

Amy Kirsch



Amy Kirsch is a nationally known dental practice management speaker and consultant. For over 20 years, Amy has provided customized consulting services and training for dentists and their teams. Amy is a member of the Academy of Dental Management Consultants. She has been a Senior Dental Consultant with the Pride Institute, an Associate Professor at the University of Missouri in Kansas City, a

Visiting Faculty Member of the L. D. Pankey Institute and is currently a Clinical Associate Professor with the University of Colorado School of Dental Medicine.

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{ for BUSINESS TEAMS }

Jump Start your practice

Lecture presented by Amy Kirsch

COURSE DESCRIPTION

In your commitment to help patients make good decisions about their dental health you will need:

- the “right” people on board
- to differentiate your practice right from the beginning with the new patient phone call;
- to implement solid systems to control cash flow in the practice.

REGISTRATION Deadline: November 3, 2017

\$150.00 per Dentist

\$75.00 each Hygienist/Assistant/Business Team

Early Bird Special! 25% off if you register before September 17, 2017

Register **ONLINE** at: www.dentsplysirona.com

From the Menu select education and then courses. To find your course faster, select the event location from the “City” dropdown filter options.

Cancellation Policy: Cancellations by the participant within 7 days of the program will result in a fee of 50% of the tuition cost. No shows will be charged the entire regular tuition price. If Dentsply Sirona cancels the program, the participant will be reimbursed the full tuition amount.

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Meeting planners for this event are employed by Dentsply Sirona.

ADACERP
CONTINUING EDUCATION RECOGNITION PROGRAM

360 Series Total Office CE



The perfect **Staff Appreciation Event!** Show your team that you care about their career by giving them the opportunity to hear about topics that relate to them.

DATE: Friday, November 17, 2017

TIME: Registration: 7:00am
Lecture: 8:00am – 3:00pm
Lunch: 12:00 – 1:00pm

VENUE: Hyatt Regency
2 Fountain Plaza
Buffalo, NY 14202

TUITION: \$150 per Dentist / \$75 per Hygienist, Assistants, Business Team
Early Bird Special! 25% off if you register before September 17, 2017
Lunch is included with paid tuition

REGISTRATION: : www.dentsplysirona.com (Deadline to register: 11/3/17)
From the Menu select education and then courses. To find your course faster, select the event location from the “City” dropdown filter options.

{ 6 CE Credit Hours }

for Doctors: Advanced Concepts in Restorative Direct and Indirect Dentistry
presented by Lou Graham, DDS

for Assistants and EFDAs: Effective Assisting
presented by Timothy M. Bizga, DDS

for Hygienists: Communicating with Confidence
Current Infection Prevention Protocols and Recommendations – Are you in Compliance?
presented by Renee Graham

for Business Teams: Jump Start Your Practice
presented by Amy Kirsch

LOU GRAHAM, DDS



Dr. Graham is an internationally recognized lecturer extensively involved in continuing education for dental professionals, focusing on incorporating current clinical advancements through “conservative dentistry.” He emphasizes in his teachings the same things he practices: dental health diagnosis, treatment plans for medically compromised patients, conservative treatment, cosmetic dentistry, and customized approaches to periodontal care, implants and laser dentistry. He is the co-founder of Dental Team Concepts a continuing education company whose philosophy and programs use contemporary, interactive formats to integrate time-proven conservative dentistry with 21st century materials and techniques. Dr. Graham is a published author in many leading national and international dental journals. He is a member of the American Dental Association, American Academy of Cosmetic Dentistry, Academy of General Dentistry, Chicago Dental Society and Illinois Dental

Association. Dr. Graham is a graduate of Emory Dental School. He is the former Dental Director of the University of Chicago’s Department of Dentistry. He enjoys providing dental care at his private practice, University Dental Professionals, in Chicago, IL – Hyde Park.

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TIMOTHY M. BIZGA, DDS



Timothy M. Bizga, DDS, is in Ohio. His practice focuses on implants, cosmetics and restorative dentistry. His career is lengthy and diverse. Once employed as a dental lab technician, he has worked in the field of dentistry. He has a BA in Biology, before receiving his DDS from the School of Dentistry, at the University of B. Vedder award for excellence in dentistry, a member of the American Academy of General Dentistry, the Academy of General Dentistry, Whitecap Institute, where he is a Certified John M. Catapult Elite. Dr. Bizga is a profile trainer, clinical con

Catapult Elite. Dr. Bizga gives back to the community via

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{ for Doctors }

Advanced Concepts in Restorative Direct and Indirect Dentistry

Lecture presented by Lou Graham

COURSE DESCRIPTION

For over 100 years, the standard of care for caries diagnostics has been the explorer and x-rays. Let’s all agree that if you are utilizing these as your solo tools for caries diagnostics, you are simply guessing way too much when to pick up the drill and equally, you are so limiting your patients on what truly you could offer them, both in prevention and early minimally invasive treatment. The am program will update the attendee with the latest in direct restorative approaches and equally important, how this builds more value and growth for each practice. The afternoon program tackles the questions of digital versus traditional impressions, ceramic options for today’s dentist, and lastly, choosing the right cement for a variety of indirect clinical procedures? This full day program will open your eyes as to where restorative dentistry is and where it is going.

COURSE OBJECTIVES

- It’s time to put down your explorer and truly compliment your digital x-rays with the latest in caries diagnostics and offer new protocols to your patients
- Minimally invasive dentistry: New approaches, techniques and materials
- The key pitfalls in direct adhesion and how to avoid them, and you will be surprised
- Mastering impressions: How retraction and the latest developments whether digital or traditional continue to improve our clinical care
- Bioactive dentistry: Fact or Fiction and which materials are the game changers in our practice today.
- Resin cements...so many choices, and it’s all about choosing what’s right!

{ for Assistants and EFDAs }

Effective Assisting

Lecture presented by Tim Bizga

COURSE DESCRIPTION

This dental assisting course is designed to teach dental assistants and EFDA’s the skills necessary to better support their dentists in the everyday routines associated with a general dental practice. A lecture-based program, coupled with some hands-on learning is the basis of this class. The topics covered will include basic material science, procedural protocols and topics related to patient care and treatment.

COURSE OBJECTIVES

- Basic material sciences and occlusion principles
- Differences between etch/rinse vs. self-etch
- Understanding impression materials and cements (conventional vs. resin)
- Temporary fabrication, material selection, shade selection
- Shortcuts and pearls for composites
- Patient communication

RENEE GRAHAM

a general dentist practicing in Cleveland, Ohio, on comprehensive care, with special interests in facial esthetics. Dr. Bizga's background is as a former chairside assistant, he also worked in a dental office, making his perspective unique among others. He graduated from Saint Louis University with a Bachelor of Science in Dentistry, receiving his DDS from the University of Michigan. Each time he was the recipient of the Francis and Jane M. Bizga Fellowship in prosthodontics. Dr. Bizga is currently a member of the American Dental Association and a Pre-fellow in the American Academy of Oral and Maxillofacial Dentistry. He is a graduating member of the American Academy of Implant Dentistry. He received advanced implant training. Dr. Bizga is a Maxwell Speaker/Trainer/Coach, a certified DISC Consultant for *The Dental Advisor* and member of the American Dental Association, focusing on dental missions around the world.



Renee' received a dental hygiene degree from Darton College and both a Bachelor of Science in Education and a Master of Education degree from Valdosta State University. Renee' brings 19 years of clinical experience in general and periodontal practices and 11 years of academic experience to the Division. For the past ten years, she has held the position of Director of Dental Programs at Valdosta Technical College in Valdosta, Georgia.

Renee' has served as a site visitor for the Commission on Dental Accreditation since 2003 and has been very active with regional testing agencies, the Georgia Dental Hygiene Educators Association, and dental hygiene/ dental assisting curriculum development for the State of Georgia.

Speaker Disclosure: This speaker is employed full time by DENTSPLY International

no financial interest in any product or service mentioned in this presentation, but does not have monetary or other interests in any product or service mentioned in this presentation.

{ for HYGIENISTS }

Communicating with Confidence

AM lecture presented by Renee Graham

COURSE DESCRIPTION

Understanding the importance of relationships and the steps involved in creating an environment of trust and confidence between patient and practitioner are essential factors in helping patients feel comfortable when making dental decisions. But what factors drive the decision making process of dental patients? How does confidence in communication impact patient decisions and contribute to patient retention and treatment acceptance? Why is a comprehensive hygiene examination so critical to treatment acceptance and collectively what role do these dynamics play in building patient trust and practice revenue? This course will review factors that influence dental patient's decision making and discuss the basic concepts of effective communication and relationship building. The importance of collaboration, co-diagnosis, and communication between the doctor and the hygienist will be highlighted including tips for implementing an efficient, consistent, and productive hygiene examination.

COURSE OBJECTIVES

Upon completion of this course, the participant will be able to:

- Review key factors that drive dental patient decision making
- Recognize the importance of relationship building and impact on dental decisions
- Discuss how to build trust and credibility through effective communication
- Explain the key information that needs to be shared during the hygiene exam
- Develop an understanding of the role ultrasonic instrumentation plays in biofilm disruption, access to deeper periodontal pockets and furcation involvement critical for successful clinical outcomes.
- Recognize the need for a variety of ultrasonic inserts according to patient presentation and clinical significance.
- Identify the elements of insert care and maintenance necessary for effective and efficient clinical outcomes.

{ for HYGIENISTS }

Current Infection Prevention Protocols and Recommendations – Are you in Compliance?

AM lecture presented by Renee Graham

COURSE DESCRIPTION

Infection Prevention is essential for the health and safety of patients and dental health professionals. In order to prevent the transmission of microorganisms and disease requires breaking the chain of infection. This entails performing a series of repeatable and sequential steps for effective infection prevention. The CDC recommendations on infection control for the dental setting include Standard Precautions that should be followed on a daily basis, and includes procedures to be performed at the beginning of the day, before and after treating each patient and at the end of the day. The objective of this course is to provide the dental healthcare professional with an overview of current infection prevention protocols that are required to break the chain of infection and prevent disease transmission.

COURSE OBJECTIVES

Upon completion of this course, the dental health professional will be able to:

- Review the elements of Standard Precautions recommended for effective infection prevention.
- Describe engineering and work controls that help prevent the transmission of blood borne pathogens and other microorganisms.
- Implement effective infection prevention using a sequential and systematic approach that follows the CDC recommendations.