



# Successful Implementation of Dental Sleep Medicine

September 13<sup>th</sup> & 14<sup>th</sup>, 2019 | Long Beach, CA | 16 CEUs

## COURSE VENUE & HOTEL ACCOMODATIONS

**Friday – Saturday: 8am – 5pm**

**Hilton Long Beach**  
701 West Ocean Blvd.  
Long Beach, CA 90831

**Room Block:**  
\$189/night  
Cut off date: 08/21/2019

### 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 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



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



Office Staff