Successful Implementation of Dental Sleep Medicine

March 20th & 21st, 2020 | Jupiter, FL | 16 CEUs

Adjoining medical billing course next door: CrossCoding - Unlocking the code to medical billing in dentistry

COURSE VENUE & HOTEL ACCOMMODATIONS
Friday – Saturday: 8am – 5pm
Nierman Practice Management Training Center
221 Old Dixie Hwy, Suite 5
Tequesta, FL 33469
1-800-879-6468

Ask about Hotel Discounts

PRICING
Dentist: $1,295
Team Member: $995

SPEAKER
Anjoo Ely, DDS
- Diplomate of AADSM & ASBA
- 30% of her practice is dedicated to treating Sleep Apnea
- Passionate and experienced instructor

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

NIERMAN PRACTICE MANAGEMENT • 221 OLD DIXIE HWY • SUITE 5 • TEQUESTA, FL 33469
1-800-879-6468 option 3 • FAX 561-744-5606 • www.NiermanCE.com
AGENDA*

**DAY 1**

7:15am  Breakfast & Registration  
8:00am  Introduction to Dental Sleep Medicine  
8:30am  The Science, Statistics & Terminology of Obstructive Sleep Apnea (OSA) & Sleep Medicine  
9:00am  Treatment Options for OSA  
11:00am  Screening your Patients for OSA - a team approach  
12:00pm  Lunch  
1:00pm  The Treatment Protocol for OSA Using Oral Appliance Therapy (OAT)  
1:30pm  Bite Registration Methods for OAT - Hands-on  
2:30pm  Polysomnogram and Home Sleep Testing  
3:15pm  Integrating Medical Insurance Reimbursement for OSA Treatment  
4:00pm  Hands-on Sleep Studies Overnight  
5:00pm  Q&A

**DAY 2**

7:15am  Breakfast & Registration  
8:00am  Sleep Apnea & TMD  
8:30am  Managing Side Effects  
9:00am  Case Studies  
11:00am  Building the Sleep Practice - Internal & External Marketing  
12:00pm  Lunch  
1:00pm  Driving Qualified Patients into the Practice  
1:30pm  Establishing Referral Networks with Physicians and the Medical Community  
2:30pm  Communication is Key: Increasing Case Acceptance, Referrals, and Growth  
3:15pm  Levering Technology in Dental Sleep Medicine  
4:00pm  Finding your “Why”  
5:00pm  Creating your Action Plan for Implementation

*Agenda subject to change

“It was an incredible course. I really recommend it to anyone who is interested in this field or treating patients already. Dr. Patel’s knowledge is incredible. The way he transfers information is also incredible.”  

Azita Vakili, DMD

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