



Implementation & Digital Workflow for DSM

June 21st & 22nd, 2019 | Seattle, WA | 16 CEUs

COURSE VENUE & HOTEL ACCOMODATIONS

Friday – Saturday: 8am – 5pm

Loews Hotel 1000

1000 1st Avenue. Seattle, WA 98104
877-868-9134

“Nierman Practice Management”
Room Block Rate: \$269/night

Cut Off date: 5/30/2019

PRICING

Dentist: \$1,295

Team Member: \$995

Dentist + 2 Team: \$2,495

SPEAKER

Shouresh Charkhandeh, DDS

- Recipient of the 2012 & 2015 Clinical Research Award from the AADSM
- Chief Dental Officer at Zephyr Sleep Technologies, “Clinical Director” at The Snore Centre in Calgary, Alberta
- Charismatic & engaging dental sleep medicine speaker throughout North America.

Course Description

Establish your practice as the premier dental sleep medicine provider in your community.

Learn how to:

- ✓ Identify and screen your existing dental patients.
- ✓ Implement an efficient exam, workup and follow-up protocol with hands-on sessions.
- ✓ Establish relationships with physicians for a steady stream of referrals.
- ✓ Get paid by medical insurance for OSA treatment.

The key to successfully implementing sleep apnea treatment starts with getting the entire dental team trained. This course is designed to educate all team members in their specific roles for success.

Make your dental sleep medicine practice goals a reality this year. It all begins with the right education.



Additional Courses, Dates, and Locations Listed Online

AGENDA*

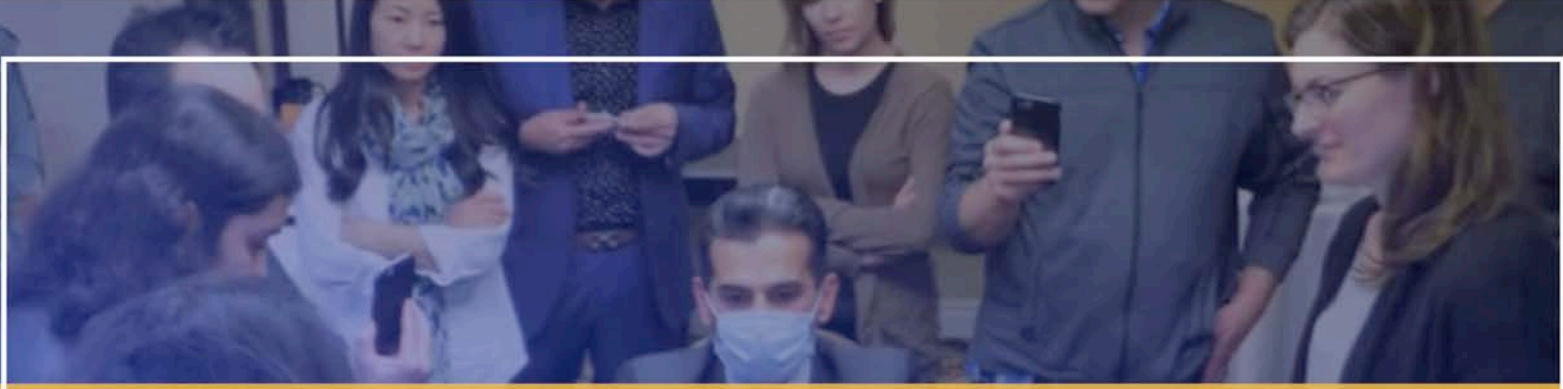
DAY 1

- 7:15am Breakfast & Registration
- 8:00am Introduction to Dental Sleep Medicine
- 8:30am To-Do List (Things to do to be successful implementing dental sleep medicine)
- 9:00am Sleep Medicine Definitions, Science, and Overview
- 11:00am How to Receive Medical Reimbursement for OSA
- 12:00pm Lunch
- 1:00pm Protocol for the Treatment of Obstructive Sleep Apnea
- 1:30pm How to Screen for Patients
- 2:30pm Hands on Bite Registration & Impression Taking Technique
- 4:00pm How to Read Sleep Studies
- 5:00pm Home Sleep Tests for Screening & Titration (Calibration)
- Instructions for Wearing Home Sleep Study (Will have units for attendees to wear)

DAY 2

- 7:15am Breakfast & Registration
- 8:00am Screening Tips for Highest Success
- 9:00am Treatment Protocol & Titration (Calibration)
- 12:00pm Lunch
- 1:00pm In-depth medical billing for OSA
- 2:00pm Communication with Sleep Physicians, Sleep Labs. Gaining Patients with Referral Building
- 3:15pm Marketing your Dental Sleep Practice
- 3:45pm Putting it All Together, Case Studies, Q&A

*Agenda subject to change



“ One of the best courses I've attended. Organized very considerably with every speaker & staff very friendly and accommodating. ”

★★★★★ Office Staff