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Dr. Blair is dentistry’s leading authority on insurance coding strategies, fee positioning and strategic planning. He is an author and frequent publisher and lecturer. He received his dental degree from the University of North Carolina at Chapel Hill and is the CEO of Dr. Charles Blair & Associates located in North Carolina.

**Stay Out of Jail: Avoid Coding Errors and Excel in Insurance Administration**

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Coding errors are predictable in today’s dental practice. Learn the top coding errors and how not to make them. You will also receive new, valuable information on some of the “hot” sections of the CDT code, which you can use to identify and fix coding problems that lurk in your practice. Most practices can expect legitimate net increases in cash flow immediately by learning how to do it right. Dealing with insurance is overwhelming, but key strategies can save you time, prevent hassles and keep you out of jail.

**Learning Objectives:**
1) Learn through predictive error correction how to avoid typical coding errors.
2) Gain knowledge in proper narratives and documentation.
3) Gain knowledge in co-pay forgiveness, discounting, multiple fees, and NPI numbers.
4) Gain knowledge in how to handle patient gifts, evaluate and deal with PPO’s and deal with the unclaimed property office.
Update on Caries Disease: What It Is and What To Do About It

Tremendous progress has been made in our understanding of caries disease resulting in better assessment and management tools for this most fundamental of dental diseases. This lecture is for all dental personnel who wish to review, update, and further their knowledge of diagnosis and optimal management of caries. Presentation of the most current protocols for caries management by risk assessment (CAMBRA) and caries prevention/management tools (SDF, fluoride pastes and rinses, etc.) and options for minimally invasive comprehensive restoration of carious lesions (sealants and beyond) will be discussed.

Learning Objectives:
1) Discuss the science of caries disease prevalence and the practicality of various methods proposed for eradicating, or at least controlling, caries disease.
2) Describe protocols for assessing and managing different levels of active caries disease and risk for future disease, from mild to extreme.
3) Provide detailed descriptions of treatment options, both chemical and mechanical, for different levels of caries disease and risk.
4) Extrapolate where the future of caries disease prevention and restorative options are likely to lead us.

It’s New, But Is It Any Better? Update on Local Anesthesia Pharmacology and Techniques

This lecture is designed for anyone who wishes to expand their understanding of the newest pharmacologic agents and delivery techniques of local anesthesia. A range of new anesthetic products, some already available and some still in development, will be presented, including needle-free delivery of local anesthetics such as nasal inhalation, compounded topical anesthetics, buffering of anesthetics, and anesthetic reversal agents.

Learning Objectives:
1) Discuss the science and effectiveness of new anesthetic delivery systems versus traditional methods.
2) Describe alternative techniques for delivering local anesthetic agents to address difficult anesthesia problems.
3) Logically problem-solve inadequate anesthesia situations or adverse reaction complications which may occur.
LESLIE CANHAM, CDA, RDA, CSP

Ms. Canham is a Certified Speaking Professional specializing in Infection Control, OSHA compliance and HIPAA regulations. Her business provides training, mock-inspections, webinars and consulting for dental offices. She has worked in the dental industry since 1972 as a dental assistant, treatment coordinator and office manager. Financial Disclaimer: Speaker received financial support from The HIPAA E-Tool and Sterisil.

Got OSHA? Easy Steps to Office Safety

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This fast-paced, entertaining program is designed to familiarize the participant with the basic elements of an OSHA safety program for dentistry while meeting the annual bloodborne pathogen training requirements. Take home tools include: checklists for conducting an OSHA inspection, designing a “personalized” OSHA safety plan, tips for organizing an OSHA safety meeting that meets the annual bloodborne pathogen training requirements, a sample exposure incident plan, and other helpful resources.

Learning Objectives:
1) Recognize hazards in the dental office.
2) Learn how to meet OSHA requirements for dentistry.
3) Explain how to manage an exposure incident.
4) Understand how to maintain and update an OSHA manual.

Infection Control Teamwork – How to Make Infection Control Sticky

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Recent breaches in infection control demand that we review and fine tune our infection control knowledge, skills and procedures. Learn how to update existing infection control practices to meet the dental board and current CDC Guidelines. Examples of infection control Do’s and Don’ts and hands-on demonstrations will provide the participant with valuable tips. This program will motivate the participant to strive for infection control excellence.

Learning Objectives:
1) Understand how to incorporate the CDC Guidelines in your practice.
2) Learn how to achieve a culture of infection prevention and safety compliance through teamwork.
3) Identify resources for infection control and safety.
SPEAKERS AND COURSES

LESLEY CANHAM, CDA, RDA, CSP

CSI Dental Office – Criminal Microbes and Survivor Sterilization Rooms

Leslie takes the clinical team to a dental office infection control crime scene. Learn how to stop criminal microbes and explore the dangers of the survivor sterilization room. Tooth whisperers are responsible for appropriate sterilization and infection control procedures. Protect yourself and your patients from infectious disease transmission. It’s easy, once you know the steps, you’ll be dancing with the scalers! Infection control training is a must for dental health care providers, but who says it has to be boring!

Learning Objectives:
1) Identify common errors in infection control and sterilization procedures.
2) Learn the proper selection and use of infection control products.
3) Develop written protocols for instrument processing and operatory cleanliness.

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HIPAA – What’s New and What Do I Have to Do?

Learn the top ten tips to comply with HIPAA regulations to protect the practice and prevent breaches. Discussion of computer and internet etiquette will raise awareness so your practice doesn’t become the target of a cyber-attack.

Learning Objectives:
1) Understand how HIPAA regulations apply to a typical dental office.
2) Learn about patient’s rights and how to comply with their requests.
3) Find reliable resources for HIPAA compliance and training.

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HAROLD L. CROSSLEY, D.D.S., M.S., PH.D.

Dr. Crossley is Professor Emeritus at the University of Maryland Dental School. He has co-authored a number of articles and four books dealing with the field of pharmacology. He has been a consultant to the United States Drug Enforcement Administration and other law enforcement agencies since 1974.

**The Weed of Today is Not Your Momma’s Weed**

This lecture will be devoted to cannabis (marijuana). Forty states have legalized marijuana use for medical or recreational use. Inevitably, some of these marijuana users will be treated by the dentist or hygienist. What is it? What are “shatter”, “wax”, “dab” or “scat” and how do they differ? What is vaping? What are the dental consequences of CBD oil? This presentation will discuss some of the concerns about marijuana use/abuse, and its bearing on dental treatment.

**Must be 18 years of age or older to attend this lecture.**

**Learning Objectives:**
1) The evidence supporting medicinal uses.
2) The meaning of shatter, dab, wax and scat.

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**Pharmaceutical and Street Drug Abuse: What Your Patients and Your Kids are Not Telling You!**

The dental team is in a unique position providing dental care to a patient population that may be regular users or experimenting with mood altering drugs. What are the synthetic cannabinoids, cathinones, and opiates that are killing our youth? This dynamic and graphic presentation will take you from the streets and into the office to help you identify and manage the substance abusing patient. Discussion includes the sign and symptoms of commonly abused prescription and illicit drugs.

**Must be 18 years of age or older to attend.**

**Learning Objectives:**
1) The signs and symptoms of commonly abused prescription and illicit drugs in patients.
2) What medications to avoid with the suspected drug abusing patient.
3) How to recognize and manage the doctor shopper.
4) How to manage the chemically-dependent patient.
SPEAKERS AND COURSES

ARTHUR W. CURLEY, J.D.

Mr. Curley is a senior trial attorney in the California healthcare defense firm of Bradley, Curley, Barrabee & Kowalski, PC. He is currently an Assistant Professor of dental jurisprudence at the Arthur A. Dugoni School of Dentistry in San Francisco and an Adjunct Faculty Professor at the University of California, San Francisco.

Dental Ethics

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This dental ethics program is based on the ADA Principle of Ethics and Code of Professional conduct. The speaker will review topics that include patient autonomy, beneficence, justice and veracity principles and will comply with the Minnesota Board of Dentistry every two-year requirement for CORE competency, ethics. The speaker will offer tips and guidance on compliance with ethical requirements.

Learning Objectives:
1) Recognize the scope of current ethical issues in a dental practice.
2) Avoid or prevent clinical ethical problems in practice.
3) Educate associates and staff on how to resolve ethical issues or problems if they occur.
In an overview of the latest technology being integrated in today’s practices, learn about products in the following areas: cameras — digital and intraoral; caries and oral disease detection and more; and a new look at using remote teledentistry services and keeping technology in line with new protocols. Specific examples, many of which are used in Dr. Feuerstein’s private practice, will demystify many products and help you make intelligent design and purchase decisions. There will also be a look at several interesting new products that have recently come to the marketplace and some that have not yet arrived.

**Learning Objectives:**
1) Learn about the newest high tech products.
2) Receive information to help make informed purchase decisions for the practice.
3) See how the products are used clinically in a typical general practice.

**Course Details:**
- **Course #:** F06
- **Tuition:** $45
- **Credits:** 2.0 Fundamental CEs
- **AGD Code:** 010

**PAUL FEUERSTEIN, D.M.D.**
Dr. Feuerstein maintains a general dentistry practice in Massachusetts. He installed one of dentistry’s first ‘in-office’ computers in 1978 and has been teaching dental professionals how to use computers since then. He is currently the Technology Editor of Dentistry Today and authors many technology articles and frequently lectures at national and local dental meetings. Financial disclaimer: Speaker is a consultant to Philips, Acteon, Garrison, BienAir, CAO Corp., Henry Schein, Dental Rat, and Bausch Dental.

**Diagnosis, Planning and Treatment Using New 3D Technology**
A review of the latest digital impression systems, an introduction to Conebeam CT and a look at the integration of both technologies. New developments will be presented and discussed showing specific examples. See the flow using digital diagnostics, CAD/CAM systems, software, implant planning, related laboratory services and using other exciting emerging products including 3D printing.

**Learning Objectives:**
1) Learn about the newest high tech products.
2) Receive information to help make informed purchase decisions for the practice.
3) See how the products are used clinically in a typical general practice.

**Course Details:**
- **Course #:** S05
- **Tuition:** $45
- **Credits:** 2.0 Fundamental CEs
- **AGD Code:** 250
Are ultrasonics just for the removal of heavy deposits of supragingival calculus? Absolutely not. Significant evidence supports the use of ultrasonics for definitive subgingival debridement, de-plaquing and debridement of implants. However, the expanded application of ultrasonics requires clinicians to possess an understanding of the technology to ensure treatment goals are met and patient safety is not compromised. This course will focus on the changes in the treatment of periodontal disease and its impact on ultrasonics, differentiation between power scaling technologies; insert selection; clinical instrumentation techniques and treatment protocols. Participants will be able to immediately apply the information gained in this course to change their use of ultrasonics in clinical practice.

**Learning Objectives:**
1) Discuss the changes in the treatment of periodontal disease and its impact on ultrasonic debridement.
2) Differentiate between power scaling technologies and its rationale for use.
3) State the clinical protocols required when using ultrasonics.

**Extrinsic Stain Removal: More than a Rubber Cup and Polishing Paste**

Typically extrinsic stain removal (also known as polishing) is performed using a rubber cup and polishing paste. However, with the changes in the type of restorations placed, clinicians must now focus on selecting a suitable polishing agent and equipment that will not only remove stain, but also not be abrasive and not have a negative impact on the restoration or tooth surface. This course will focus on the use of alternative polishing agents; paste free polishing angles; polishing discs and points; cleaning agents and air polishers based on the type of stain and the surface to be polished. Following the completion of this course, the participant will have a thorough understanding that a single treatment strategy to remove extrinsic stain is not the standard of care.

**Learning Objectives:**
1) Identify the etiology of extrinsic tooth stain.
2) Discuss the various polishing agents and polishing equipment that are available for extrinsic stain removal.
3) Select the appropriate treatment strategies to safely and effectively remove extrinsic stain.
Dr. Graham is an internationally recognized lecturer extensively involved in continuing education for dental professionals. He is a published author in many leading national and international dental journals and founder of Catapult Education. He maintains a private practice in Chicago, IL. Financial Disclaimer: Speaker is a consultant for Weave, Smart Mirror and Doxa.

Geriatric Dentistry: The Fastest Growing Demographic in Dentistry

The ADA in its demographic data has presented that this age group of patients will be a significant driving force for growth in our practices, along with the strong need for advanced dental care. This course will focus on why CBCT imaging has become essential is your diagnostic approaches. Part 2 of this course will feature some unique restorative approaches for this group.

Learning Objectives:
1) Today’s Geriatric Initial Exam: The essentials to understand why you see so much more with CBCT imaging and why they become a must have in diagnostics
2) Single tooth rehabilitation emergencies: exploring new products and techniques

Dentistry 2020: The Business of Dentistry in this COVID Era

Forget everything pre-2020, survival for a dental office today must involve contemporary business concepts that enable it to run extremely efficient and yet be incredibly personal. Forget just watching how much a bib costs or how much cash you have in your office checking account, this course is all about understanding the latest economic and demographic changes in dentistry and what you can do to prosper, versus joining every PPO and hoping to pay your monthly lab bill!

Learning Objectives:
1) Actionable analytics that drive your huddles and monthly meetings.
2) Understanding how best to utilize today’s technologies that can grow your business and clinical efficiency.
3) Why today more than ever, it’s time to incorporate your own in-office dental plans and unique financing options for your patients.
SPEAKERS AND COURSES

LOU GRAHAM, D.D.S.

Upping Your Game in Periodontal Maintenance in the COVID Era

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The foundation of this course is based upon the following: practice growth equates directly to hygiene growth. Now, as we enter the COVID era, there will be distinct changes that will elevate the role of the dental hygienist and equally, move their practice far beyond “just a cleaning”. From diagnostics to new protocols, techniques and products, this course will focus on safety and why this is a new era in dental hygiene.

**Learning Objectives:**
1) Redesign the entire hygiene “one hour” to maximize treatment, diagnostics and communication.
2) The huddle, why it may no longer be “just once a day”
3) Why the recall exam may be a tele-dentistry experience.
4) Maximizing outcomes with lasers and oxygenation.

These programs are sponsored by an unrestricted educational grant provided by PerioProtect, PreXion, Kettenbach and Kleer.
KENNETH M. HARGREAVES, D.D.S., PH.D.

Dr. Hargreaves received his DDS from Georgetown, his PhD from USUHS and Endodontics from the University of Minnesota. He is the Chair of Endodontics at the University of Texas San Antonio. He maintains a private endodontic practice and is a Diplomate of the ABE.

Successful Management of Acute Dental Pain

This evidence-based course is designed to provide effective and practical strategies for managing acute dental pain emergencies. The latest information on NSAID, acetaminophen-containing analgesics and local anesthetics will be provided with the objective of having immediate application to your next patient emergency. Want to know how to anesthetize that hot tooth? How to predictably manage severe acute pain after surgical or endodontic treatments? How to combine common medications to improve analgesia? This course will answer these practical tips and more using a lecture style that emphasizes interactions with the audience in answering common pain problems with useful solutions.

Learning Objectives:
1) Describe a fast and efficient routine for managing dental pain emergency patients.
2) Select the best combination of analgesics to manage dental pain that avoid or minimize the need for opioids.
3) Provide effective local anesthesia to the classic “hot” molar case.

Issues in Managing the Persistent Endodontic Infection

This evidence-based course is designed to provide effective and practical strategies for managing dentoalveolar infections. The latest information on NSAID, acetaminophen-containing analgesics and local anesthetics will be provided with the objective of having immediate application to your next patient emergency. Want to know how to anesthetize that hot tooth? How to predictably manage severe acute pain after surgical or endodontic treatments? How to combine common medications to improve analgesia? This course will answer these practical tips and more using a lecture style that emphasizes interactions with the audience in answering common pain problems with useful solutions.

Learning Objectives:
1) Describe a fast and efficient routine for managing dental pain emergency patients.
2) Select the best combination of analgesics to manage dental pain that avoid or minimize the need for opioids.
3) Provide effective local anesthesia to the classic “hot” molar case.
Dr. Hempton is a Diplomate of the American Board of Periodontology and also maintains a private practice in Dedham, MA. He is an adjunct associate clinical professor at Tufts University School of Dental Medicine and a former clinical instructor at Harvard School of Dental Medicine.

The Periodontal Co-Therapist: Contemporary Periodontology for the RDH

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In addition to providing patient care, dental hygienists educate and advise their patients regarding etiology/risk factors, proposed therapeutic options and the treatment experience. This program will present documentation of various clinical cases treated with non-surgical and surgical periodontal therapy. These cases will illustrate how contemporary periodontal therapy can be utilized to provide health, restore the periodontium and improve esthetics for our patients. Scientific evidence supporting the periodontal therapy used in each clinical case is examined.

**Learning Objectives:**
1) Review local and systemic risk factors for the development of periodontal disease.
2) Review the impact of non-surgical therapy on the subgingival biofilm and value of systemic and locally delivered antibiotics.
3) Assessment of commercially available periodontal medicaments and instrumentation.

Implant Therapy for the RDH

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In addition to providing maintenance for previously placed dental implants, the dental hygienist frequently confers with patients who are considering implant therapy as a treatment option. This course will review maintenance for implants with healthy peri-implant tissues and implants presenting with peri-implant disease. In addition, to facilitate a better understanding of the overall process of implant dentistry, the basics of surgical placement, bone grafting, prosthetic options, anatomical concerns and systemic factors will be reviewed.

**Learning Objectives:**
1) Techniques and instrumentation for implant maintenance.
2) Review anatomical concerns and systemic factors.
3) Describe the etiology, clinical appearance and management of problematic implants.
Chronic inflammation is reported as the strongest correlation between periodontal disease and systemic disease. While the inflammatory response is considered of prime importance to the body’s immune system in fighting disease, it can also have deleterious effects. When inflammation is unchecked, multiple systems within the body can be negatively affected. Systemic conditions of heart disease, diabetes and rheumatoid arthritis are commonly linked to periodontal disease, however current research is uncovering other connections like prostate diseases, and colon cancer. What clinical interventions can be employed to fight and prevent inflammation? Can nutrition as a lifestyle intervention reduce systemic inflammation? This informative and fact-filled course will provide tangible take-home lessons for immediate implementation in your practice.

**Learning Objectives:**

1) Recognize the mechanism and role of inflammation in the body.
2) Understand periodontal disease as a chronic inflammatory disease, affecting multiple systemic conditions.
3) Discover new connections between periodontitis, the prostate and colon cancer.
4) Address clinical and nutritional prevention strategies regarding inflammation.

Ms. Jaecks is owner of Kelli Jaecks/Verbal Impact, an educational company whose mission is to empower people to optimal health through education and entertainment. She is the author of the Amazon best-seller, “Martinis & Menopause” and a past president of the American Dental Hygienists’ Association.

**Body on Fire: Understanding Inflammation’s Role in Oral/Systemic Connections**

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The duties of the dental assistant are among the most comprehensive and varied in the dental office. The dental assistant performs many tasks requiring both interpersonal and technical skills. Although state regulations vary, responsibilities to the patients we serve do not. Ethical dilemmas are nothing more than complex situations that involve two or more choices, and selecting either of the choices results in some sort of conflict or transgression.

**Learning Objectives:**
1) Describe the evolution of healthcare ethics, including events that have affected development of the principles of ethics that guide the dental profession.
2) Understand how yesterday’s headlines have shaped how we do things today.
3) Identify current and emerging ethical challenges facing dental professionals.

Employee engagement is a concept that has begun to grab the attention of the corporate world for the past few years and has filtered into the dental profession. When simply put, higher levels of team member engagement involves increased profitability in the workplace, career satisfaction, and office dynamic harmony. The level of employee engagement can be measured by the willingness and ability of the team members to contribute to overall success.

**Learning Objectives:**
1) Explain the phases of team member engagement, including the 3 C’s of engagement.
2) Understand the differences in team member dynamics and how to work through it.
3) Summarize the benefits of a harmonious team environment.
2020 Star of the North Virtual Meeting

The most frequent type of dental procedure dental assistants perform with the dental team are restorative procedures. Dental assistants need to be innovative in their approach in getting the patient to accept treatment planning, knowledgeable and diverse in their skills sets and an effective communicator and leader to positively influence the overall camaraderie of the office in order to enhance patient care.

Learning Objectives:
1) Discuss how the use of technology has impacted the dental assistant and will continue to influence their career and future expansion of functions.
2) Discuss several ways in which dental assistants influence the team and can improve patient understanding of proposed treatment planning.
3) Discuss the use of teledentistry and collaborative management agreements to expand the dental team workforce into diverse populations which can streamline and enhance patient care.

NATALIE KAWECKYJ, LDA, RF, CDA, CDPMA, COA, COMSA, CPFDA, CRFDA, MADAA, BA

Beneath the Surface in the Dental Health Care Setting: Human Trafficking

COURSE #: F31B
TUITION: $15
CREDITS: 1.0 Fundamental CE
AGD CODE: 166

This program is designed for the entire dental team to familiarize them with the growing phenomenon of, and second largest criminal activity in the world, human trafficking. Learn how to recognize potential victims that may present in your dental practices.

Learning Objectives:
1) Describe human trafficking, including the types and those populations most vulnerable to trafficking.
2) Identify potential trafficked persons using clinical signs and screening tools.
3) Identify resources for reporting as well as assistance to trafficked victims.

The Impact of Innovation, Camaraderie and Diversity on Dental Restorations

COURSE #: S11
TUITION: $35
CREDITS: 2.0 Fundamental CEs
AGD CODE: 550

The most frequent type of dental procedure dental assistants perform with the dental team are restorative procedures. Dental assistants need to be innovative in their approach in getting the patient to accept treatment planning, knowledgeable and diverse in their skills sets and an effective communicator and leader to positively influence the overall camaraderie of the office in order to enhance patient care.

Learning Objectives:
1) Discuss how the use of technology has impacted the dental assistant and will continue to influence their career and future expansion of functions.
2) Discuss several ways in which dental assistants influence the team and can improve patient understanding of proposed treatment planning.
3) Discuss the use of teledentistry and collaborative management agreements to expand the dental team workforce into diverse populations which can streamline and enhance patient care.
NATALIE KAWECKYJ, LDA, RF, CDA, CDPMA, COA, COMSA, CPFDA, CRFDA, MADAA, BA

Bare-Minimum Barbie: Working with that Difficult Team Member

With the ever-changing needs of the dental patient and the diverse workforce of today, soft skills are necessary to communicate with one another, approach problem solving creatively, provide the leadership skills to succeed and to think creatively and critically. There is no set definition of skills as they are used personally and professionally. Explore how to anticipate and manage the changes seen in dentistry and how to interact with all types of team members.

**Learning Objectives:**
1) Explain ideal skills sought by employers and how to hone the soft skills you currently possess.
2) Identify intrapersonal skills versus interpersonal skills and when each may be used.
3) Explain the differences in team member dynamics and what soft and hard skills are necessary for efficient team dynamics.
SPEAKERS AND COURSES

MARK KLEIVE, D.D.S.

Dr. Kleive is a 1997 graduate of the University of Minnesota School of Dentistry. He has over 20 years experience as an associate in a corporate dentistry clinic and as an owner of two different solo practices. He currently practices in Black Mountain, NC, and is both a Visiting Faculty member and the Director of Business Systems with the Pankey Institute.

The 3 Keys to Case Acceptance

| COURSE #: | F13 |
| TUITION:   | $45 |
| CREDITS:   | 2.0 Fundamental CE |
| AGD CODE:  | 250 |

Helping our patients transition from where they are now to a healthier place is a process that does not have to be complicated. There are several ways in which we can help connect our patients with the tools they need to make informed decisions and be a partner in their treatment process. In this presentation, Dr. Kleive takes you on a fun and lively journey with case examples from his practice through the “3 Keys to Case Acceptance” with the end results of collaborative decision making and the all important word “Yes!”

**Learning Objectives:**
1) Discover the steps of building strong patient relationships.
2) Effectively set the stage for engagement during each and every visit to your practice.
3) Master the components of the collaborative oral health examination and discovery process.
4) Engage the patient in a collaborative “choiceful” decision process.

The Simple Approach to Occlusal Stability

| COURSE #: | F14 |
| TUITION:   | $45 |
| CREDITS:   | 2.0 Fundamental CEs |
| AGD CODE:  | 180 |

The concepts of occlusion have most dentists confused. However, they really are simple. We just have to apply them appropriately for each patient. The most frequent questions posed by dentists include: Which teeth need to touch for stability? What bite (CR or IP) is appropriate for this patient? How do I know when to equilibrate? When is wear on teeth a problem? What do I do with the uneven edges of teeth? What do I do if the teeth are moving during function? This presentation will give you the knowledge to easily plan and restore the “everyday” patients that are a large part of your practice. What’s more, you will be able to diagnose and plan treatment with more ease and confidence for those troubling cases that sit on your lab bench top.

**Learning Objectives:**
1) Learn the contributing factors to occlusal disease.
2) When equilibration is important and when it’s not.
3) The essentials of diagnosis & treatment planning for achieving occlusal stability.
KARL R. KOERNER, D.D.S., M.S.

Dr. Koerner is an Adjunct Professor of Oral Surgery at Roseman University in Utah. He has presented hundreds of didactic and participation oral surgery courses to GPs over the last 20 years. He is a past president of the Utah Dental Association and Utah Academy of General Dentistry.

**Oral Surgery for the GP**

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This course covers “must have” instruments for surgery and modern techniques for “surgical” extractions that enable finishing within your scheduled time (and how to decrease that time). It includes overcoming pitfalls of sectioning teeth, extracting difficult canines, and how to remove stubborn root tips. Dr. Koerner also discusses when flaps are needed (along with how to be more comfortable with them) and how to make your sutures better.

**Learning Objectives:**

1. Perform surgical extractions more quickly.
2. Place sutures with more proficiency.
3. Remove broken root tips more easily and confidently.

**Surgical Complications: How to Manage and Avoid**

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This course covers common complications and how to avoid or manage them, such as sinus issues, avoiding excessive force (including tuberosity fractures), handling bleeding, and how to quickly take care of teeth that won’t go numb. We will discuss how multiple extractions differ from one at a time and may require a bigger flap; granulomatous tissue removal; alveoplasty; exostoses removal; frenectomy; continuous-lock sutures; controlled canine eminence reduction among other topics. We will also discuss which flaps and instruments are best for removing bone.

**Learning Objectives:**

1. Avoid or manage extraction complications with more confidence and skill.
2. Know differences that are important in removing one vs. multiple teeth.
3. Perform a frenectomy according to current standards of care.
ROBERT LOWE, D.D.S.

Dr. Lowe graduated magna cum laude from Loyola University School of Dentistry in 1982. He maintains a private practice in Charlotte, NC, and publishes and lectures internationally on aesthetic and restorative dentistry.

**Practical Excellence in Restorative Dentistry**

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Restorative dental services are the backbone of every general dental practice. Effective integration of emerging technologies in dentistry will help to differentiate and grow your dental practice. In this technique-filled seminar, Dr. Lowe will teach you the skills you need to refine your restorations to a level that will help you create consistent quality. Combining new technologies with proven techniques can help elevate the level of service to your patients tomorrow!

**Learning Objectives:**
1) How morphology and occlusion is the backbone of all dentistry.
2) How bioactive materials are setting a new paradigm in restorative dentistry.
3) Techniques to deliver “world class” indirect restorations that are functional and beautifully aesthetic.

**Creative Treatment Planning in Restorative Dentistry: When It Doesn’t Go by the Book**

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Consistent, predictable, clinical techniques to create quality dental restorations in a time efficient manner form the basis of every procedure that we perform for our patients. Every day we are faced with clinical situations whose solutions don’t fit “textbook situations”. It is important that as clinicians we offer as many possible solutions to the patient, so that the treatment can be customized to fit their specific goals.

**Learning Objectives:**
1) Treatment options for complex restorative and aesthetic cases.
2) Creative clinical solutions for restorative problems that save you chair time, the patient money, and achieve an excellent postoperative result.
3) When prosthetics can solve minor orthodontic issues and improve aesthetics and function.
ROBERT LOWE, D.D.S.

Advances in Direct Restorative Dentistry: A Blend of Artistry, Materials and Technique

Today’s composite resins allow the aesthetic dentist limitless creativity in recreating human dentate form. Dr. Lowe will discuss and demonstrate techniques to create morphologic and aesthetically beautiful composite restorations. The challenges of placing Class II direct restorations and soft tissue management will also be discussed. Find out how the latest technologies and techniques, including bulk fill composites and bioactive dental materials can elevate your practice.

Learning Objectives:
1) Learn a simple, reproducible technique to create accurate and aesthetic tooth morphology in composite resin for anterior and posterior teeth.
2) Discuss some of the new innovations in composite dentistry and bioactive dental materials.
3) Finishing and polishing techniques that create natural surface texture and reflection.

These programs is sponsored by an unrestricted educational grant provided by Bisco, Doxa, GC America, Kettenbach and Pulpdent.
JUDY KAY MAUSOLF

Ms. Mausolf is a speaker, author and dental culture specialist with expertise in helping others get happier and more successful. She is Past President of the MN Chapter of the National Speakers Association and a member of the Academy of Dental Management Consultants. **Financial Disclaimer:** Speaker receives financial support from CareCredit.

**Delivering W.O.W. Service: People Will Forget Everything Except How You Make Them Feel!**

Research shows that practices that build their office environment around serving the patient will own and dominate the market. Customer service is often confusing, complex, and vague. “I’m satisfied” means nothing in today’s world. Set yourself apart from your colleagues. Learn principles for strengthening communication skills, practice brand, and service standards. Illuminate the patient decision making processes to create lasting impressions and exceptional experiences. Inspire the entire team to deliver W.O.W. service with more passion and focus.

**Learning Objectives:**
1) Understand W.O.W. patient philosophy.
2) Illuminate a W.O.W. decision making process.
3) Learn techniques to make W.O.W. impressions.
4) Identify how to spot opportunities that create W.O.W. touch points.

**Communication Solutions: Attitudes, Breakdowns and Conflict Resolutions**

Discover how to elevate your communication to a level that inspires open communication, prevents breakdowns, resolves conflict and builds trust and respect resulting in high performing team and patient relationships! Learn the skills to communicate positively and effectively with different and even difficult personalities. Discover formats to hold positive, effective and efficient huddles and team meetings. Transform attitudes from toxic to tremendous and create a positive environment where everyone looks forward to coming to the office.

**Learning Objectives:**
1) Learn verbal skills to communicate effectively with difficult and different personalities.
2) Learn steps to address and resolve conflict.
3) Establish protocols that eliminate gossip.
4) Identify behaviors that elevate trust and respect.
It’s a Great Day! Empower Individuals and Engage Teams

We promise ourselves that once we “X”, then we will “X”! The problem is that day never comes. We end up feeling like a victim of our current situation and lose our joy. We continue to tell ourselves the stories that take away our power to be happy and succeed. Stories like, “I am not young enough, rich enough, smart enough to…” lead us to get derailed in our “not enough” thoughts. Instead of living the life we dreamed, we find ourselves living life according to other people’s shoulds. Judy Kay brings to life core concepts and competencies — both physical and emotional — that empower individuals and engage teams to make it a great day! This is hugely positive and empowering, and helps people create a foundation for happiness and success.

**Learning Objectives:**

1) Define core fundamental standards.
2) Learn key concepts and competencies (both physical and emotional) to become happier and more successful.
3) Develop verbal skills to communicate effectively and learn how to work with difficult and different personalities.

| COURSE #: F20 | TUITION: $35 | CREDITS: 2.0 Elective CEs | AGD CODE: 550 |
When teeth are missing, damaged, and in the wrong place; when the patient’s occlusion has deteriorated; when a smile has lost its beauty — where do you start and how do you finish? In other words, what do you do when all of your normal reference points are missing? How do you restore your patient to a result that is beautiful, stable, and healthy? The answers to those questions are what you will take away from this lecture. The fundamentals of aesthetics and function and their relationship to one another will guide our detailed look at treatment planning and decision making in both the complex and simple cases that come your way.

Part One Learning Objectives:
1) Fundamental concepts of facial and dental aesthetics.
2) Aesthetic reference points of teeth and gingiva.
3) Digital smile design.
4) Understanding the aesthetic risk of the patient.

Aesthetic and Functional Treatment Planning: Part 2

When teeth are missing, damaged, and in the wrong place; when the patient’s occlusion has deteriorated; when a smile has lost its beauty — where do you start and how do you finish? In other words, what do you do when all of your normal reference points are missing? How do you restore your patient to a result that is beautiful, stable, and healthy? The answers to those questions are what you will take away from this lecture. The fundamentals of aesthetics and function and their relationship to one another will guide our detailed look at treatment planning and decision making in both the complex and simple cases that come your way.

Part Two Learning Objectives:
1) Fundamental concepts of occlusion and function.
2) Posterior functional reference points and tooth relationships.
3) Anterior functional reference points and tooth relationships.
4) Connecting anterior and posterior function with aesthetics.
5) Understanding the functional risk of the patient.
Dr. Odiatu is the author of “The Miracle of Health”, an NSCA Certified Personal Trainer, a professional member of the American College of Sports Medicine and a practicing dentist in Ontario, Canada.

**Five Patient Lifestyle Habits that Impact Healing**

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Our patients don’t leave their stressful jobs, poor sleeping patterns (insomnia, apnea, snoring), their physical fitness (or lack of) or their eating patterns (mindless eating and evening feeding frenzies) in the car before they sit in our chair. There is irrefutable scientific evidence that these habits have the ability to ramp up inflammation or dial it down. Well adjusted, rested, physically active, healthy eating patients enjoy a physiology that supports a better response to our prevention/restorative interventions. In this high energy, entertaining program, be prepared to have your hair blown back.

**Learning Objectives:**
1) Discover how eating habits have the ability to dial down or ramp up inflammation and how it affects your treatment outcomes.
2) Understand why your sedentary patients don’t heal as well as your active patients.
3) Gain greater insight into the relationship between chronic inflammation and disease.
4) Develop a conversation style to positively impact your patient at the new patient and recare exam.

**50 Shades of Inflammation: The Mouth-Body-Mind Connection!**

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Want to add incredible value to your patient experience? Want to learn about “permanent lifestyle change” in a way that resonates with every one in their 110 trillion cells? There is an avalanche of evidence demonstrating the connection between your patient’s mouths with modern lifestyle habits: lack of sleep, shift work, poorly managed stress, overeating and sedentary living. And it’s bi-directional — the oral environment has far reaching effects on the rest of the body. Patients appreciate the dental health professional who sees the bigger picture and truly understands the relationship between the body, mind and mouth. This fact-filled and inspirational program is a “call to arms” against inflammation!

**Learning Objectives:**
1) Identify 7 key foods and lifestyle habits that contribute to inflammation.
2) Implement a new dimension to your treatment planning.
3) Learn an easy two-minute script to educate and motivate your patients.
SPEAKERS AND COURSES

JACQUELINE M. PLEMONS, D.D.S., MS

Dr. Plemons received her dental degree from Baylor College of Dentistry. She has a full-time private practice in Dallas, TX, and works part-time at Texas A&M University Baylor College of Dentistry as a Clinical Professor in the Department of Periodontics. She is President-Elect of the Texas Dental Association.

Oral Medicine – Puzzling Conditions in Complicated Patients

I’m not sure what it is, but it’s not normal! Learn techniques to identify and manage patients with common and not-so-common oral lesions or conditions. This course will give you tools to help you improve the quality of life of your most interesting patients. Topics to be covered include dermatologic disease such as lichen planus, recurrent oral ulcerations and allergic/contact reactions.

Learning Objectives:
1) Describe the clinical presentation of the most common oral lesions.
2) Develop treatment strategies for patients with dermatologic diseases, recurrent ulcerations and oral allergy/contact reactions.
3) Evaluate response to therapy in patients with oral medicine diseases or conditions.

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Prescription Narcotic Use/Abuse: Update on the Epidemic and Regulatory Changes in the U.S.

Abuse of prescription narcotics has reached epidemic proportions across the nation. Accidental or intentional overdose from prescription drugs is increasing and affects us all including the rich and famous. Both national and state-wide efforts to combat the problem are beginning to take shape and will affect the practice of dentistry. Learn the magnitude of prescription narcotic abuse in the U.S., as well as the perceived role of big pharma, the value of prescription monitoring programs and potential regulatory changes that may be ahead.

Learning Objectives:
1) Discuss the nature and magnitude of the opioid epidemic in the U.S.
2) Discuss prescribing patterns of opioids in dentistry.
3) Develop evidence-based multimodal treatment strategies to manage pain following dental surgery.
4) Describe the value of prescription monitoring programs.

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From puberty through the golden years, women are faced with unique challenges in maintaining oral health. These challenges are often manifested in the periodontal status of our female patients and can complicate a variety of systemic conditions. Explore the most common periodontal issues faced by women including hormonally related gingival changes associated with puberty, menstruation, use of birth control pills, pregnancy and menopause. Learn the latest information regarding osteoporosis, bisphosphonate treatment and many others.

**Learning Objectives:**
1. Discuss the periodontal challenges of women throughout a lifetime.
2. Recognize changes in the periodontium associated with puberty, pregnancy and menopause.
3. Develop treatment strategies that address the needs of women at any stage of life.

### Women’s Health and Periodontal Concerns

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**Diagnosis & Treatment Planning**

**JACQUELINE M. PLEMONS, D.D.S., MS**
Learning about the patient with autism can also be extremely beneficial to the care and treatment of the patient with fear and anxiety. This course will review the data and definitions of Autism Spectrum Disorder and will explore the multitude of techniques that can help guide patients with both autism and anxiety through a successful dental appointment.

**Learning Objectives:**
1. Generate a basic understanding of Autism Spectrum and Anxiety Disorders.
2. Provide a review of how to properly assess the patient.
3. Establish and review techniques for treatment that encompass creativity and the latest in technology.

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Understanding patients with Alzheimer’s, anxiety and autism can transform the careers of dental professionals. The rate of diagnosis of all three of these conditions continues to increase, so the likelihood that these patients will seek dental care in a private practice is greater than ever. This course reviews the science and definitions of these medical conditions while exploring techniques to guide dental professionals and patients through a successful dental appointment.

**Learning Objectives:**
1. Generate a basic understanding of Alzheimer’s, Anxiety and Autism Spectrum Disorder.
2. Review new techniques for proper patient assessment.
3. Explore behavior guidance protocols to help integrate these patients into the dental practice.
Medical emergencies occurring in the dental office can be stressful and frightening, not only for the patient, but also the entire dental team. This course is designed for dentists and staff to develop strategies to prevent, identify, and respond to medical problems including syncope, allergic problems, cardiovascular abnormalities, diabetes and respiratory distress. Emphasis will be placed on preparing the dental team in advance of a crisis to minimize its potential impact.

Learning Objectives:
1) Understand the six areas in which dental offices need to be prepared for a medical emergency.
2) Know how to designate specific duties to various team members to maximize their value.
3) Learn how to communicate with team members and EMS to avoid confusion during the event.
4) Develop an appropriate “crash cart” with necessary medications and equipment, especially supplemental oxygen.

Liability Issues Surrounding Medical Emergency Preparedness in Dentistry
The most common question during a medical emergency course is, “How do I protect my practice if a medical crisis occurs?” This program explores medical emergencies from the perspective of patient expectations and the factors that influence a patient’s decision to pursue legal action.

Learning Objectives:
1) Learn what defines a “medical emergency” in a dental office.
2) Understand what constitutes malpractice.
3) Appreciate the “reasonable man standard.”
Research indicates that an overwhelming percentage of patients find dental care to be an anxiety-producing experience. At the same time, dentists and dental teams are frustrated when techniques that comfort one patient backfire on another. This course explores the underlying types of dental fear and the impact of a patient’s personality on their behavior in the office. Strategies to identify these factors and methods to address them will be covered.

**Learning Objectives:**

1. Learn the four types of dental fear and their varying levels of intensity.
2. Develop a method to accurately and efficiently collect information about the patient’s fears.
3. Recognize the five treatment options open to dentists to address fear.
4. Establish a method to determine which treatment option best meets a particular patient’s needs.
Dental professionals must frequently draw upon their knowledge of pharmacology for optimal care of today’s medically complex dental patients. However, armed with relatively brief exposure to such a vast subject during formal education and faced with ever-changing medication therapy guidelines, many dental professionals simply cannot keep up with the latest trends in disease state management. This program will provide an overview of the dental implications of the prescription medications, non-prescription medications, herbal products, nutritional supplements and substance abuse most frequently used by patients. Special emphasis will be given to delivering this essential information in a format which makes it practical and useful for all members of the dental team.

**Learning Objectives:**
1) Identify the prescription medications most frequently encountered on a patient’s medical history.
2) Discuss the non-prescription medications most often used by dental patients and explain their impact on dental therapy.
3) Identify the most common substances of abuse and describe their oral manifestations and dental treatment considerations.
SPEAKERS AND COURSES

LARRY N. WILLIAMS, D.D.S., MPH

Dr. Williams graduated from the University of Tennessee College of Dentistry with a subsequent service of 30 years in the United States Navy Dental Corps. He currently serves as an Associate Professor at the Midwestern University College of Dental Medicine. He also serves as the Co-Chair of the Tobacco Cessation Subcommittee for the Illinois Tobacco Prevention and Control State Work Group and as a board member for the Skokie, Illinois Board of Health.

Addressing Tobacco Use and Vaping in the Dental Setting

This lecture will introduce the issues of tobacco use as they pertain to the oral cavity. In addition, various forms of tobacco will be discussed to include vaping. The key role of the dental team in addressing tobacco use will be discussed.

**Learning Objectives:**
1. Knowledge of the impact of tobacco on oral health.
2. How to discuss tobacco use with our patients.
3. Resources available to help patients quit.

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Geriatric Dentistry: Treatment Planning, Treatment Discussions and Communication

This lecture will cover the various aspects of treating geriatric dental patients to include polypharmacy, access to care and mental health issues. Discussion will include diagnosis, treatment planning and treatment modifications.

**Learning Objectives:**
1. Knowledge of health concerns that may impact dental care for geriatric patients.
2. How polypharmacy may impact geriatric treatment in the dental setting.
3. The impact of aging on diagnosis, treatment planning and treatment.

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137TH ANNUAL SCIENTIFIC SESSION

Navigate NORTH
VIRTUAL MEETING
Star of the North Meeting

MARK YOUR CALENDAR
Future Star of the North Meeting Dates

April 22-24, 2021
April 28-30, 2022
April 27-29, 2023