

MANY DOCTORS ASK “Why should I bring My team to the ‘Oral Sedation Dentistry’ course?”



DOCSEducation.com
877-325-3627

Ask yourself this: What will I lose if I don't?

...someone to implement sedation while you do the dentistry

“As I've preached for many, many years, it is absolutely wasting continuing education dollars for doctors to come to courses like this without their team”

Linda Miles
CSP, CMC, CEO
Institute of
Management
Consultants



Monday morning will come and you'll have the usual rush of emergencies, phone messages and a full schedule. Who is going to train your assistants to monitor the patient? Who will train your administrative team to answer the phones? Who will answer the patient's questions? Who will print the consent forms and other documents?

Dentistry is a living, breathing science and a team sport. Integrating new services into your practice takes a lot of work to see the return on investment from your continuing education dollars.

Make it easier on yourself; let your team do it.

Bringing a few key team members to the course enables them to “own” their role in helping others and take care of bringing the rest of your staff up to speed while you do what you do best – dentistry. Offices who have fully integrated sedation dentistry and are experiencing the joys of providing this service all say their team has been the key. You do the dentistry, they do the work.

...the new high-fear patients who call in and gets someone on the phone who is untrained!

“In my seminars as well as DOCS Seminars we say the same thing: ‘Your raise will become effective when our phone calls are’.”

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Ask yourself:

When a high-fear patient calls, to whom are they speaking? Will your team be knowledgeable enough to answer questions? Will they be capable enough to guide the patient towards scheduling an appointment? An appointment the high-fear patient will actually keep? Will your team have the skills essential for communicating with a high-fear patient?

Team members who come to the course with you will participate in their own special breakout sessions learning how to empathize with anxious and fearful patients. They'll learn how to communicate the basics of the sedation experience and will be given the tools necessary to help these patients schedule and actually keep their appointments! This well-educated and well-equipped front line is paramount to successful sedation implementation and therefore YOUR success!! Your phone is their gateway.

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...unequaled team training

“Nancy Hammel not only teaches the DOCS team program; she implements everything that she teaches on a daily basis in her husband’s practice in Kansas”

Linda Miles
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Nancy Hammel

Just like the rest of our faculty, our Team Trainer works with sedation patients every day.

Nancy Hammel is an outstanding lecturer who brings many successful years of experience to the subject. She helps high-fear patients every day as the office manager of Clay Center Family Dentistry in Clay Center, KS. She is in the trenches, just like your team members. She is the voice of experience - one who has fully implemented what she and her husband, Dr. Rick Hammel (UMKC 1977) learned many years ago when DOCS was first founded.

Dr. and Mrs. Hammel’s practice attributes their great success to an effectively-trained team – a team well versed in every facet of anxiety and sedation. Their experienced team’s finely-tuned ability to communicate acceptance of the fearful patient and their willingness to make them feel secure and significant is the real key to their success. It can be your success, too.

DON’T HESITATE!

Doctors who incorporate sedation into their dental practices are richly rewarded by bringing their team members to the DOCS “Oral Sedation Dentistry” seminar. Team members return home enthused and inspired to stand alongside you, the doctor, to help effectively and efficiently implement sedation and begin helping the thousands of anxious and fearful patients in their communities.

Here are just some of the topics covered:

- How to effectively communicate the basics of sedation to the new patient and empathize with the anxious/fearful patient. Team members are the front line in sedation patient scheduling and these skills are paramount to successful sedation implementation and ongoing success.
- Understanding the psyche of the anxious/fearful patient. Their understanding will enable team members to communicate compassion to the patient and ease their initial and perhaps on-going fears.
- Sedation implementation is a team effort! The team breakout sessions inspire team members to become team players realizing that it takes the entire dental team to successfully implement sedation.
- Because patients confide in the team members, team members will learn and review basic communication skills which allow the fearful and anxious patient to feel they have been understood.
- Patients’ anxiety levels may be less with the team than with the doctor, so they’ll learn the ability to gain patients’ trust.
- Team members will gain a clear picture of their role and responsibilities in monitoring and escorting the patient.
- Team members will get fresh ideas and inspiration and will return to work with a new enthusiasm.

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Continuing education is a huge investment that you should never take lightly. The costs associated with travel, hotel, tuition and food all add up, and now you’re supposed to bring your team, too?! Why should you make the additional investment? Why wouldn’t you?

What people are saying about Team Training at the “O.S.D.” course:

“I just got back from the DOCS course in Houston. I took twelve team members which is only part of my team. It was worth every penny. I originally went to the course in Orlando without my team or my partner and went back all ready to start sedation without anyone’s help except the Team Training DVD. It was impossible. I’m not a teacher and do not have patience, so to take the team for the hands on training was the only way to go for me. Your team will break away and receive so much more valuable additional information that is not on the DVD. I know this because I was able to go in with my team to the break away sessions. I personally recommend taking your team because they are fired up and want to help the practice increase production in a more stress free environment. Please let me know if you have any further questions, I will be more than happy to answer.”

– Mary Leigh Gillespie, D.M.D.
drg@cosmeticdentistryshoals.com

“I want to thank you for providing a comprehensive and well presented course on conscious sedation. I left with confidence in my newly imparted knowledge and have now completed many cases with great success. Perhaps the single best decision I made was to include my staff. They sat through each presentation and realized the importance of proper medical histories, and they learned the protocols and the subtle nuances of the patient in their state of sedation. I can’t tell you how valuable it is to have three sets of eyes on the patient. The additional bonus is the front office. They can answer each and every question the patient may have concerning sedation. This instills greater confidence in our patients, knowing the office staff is competent and has been trained so thoroughly. Thank you once again and I look forward to further training with DOCS.”

– Daryl Ovadia, D.D.S.
Ventura, CA