



ELITE DENTAL INSTITUTE

SAND HARBOR
LAKE TAHOE, NV >



2014

DENTAL SLEEP
MEDICINE
CURRICULUM

SLEEP 101

THE 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 in-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



This course caters to dentists and TEAMS ready to get started NOW!

Are you interested in getting involved with the fastest growing specialty in medicine?

Have patients asked you for help with snoring and sleep apnea problems or CPAP alternatives?

Not sure how BEST to get started on your dental sleep medicine education journey?

Interested in becoming the Dental Sleep Physician that Physicians want and need to refer to?

Attending SLEEP 101 will give you a significant advantage understanding how physicians think, how to treat Snoring/OSA patients competently and how to **STOP THINKING LIKE A DENTIST!**

Don't miss this opportunity to learn from one of the foremost clinical experts in Dental Sleep Medicine.

Course Objectives >>> *After attending this course, you will be able to:*

- Understand the language of sleep medicine and communicate intelligently with your MD's
- Choose Appliances, Take Bite Registrations and Manage Models Effectively
- Schedule, Treat and Follow-Up Using Dr. Allman's 7 Appointment Protocol
- Invest wisely & Understand What Instrumentation you really need for DSM
- Identify Snorers and OSA Sufferers in Your Practice
- Market Your Sleep Practice by investing wisely for maximum ROI.



Approved PACE Program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement (02/01/2012) to (01/31/2015)

DATES
January 17-18, 2014
(San Diego, CA)

TUITION
\$795/Doctor
\$495/Staff

FACULTY
Dr. J Brian Allman
Shandra Cipriano
Juliene Allman

PREREQUISITES
None

CE DETAILS
AGD-PACE Code: 160
Didactic Hours: 16