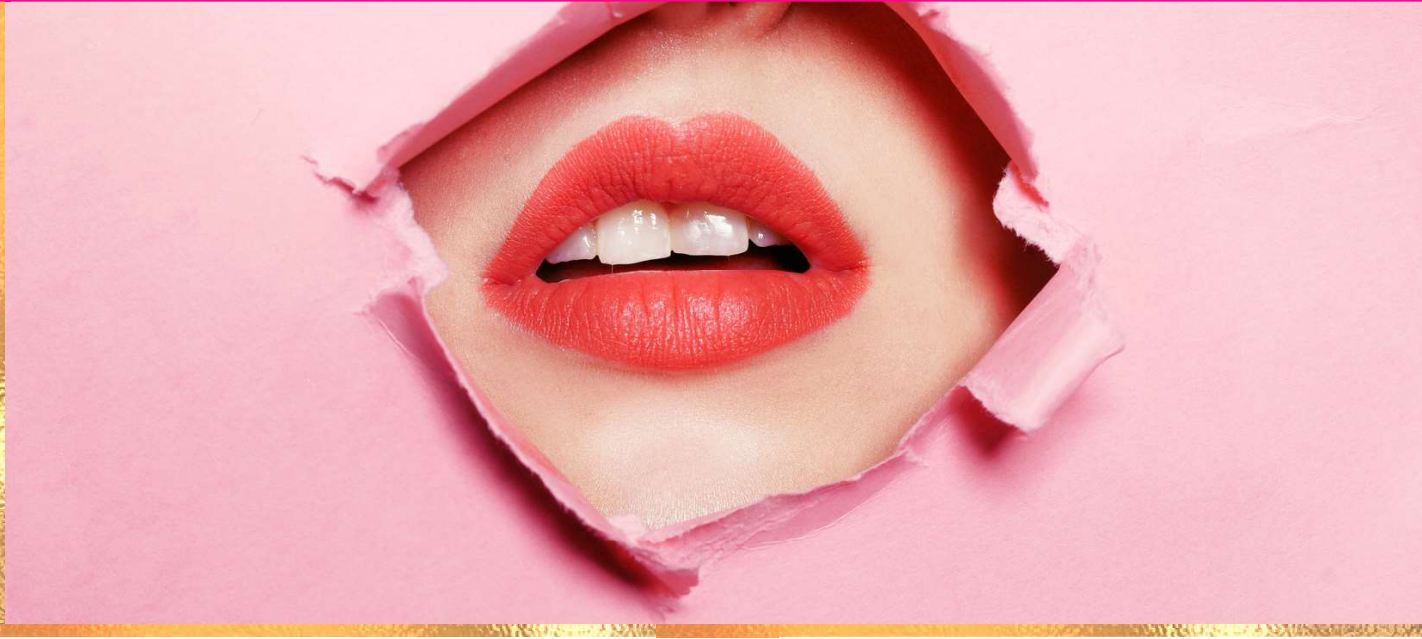


GETTING THEM TO ASK FOR TREATMENT: A Periodontal Case Acceptance Program



*We see patients in a **perceived** state of health. Despite the unending research around the prevalence of oral disease, dental providers are met with a myriad of challenges when it comes to optimized case acceptance for advanced dental treatment.*

These challenges are often barriers to upholding fundamental educational principles, connecting patients to their value system and dental IQ, to name a few. The complication: these challenges are getting in the way of patients receiving the optimal treatment and level of care they need, it is affecting the metrics of the dental practice, and most concerning: oral disease prevalence continues to soar.

Using the “Assessment – Strategy – Knowledge” technique, learn how you can achieve high level treatment case acceptance simply by changing the dialogue around dentistry and ultimately: getting them to ask you for their needed treatment! Learn about how the ASSESSMENT phase provides critical insights to develop a STRATEGY to support patients in empowering themselves to approach dental communication from a space of KNOWLEDGE aimed to optimize their complex care.

Special Note: This course pairs perfectly with wine-tasting, offering an extra engaging and enjoyable experience! Elevate your learning event by combining high-level education with a wine-tasting experience, creating a relaxed yet informative atmosphere that encourages discussion, networking, and memorable connections among participants.

Learning Objectives:

- Understand how the ASSESSMENT phase is a powerful educational tool for dental patients.
- Develop a customized STRATEGY to foster patient-centered, value-driven conversations.
- Learn to integrate KNOWLEDGE throughout the dental hygiene process to enhance patient awareness of oral and systemic health.
- Collaborate in a workshop setting to apply diverse communication styles in patient care.

SUGGESTED AUDIENCE:

Clinical Team Members.
Excellent for: Dental Hygienists

SUGGESTED FORMATS:

2Hr or 3Hr
Available with WINE TASTING



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Available as a **wine-tasting workshop.**