Successful Implementation of Dental Sleep Medicine

September 13th & 14th, 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

SCOPE INSTITUTE • 221 OLD DIXIE HWY • SUITE 4 • TEQUESTA, FL 33469
561-316-2711 • 1-844-386-3111 • www.SCOPEInstitute.org
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."

Call Toll Free 1.800.879.6468 option 3 or Log on to www.NiermanCE.com

Space is Limited, Register Today!