

# SLEEP101

## DENTAL SLEEP PHYSICIAN'S MEDICAL MODEL

### FRIDAY

#### **8AM - SLEEP MEDICINE FOR DENTISTS**

- Language of Dental Sleep Medicine
- Importance of Sleep & The Sleep Disorders
- Snoring/OSA Patients- Dr. A's Cases Step-by-Step
- Medical Model for Dental Sleep Physicians
  - Combination Therapy Recommendations

#### **10AM - WHAT APPLIANCE DO YOU USE?**

- Dental Devices Managing Deadly Diseases
- Choosing the Right Appliance FIRST
- Essentials of Oral Appliance Therapy
- Bite Registration Recommendations
  - Avoiding TMJ Side Effects
  - "Romanced Bite" Demonstration

#### **1PM - DSM SUCCESS ESSENTIALS**

- Understanding the Medical Model
- Instrumentation: What you need, what you don't
- DSM Standard of Care
  - Imaging
  - Documentation
  - Informed Consent
- Portable Monitor Recommendations



#### **3PM - DSM PORTABLE SLEEP MONITORS**

- Portable Monitor Demonstration
- How Portable Monitors Work
  - Avoiding Mistakes and Misuse
- Patient & TEAM Education / Instructions
- Portable Monitor Experience
  - Delegates take 'em to bed

#### **5PM - ADJOURN & SLEEP WITH A PM**

### SATURDAY

#### **8AM - TREATING SNORING & OSA**

- Know the Difference
  - Signs, Symptoms & Sequelae
- Treating BOTH with Confidence
- Dr. Allman's 7 Appointment Protocol
  - Scheduling efficiently, effectively

#### **10AM - GOT PATIENTS?**

- Identifying OSA Sufferers in Your Practice
  - Use These Questionnaires Monday Morning
- Keys to Medical Referrals
  - Making Medical Connections
  - Refer, Refer, Refer!

#### **1PM - DSM MONITORS: DATA & DECISIONS**

- Downloading Sleep Data
- Interpreting Sleep Studies
  - AHI & RDI
- Data Decision-Making for Dentists



#### **2PM - NETWORKING, MARKETING & FEES**

- Marketing to New Patients
- Developing YOUR Fee Schedule
- Creating an MD-DDS Multidisciplinary Network
- Learn Powerful n-Office Marketing Strategies From DR. ALLMAN'S DSM SUCCESS TEAM

#### **4PM - OSA THERAPY MEDICAL MODEL**

- OSA Therapies: From CPAP to Surgery
- Framing The Dental Sleep Physician's Mindset
- Understanding the OSA Patient- Stop Selling!

#### **5PM - ADJOURN SCREENING PATIENTS**



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