "I'll Think About It"

Tired of investing your time and energy into a treatment presentation only to have the patient say, "I'll think about it." In today's economy, money is the dental professional's primary obstacle for a patient to move forward with the recommended treatment. Have you found this to be true in your practice? Are you finding that no matter how great your dentistry is you just can't seem to get your patients over the financial hurdle? If so, discover, develop, and implement the techniques and skills needed to get patients to say YES to treatment. Each member of your team plays an important role in getting the patient to accept treatment they NEED and WANT! This course provides you and your team with the know-how to do just that.



Garry L. Bey, DDS

Single Visit Endo on BOTH Vital and Non-Vital Teeth: Increase Success While Increasing Profits: Dr.

Garry Bey teaches a technique for performing root canals in one visit with greater success and more profit than a multi-visit procedure (for both infected and non-infected teeth). The advantages of one appointment endodontics are many, including less post-operative pain, fewer emergency visits and greater patient satisfaction. This procedure can be learned quickly and can be performed by most general dentists.



John Bowler, Unitas Dental

EFFECTIVE PPO MANAGEMENT: This course will help you understand the nature of the PPO market, establish a strong negotiation position, and build an effective market position. Unitas Dental will also review effective claim submittal including proper coding and narratives to maximize reimbursements.



Michael K. Koceja, DDS

INCORPORATING A DIODE LASER INTO YOUR PRACTICE "TODAY": Dr. Koceja will teach you what to look for when purchasing a Diode laser, how to maximize the Diode laser for everyday procedures, better impressions, soft tissue recontouring, and soft tissue lesion removal. He will also go over the Periodontal applications of the Diode laser and the clinical research that supports its use. Additionally he will show you how to get paid for the procedures you do and how to incorporate Laser technology which will impress your patients.

JOIN US for a full day of seminars and meet our vendor partners. See the latest in dental technologies, the newest product offerings, and have one-on-one discussions with over 60 dental manufacturers in our convention-style ballroom.

TO REGISTER

Email: HSDMetroCenter@Henryschein.com

Phone: 973-227-3533

Online: <http://hnrisc.hn/AMFF3978>

Registration fees are \$199 for Doctor, \$99 for Auxiliary

Fee includes breakfast, lunch, CE seminars, and vendor fair!

Privileges Members discounted price of \$159

HENRY SCHEIN®
DENTAL





ORAL CANCER SEMINAR: Today, oral cancer kills one person in the US every hour; the five-year survival rate has not changed in over 40 years. These are shocking statistics. It's time for these statistics to change. Dentists have tools available that can enhance early oral cancer detection and it's time to recognize what they are. Health care experts now recommend that all adults beyond the age of 18 receive annual oral cancer screenings. Do dentists know why? Are dentists seeing everything that they should by merely doing traditional extra/intra-oral screening examinations? How effective are dentists in dealing with oral cancer detection? It's about time that they know.



Cardio Partner Resources

BSL for Healthcare Providers: The Basic Life Support (BLS) for Healthcare Providers Classroom Course is designed to provide a wide variety of healthcare professionals the ability to recognize several life-threatening emergencies, provide CPR, use an AED, and relieve choking in a safe, timely and effective manner. Attendees will receive an American Heart Association BLS for Healthcare Providers Course Completion Card which is valid for two years and 4 CE credits.



James Stein, DMD

THE DIGITAL WORKFLOW: HOW TO MAKE IT WORK FOR YOU: Follow the procedures and workflow to utilize digital dentistry and CAD/CAM restorations on both natural teeth and implant supported restorations. The use of diagnostic CBCT, intra-oral digital impression scans and computer guided surgical planning to design a milled surgical guide for "incision free" implant placement will be simplified. Implant scan bodies, CAD/CAM milled provisional restorations, abutments and ceramic final restorations will be explored. This presentation will demystify each of the above steps, while integrating these new technologies in a practical way to benefit the patient.



Roy S. Shelburne, DDS

CLINICAL RECORDS PREVENT CRIMINAL RECORDS: Dr. Shelburne went to prison on August 20, 2008 and was released on May 14, 2010 and learned a series of lessons the hard way. There are ways to protect and defend a dental practice and to prevent what happened to him from happening to you. You can protect your practice in the event of a Board complaint, insurance audit, malpractice claim, or criminal complaint. Dr. Shelburne found that his records and systems were faulty. He learned that it is critical and possible to implement protocols and form a defensive systemic approach to record keeping. Know that if it's not in your clinical record, you didn't see it, you didn't say it, you didn't do it, it didn't need to be done, and it doesn't exist...from the legal perspective. To be prepared for any challenge the whole dental team must be careful, concise, complete, and diligent, not just the doctor. Learning and implementing this no non-sense team approach to record keeping could mean the difference between success and failure in the event of an action or challenge to your practice.



Julie Shaffer, Training Director for Compliance Training Partners

OSHA, HIPAA, and Infection Control: Review the OSHA standards including the Hazard Communication Standard, Bloodborne Pathogens Standard and all applicable subparts. Fulfill the annual OSHA requirements for you and your staff.



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