



Successful Implementation of Dental Sleep Medicine

September 25th & 26th, 2020 | San Jose, CA | 16 CEUs

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

COURSE VENUE & HOTEL ACCOMODATIONS

Friday – Saturday: 8am – 5pm

The Westin San Jose
302 South Market Street.
San Jose, CA 95113
(408)295-2000

Room Block: “Nierman Practice Mgmt”

\$179/night Cut off date: 09/03/2020

PRICING

Dentist: \$1,295

Team Member: \$995

SPEAKER



Mark Abramson, DDS

• Diplomate of AAOP, AADSM, and AACP

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*

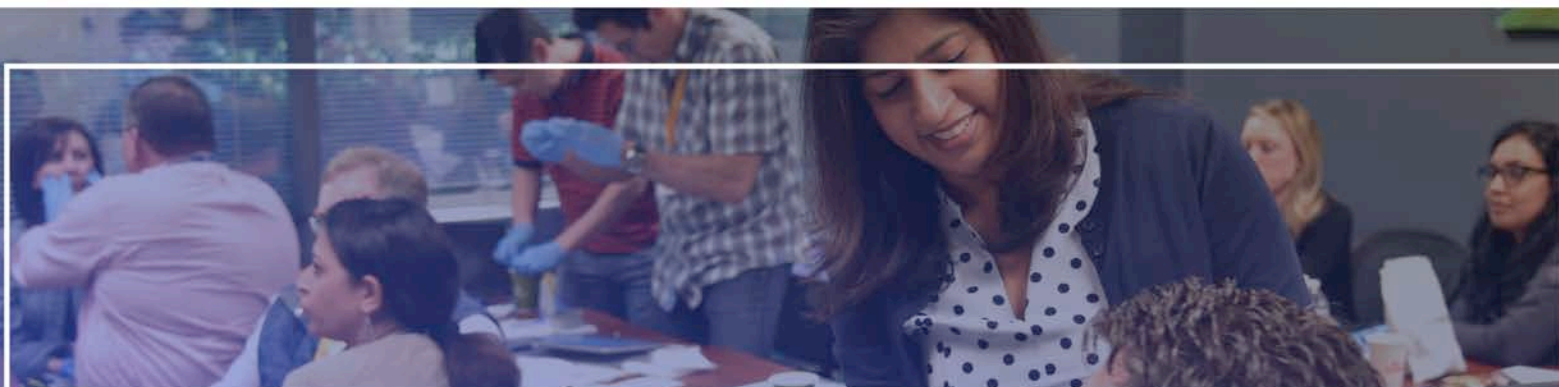
DAY 1

- 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



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

This activity has been planned and implemented in accordance with the standards of the Academy of General Dentistry Program Approval for Continuing Education (PACE) through the joint program provider approval of SCOPE Institute and Nierman Practice Management. The SCOPE Institute is approved for awarding FAGD/MAGD credit.