



DELAWARE STATE DENTAL SOCIETY

2018

Continuing Education Series

"Navigate Your Future"



6 CE Credits per Lecture
for Doctors & Staff

FEBRUARY 2, 2018

Nancy Dewhirst, RDH, BS

"Annual OSHA Training & Infection Control Update... Are You Safe Enough?"

MARCH 23, 2018

Marc Geissberger, DDS

"Treatment Planning, Designing & Delivering Complex Restorative & Multidisciplinary Cases"

SEPTEMBER 21, 2018

Gary Radz, DDS

"Creating a Cosmetic Practice Within Your General Practice"

OCTOBER 12, 2018

Kirk Behrendt

"The Top 10 Secrets to Make Your Practice Thrive"

NOVEMBER 9, 2018

Howard Glazer, DDS

"I Have It... You Need It! Must Have Products & Materials"

MAY 11, 2018

155th ANNUAL SESSION

Featuring Debra Englehardt-Nash

"Ignite the Power in Your Practice" - A Patient Checklist for Winning Teams
Chase Center on the Riverfront, Wilmington, DE

Delaware State Dental Society 302-368-7634

**All CE programs will be held at the Hilton Wilmington/Christiana,
100 Continental Drive, Newark, DE 19713**

Registration & Admission

Pre-registration is highly recommended to ensure your space at each course. Complete the registration form and send to: DSDS, 200 Continental Drive, Suite 111, Newark, DE 19713, or if you are using a credit card, fax to 302-368-7669. **The registration form is available on the DSDS website at <https://delawarestatedentalsociety.org/ce-series.html>.** For information, call 302-368-7634.

Doctors and Staff must register on separate forms. Please duplicate the registration form for additional enrollments. If forms are mailed/faxed together, the complete total may be sent as one check or credit card charge.

Registrations will be processed in the order received and confirmations will be returned by email **one week prior to each course**. Fees are to Delaware State Dental Society, in U.S. funds by check, money order, MasterCard or Visa.



Important Course Information



CE Course Location:

Hilton Wilmington/Christiana, 100 Continental Drive, Newark, DE 19713



Registration Check-In: 7:45 AM for each course.



Continental Breakfast: 7:45 AM to 8:30 AM, available at each course while you visit the exhibiting companies offering a variety of dental products and services. Many companies offer DSDS specials.



Course Time: Each course begins promptly at 8:30 AM and ends at 4:00 PM.



Registration Fee: The course fee includes continental breakfast, beverage break, luncheon, and FREE self-parking at the Hilton Wilmington/Christiana. 6 CE Credits

Refund Policy

All requests for refunds or cancellations must be received in writing two weeks prior to the course. No refunds will be given after that time. Each cancellation and/or refund will incur a \$35 administrative fee. Registration funds are non-transferable. FAX TO: 302-368-7669.

Inclement Weather

If any changes must occur in the program due to inclement weather, please call the Delaware State Dental Society at 302-368-7634 for a recording of an up-to-date status report.

Continuing Education

The Delaware State Dental Society accepts each full seminar day as six credit hours to meet State of Delaware continuing education requirements. The Board of Dentistry and Dental Hygiene requires all persons licensed to practice dentistry in the State of Delaware to acquire fifty (50) hours of continuing professional education credits every two (2) years. All dental licenses expire on May 31 of even years (e.g., 2016, 2018). Six hours will be given for ADHA and AADA credit as approved by each organization. The continuing education programs of the DSDS are accepted by the AGD for Fellowship/Mastership credit. The Delaware State Dental Society is an ADA/CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

Continuing education certificates are distributed following the speaker's presentation. The certificate is the only record of participation. It is the responsibility of each participant to maintain his/her personal record. Please come prepared with your ADA, ADHA and AGD membership numbers.

Disclaimer

In the interest of academic freedom, the Delaware State Dental Society has an obligation to present new information in the field of dentistry. Some of this knowledge may be controversial. Sponsorship of a CE course or demonstration does not imply endorsement of a product or technique. The DSDS reserves the right to change, without notice, courses, speakers or scheduling.

DSDS Council on Education Members

Dr. Curtis Leciejewski, CHAIR, Dr. Jessica DiCerbo, Dr. Jeffrey Felzer, Dr. Monica Mehring,
Dr. Marissa Schnelle, and Dr. Mark Wieczorek
President – Dr. Rachel Maher

MARK YOUR CALENDAR FOR THE 155TH ANNUAL SESSION MAY 11, 2018

CHASE CENTER ON THE RIVERFRONT
WILMINGTON, DE



Ignite the Power in Your Practice” A Patient Care Checklist for Winning Teams

Presented by

Debra Engelhardt-Nash

Educational Grant Provided by  **CareCredit**
Making care possible...today.

Learn how to take control and enrich patient relationships to increase retention, loyalty and treatment acceptance with effective office protocols and team communication. This program offers practical and proven strategies to increase productivity for the Dental Team. All Team Members will learn how to make an impact on the lives of patients and practice productivity. Learn what it takes to make everybody win! This program is for Doctors and all Team Members.

- 🔥 Learn what practice trends to watch
- 🔥 Track the statistics that really count
- 🔥 Discover how to add the “Wow” factor to the first phone call and new patient experience
- 🔥 Develop proven Communication skills that REALLY make a difference
- 🔥 Learn how to increase Recare Productivity
- 🔥 Fine-Tune Treatment Presentation Skills – Getting the Patient to “Yes”
- 🔥 Acquire the skill of negotiating financial arrangements that work for everyone

TOPICS INCLUDE:

- 🔥 Telephone Techniques
- 🔥 Patient Management
- 🔥 Gaining Treatment Acceptance
- 🔥 Practice Development Techniques
- 🔥 Scheduling Protocols
- 🔥 Chairside Etiquette
- 🔥 Overcoming Objections
- 🔥 Recare Renewal Techniques

Debra Engelhardt-Nash has been in dentistry over 30 years. She has presented workshops nationally and internationally for numerous study groups and organizations. She is a repeat presenter for the American Dental Association, Chicago Dental Society and the American Academy of Cosmetic Dentistry. She has written for a number of dental publications and has been honored twice as author of the year for her contributions to dental journals. Debra was also an instructor for the Central Piedmont Community College Dental Assisting Program and a guest instructor for Medical College of Georgia School of Dentistry, the University of Minnesota and Oregon Health Sciences University.

She is a founding member and served two terms as President of the National Academy of Dental Management Consultants currently serving again as President of that organization. Debra is also a member of the American Academy of Dental Practice Administration and Speakers Consulting Network. She serves on the Practice Management Advisory board for the American Dental Association.

Debra has been listed in Dentistry Today as a Leader in Continuing Dental Education and Dental Consulting. In 2008, Debra was awarded the American Dental Assistants Association highest honor – The Distinguished Service Award. She was also honored in 2014 as Top 25 Women in Dentistry and the 2015 recipient of the Gordon Christensen Outstanding Lecturer Award.

Friday February 2, 2018

REQUIRED FOR
2018 LICENSE RENEWAL

Annual OSHA Training & Infection Control Update... Are You Safe Enough?



8:30 AM — 4:00 PM

6 CE CREDITS

Hilton Wilmington/Christiana Hotel
Newark, Delaware

Nancy Dewhirst, RDH, BS

This course reviews and updates OSHA required training topics with emphasis on Infection Control. Be prepared for ordinary and extraordinary safety issues such as physical and chemical risks, infectious disease transmission and control, hazard communication and waste. Attendees learn ways to improve the effectiveness of Standard Precautions, while recognizing their limits. Handouts include useful checklists and forms.

Learning Objectives: Attendees will review required training topics and identify the need to update or change their OSHA injury and illness prevention program in the following areas:

- 🏠 Important disease risks, prevention and Post Exposure Prophylaxis (PEP)
- 🏠 Standard Precautions, including safe injections
Respiratory Hygiene/Cough Etiquette
- 🏠 Waste management and environment asepsis including dental waterline management
- 🏠 Instrument and equipment sterilization

About Dr. Nancy Dewhirst Ms. Dewhirst graduated from the University of Southern California, practiced dental hygiene for 20 years and is an adjunct dental hygiene professor at West Coast University. Ms. Dewhirst is consistently listed as one of the nation's "Leaders in CE," presents at major U.S. and Canadian Dental Conferences, and is a member of the California Dental Association Speaker's Bureau, Catapult Elite and OSAP Speakers Bureaus. She has had over 100 articles published in dental peer-reviewed journals and has contributed to dental textbooks.

Friday, March 23, 2018

SPECIAL INTEREST FOR
GENERAL DENTISTS & SPECIALISTS

Treatment Planning, Designing & Delivering Complex Restorative & Multidisciplinary Cases



8:30 AM — 4:00 PM

6 CE CREDITS

Hilton Wilmington/Christiana Hotel
Newark, Delaware

Educational Grant Provided By

CATAPULT EDUCATION

Marc Geissberger, DDS

Treatment planning, designing and managing complex restorative and esthetic cases can be a daunting task. While each practitioner may have their own treatment preferences, several universal design and treatment principles can be applied to the treatment of all complex cases. These principles will be introduced through this exciting, interactive presentation using cases that include multi-disciplinary needs and diligent management to achieve optimal results. Sequencing treatment with multiple specialties (orthodontics, periodontics, oral surgery, and endodontics) will be discussed. Particular emphasis will be placed on specific techniques and design concepts to aid practitioners in achieving optimal functional and esthetic results.

Course Objectives:

- 🏠 Diagnose a variety of complex clinical situations
- 🏠 Design a case with the final product in mind
- 🏠 Select appropriate materials based on functional needs and esthetics
- 🏠 Manage and quarterback all members of the treating team, including specialists
- 🏠 Work effectively with laboratory support team to achieve lasting, esthetic results
- 🏠 Optimize case acceptance through an increased understanding of various patient types

About Dr. Marc Geissberger Dr. Marc Geissberger is a Professor and Chair of the Department of Integrated Reconstructive Dental Sciences at the University of the Pacific, School of Dentistry. He runs Pacific's prestigious complex and esthetic rehabilitation program. He is a fellow of the American Dental Education Association's leadership institute, researcher, as well as a published author in the area of dental materials, contemporary fixed prosthodontics, and esthetic dentistry. He has lectured nationally and internationally in the areas of adhesive dentistry, cosmetic dentistry, photography, ceramic, fixed prosthodontics and treatment planning. During his 25 years in academia, he has maintained a private practice geared toward restorative dentistry with his brother and fellow Pacific alum, Dr. Jeffrey Geissberger, providing him the best of both worlds.

Friday, September 21, 2018

SPECIAL INTEREST FOR
DOCTORS, HYGIENISTS & ASSISTANTS

Creating A Cosmetic Practice Within Your General Practice



8:30 AM — 4:00 PM

6 CE CREDITS

*Hilton Wilmington/Christiana Hotel
Newark, Delaware*

Educational Grant provided by

CATAPULT EDUCATION

Gary Radz, DDS

Today's general dental practice has many patients that are interested in improving the appearance of their teeth. This full-day lecture is created to give an overview of the many different types of procedures and materials that can be successfully used to enhance your patients' appearance. From posterior direct composites to 10 units of porcelain veneers, this course will discuss case selection, material choices, predictable techniques and helpful pearls of information that will allow dentists and their dental team to be able to add more cosmetic services to their practices. Throughout the program, Dr. Radz will also discuss how he has marketed his general practice to create a practice that is now over 50% elective dentistry, while maintaining a steady flow of new general dentistry patients.

Course Objectives:

- Review and discuss the techniques and materials used to create highly esthetic restorations
- Discuss the indications and applications for conservatively designed porcelain veneers
- Review the latest in esthetic materials and the potential applications in cosmetic procedures
- Discussion on the use of digital photography in office marketing. Including a discussion of marketing ideas to increase the amount of elective work requested.

About Dr. Gary Radz Dr. Radz's practice, Cosmetic Dentistry of Colorado, is located in downtown Denver. Gary received his dental degree from the University of North Carolina and is a graduate and former chief resident of both AEGD and GPR residency programs. He has completed and served as an associate instructor for several post graduate dental educational institutions including Associate Clinical Professional at the University of Colorado School Of Dentistry. He has lectured internationally teaching the materials, techniques and technology used in esthetic dentistry. His national meeting presentations include the ADA, Yankee Dental Congress, Greater New York, Chicago MidWinter, and Academy of Cosmetic Dentistry. He currently performs product evaluations for the Catapult team.

Friday, October 12, 2018

SPECIAL INTEREST FOR
THE ENTIRE DENTAL TEAM

The Top 10 Secrets To Make Your Practice Thrive



8:30 AM — 4:00 PM

6 CE CREDITS

*Hilton Wilmington/Christiana Hotel
Newark, Delaware*

Kirk Behrendt

Some Dentists and Team members are working harder than ever for the same result. Bring your team to this inspirational lecture to see 10 powerful secrets you and your team can create more opportunities to produce more dentistry and reduce the amount of open chairs in your office today.

During this valuable day, we will examine what it truly means to be all that we can be for our patients. We use words like excellence, commitment and service, but do we really give all that we can give to the people we serve? See how some of the best dental practices are tapping unused resources to deepen their connection with patients, increase their personal passion, optimize their performance, increase their production and boost their profitability in the current economy.

Course Objectives:

- Identify the elements that make a successful practice and promote continual growth
- Use these 10 secrets to create more significant and POWER-full relationships with patients
- Learn the 5 ways to significantly reduce cancellations in your schedule
- See how great practices are keeping case acceptance high in this economy
- Re-engineer your workday and your thinking to get more out of LIFE!

About Kirk Behrendt Kirk Behrendt is a dental practice coach, international speaker and author. Kirk has invested his entire professional life studying the elite practices in dentistry and the leadership that guides them.

As the founder and CEO of ACT, his vision is driven by the commitment to provide highly personalized care to the dentists and their teams. By creating a talented team of experts, Kirk and his team continue to positively impact the practice of dentistry one practice at a time. His personal mission is to use up every ounce of his potential.

Friday, November 9, 2018

SPECIAL INTEREST FOR
DENTISTS, HYGIENISTS & ASSISTANTS

I Have It... You Need It! Must Have Products & Materials



8:30 AM — 4:00 PM

6 CE CREDITS

Hilton Wilmington/Christiana Hotel
Newark, Delaware

Howard Glazer, DDS

This is a program about real dentistry for real people by a real dentist! Dr. Glazer will present a potpourri of the materials

and techniques that he uses to make the day more productive, easier and fun! The dental team will benefit from learning together about the latest products and how they will benefit your patients. Dr. Glazer writes a monthly column by the same title for AGD Impact Magazine and reviews new products and materials on a regular basis for his column.

Topics may include:

- Anesthesia...giving and "ouchless" infection
- Curing lights ... to light up your life (dental)
- Desensitization & Adhesives ... a sticky subject made simple
- Composites for esthetic fillings and not just white ones
- Impression materials...it's true, first impressions are important
- Provisional materials...Provisionals should look great
- Burs...so many and so little time
- Lasers...simple, easy and quick with great results
- Cements...that which holds the relationship together
- Tissue retraction and fluid control...essentials of clear fields
- Reducing sensitivity with topical paste application & fluoride varnishes
- Sectionals, Rings & Matrix bands for perfect, predictable contacts every time
- Whitening systems...that work
- Oral cancer prevention...dentists can save lives!
- Patient communication...high-tech and really cool!
- Cameras intra and extra oral & Going Digital...simple & easy!
- Loupes, instruments, equipment potpourri

Course Objectives:

- To learn the different types of materials in various product categories
- To learn what is faster, easier and better
- To be able to evaluate product claims and merit
- To understand the benefits of ouchless anesthesia
- To understand the value of continual doctor/patient communication
- To understand how to utilize many of the new bioactive materials

About Dr. Howard Glazer Dr. Howard Glazer is a Past President of the Academy of General Dentistry and former Assistant Clinical Professor in Dentistry at the Albert Einstein College of Medicine (Bronx, NY). For the past several years, Dr. Glazer has been named as the "Leading Clinicians in Continuing Education" by Dentistry Today and most recently was named one of the Top Dentists in New Jersey by New Jersey Monthly Magazine. Watch for his monthly column in AGD IMPACT entitled "What's Hot and What's Getting Hotter." Dr. Glazer maintains a general practice in Fort Lee, NJ.

IMPORTANT



DPR IS GOING GREENER!

Starting 11/1/2017, the Division of Professional Regulation will send notices about professional licenses **by email only**. Paper letters, such as Renewal Notices, will **no longer be mailed to you**. To be sure you receive important notices about your license....

- Add or update your email at <https://dpronline.delaware.gov>
- Go to <http://dpr.delaware.gov/faqs/> for more details.

IT'S YOUR LICENSE. DON'T RISK IT. ADD/UPDATE YOUR EMAIL TODAY!!



2018 Continuing Education Registration Form

Register Online at <https://delawarestatedentalsociety.org/ce-series.html>

Doctors & Staff must register on separate forms.
Please duplicate this form for additional enrollments.
If forms are mailed/faxed together, the complete total may be sent as one check or credit card charge.

CHECK ALL THAT APPLY ...

	DSDS/ADA MEMBER	NON ADA MEMBER	STAFF
<input type="checkbox"/> Five Program Package (may NOT be shared) (for one dentist and one complimentary staff person per course)	\$1,400.00	\$1,875.00	N/A
Individual Courses: (please check courses/days for which you are registering)			
<input type="checkbox"/> FEBRUARY 2, 2018 Nancy Dewhirst, RDH, BS Annual OSHA Training & Infection Control Update...Are You Safe Enough	\$315 - before Jan. 19 \$335 - after Jan. 19	\$415 - before Jan. 19 \$435 - after Jan. 19	\$175 - before Jan. 19 \$195 - after Jan. 19
<input type="checkbox"/> MARCH 23, 2018 Marc Geissberger, DDS Treatment Planning, Designing & Delivering Complex Restorative & Multidisciplinary Cases	\$315 - before Mar. 9 \$335 - after Mar. 9	\$415 - before Mar. 9 \$435 - after Mar. 9	\$175 - before Mar. 9 \$195 - after Mar. 9
<input type="checkbox"/> September 21, 2018 Gary Radz, DDS Creating a Cosmetic Practice Within Your General Practice	\$315 - before Sep. 7 \$335 - after Sep. 7	\$415 - before Sep. 7 \$435 - after Sep. 7	\$175 - before Sep. 7 \$195 - after Sep. 7
<input type="checkbox"/> October 12, 2018 Kirk Behrendt The Top 10 Secrets to Make Your Practice Thrive	\$315 - before Sep. 28 \$335 - after Sep. 28	\$415 - before Sep. 28 \$435 - after Sep. 28	\$175 - before Sep. 28 \$195 - after Sep. 28
<input type="checkbox"/> November 9, 2018 Howard Glazer, DDS I Have It... You Need It! Must Have Products & Materials	\$315 - before Oct. 26 \$335 - after Oct. 26	\$415 - before Oct. 26 \$435 - after Oct. 26	\$175 - before Oct. 26 \$195 - after Oct. 26
May 11, 2018 Mark Your Calendar 155th Annual Session featuring Debra Englehardt-Nash (registration information will be available in March.)			
GRAND TOTAL:			

Refund Policy: All requests for refunds or cancellations must be received in writing no less than two weeks prior to the course. No refunds will be given after that time. Each cancellation and/or refund will incur a \$35 administrative fee: Registration funds are non-transferable, FAX TO: 302-368-7669.

Registration Category - Check One Only

- Dentist Dental Assistant Package Staff Person (Complimentary)
 Dental Hygienist Office Staff Dental Resident (Complimentary)

NAME: FIRST _____ MI _____ LAST _____

EMAIL ADDRESS (REGISTRATION CONFIRMATIONS WILL BE SENT BY EMAIL ONE WEEK PRIOR TO THE COURSE)

EMPLOYER'S NAME (STAFF REGISTRATION ONLY)

OFFICE ADDRESS

CITY _____ STATE _____ ZIP CODE _____

OFFICE TELEPHONE _____ CELL PHONE (for emergencies) _____

Payment (full payment is due with registration)

- Check for \$ _____ is enclosed payable to Delaware State Dental Society
 Charge \$ _____ to my _____ MasterCard _____ VISA

ACCOUNT NUMBER _____ EXPIRATION DATE _____ SECURITY CODE ON BACK OF CARD _____

FOR INFORMATION Call: 302-368-7634

Email: dedentalsociety@gmail.com • Fax: 302-368-7669 • Website: www.delawarestatedentalsociety.org

Mail: DSDS, 200 Continental Drive, Suite 111, Newark, DE 19713



"Navigate Your Future" DSDS 2018 CE Series

Delaware State Dental Society
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Newark, DE 19713

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DSDS ENDORSEMENTS



DSDS INVITES YOU TO JOIN OUR NEW ADA-ENDORSED PROGRAMS

The Delaware State Dental Society invites you to join our new endorsed programs.

Recently the Delaware State Dental Society co-endorsed with ADA Business Resources its high-quality products and services to provide you with discounts and generate royalties for the DSDS. These royalties based on member participation can become a key to non-dues income and lead to an increase in member benefits. Listed here are nine of those companies. The costs of our endorsed products are never inflated to generate royalties.





For information on any or all programs, contact the DSDS office for a full detailed brochure 302-368-7634