Building a Total Health Dental Practice

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Today there is no shortage of information on the connection between oral health and systemic health. New research is published daily, lectures are offered across the country, and even the public’s awareness of the link between mouth and body is growing. Still dental teams ask, “How do we use this information to benefit our patients?” Through the Total Health implementation program, Dr. Susan Maples teaches doctors and teams how they can adjust their existing protocols to improve patient health and practice profitability.

During this 2-day program, Dr. Maples reviews the latest oral-systemic information, how to meaningfully communicate this information to patients to motivate change, and how to position your Total Health practice as a leader in your community. Using a hands-on learning approach, you will practice changes to patient interactions, evaluate obstacles that must be overcome, and develop treatment protocols that are right for your practice.

What You Will Learn

• Implications of Periodontal Inflammation and the Traveling Oral Micro Biome
• How to Network with Physicians (Customized Networking Tools Included)
• How to Implement Personalized Medical Screenings without Increasing Appointment Times (Easy-To-Use Customized Screening Tools Included.)
• Communication/Facilitation Skills to Engage Patients and Team
• How to Provide Hands-on Learning for Children
• How to Address Diet/Nutrition to Reduce Caries Risk, Diabetes Risk, Obesity Risk (and the lifestyle illnesses resulting from obesity)
• How to Build Profitable Infant, Children, Teen, and Geriatric Programs
• Partnering with Sleep Diagnostics and Sleep Doctors
• How to Attract the Right New Patients and Reduce Dependency on Insurance

The Results for Your Practice

• Improved Patient Health
• Improved Team Satisfaction & Productivity
• Increased Referrals
• Increased Respect and Referrals from Medical Teams
• Increased Patient Retention
• Increased Treatment Acceptance
• New Sources of Revenue from Hygiene
• Increased Profitability

After the Program

During the program, you will develop an action plan specific to your goals for your practice. You and your team will leave with the knowledge and skills to implement your plan. Approximately 2 – 3 weeks after the program, you will have a scheduled call with Dr. Maples’ team to discuss your progress and the next steps for your office. During this consultation call, you will receive recommendations on specific patient scenarios and can review any of the topics covered during the program.
Program Leader Susan Maples, DDS

Dr. Susan Maples leads a successful, insurance-independent dental practice. She brings to you preventive and restorative dental expertise, a passion for mouth-body total health, a master’s degree in business/marketing, and 29 years of experience in private practice. Dr. Maples believes that helping people individually forge commitments to health can change the face of generations to come. In 2012 Dr. Maples was named one of the top 25 women in dentistry and one of the top 8 innovators ("disruptors") in dentistry.

Date: September 11–12, 2015 – Milwaukee, WI
Location: Henry Schein Dental
10920 W. Lincoln Ave.
West Allis, WI 53227
Recommended Hotel: Aloft Milwaukee Downtown
Room Rate $149
 Fee: $5,499 per office (includes up to 5 attendees)
$499 per additional team member
Program fee includes a customized screening sheet set and webpage, a $1,495 value.

We strongly recommend all team members attend. Successful implementation of Total Health practices requires the engagement of the entire team.

Attendance is limited to 10 dental offices.

Register early at www.henryscheindental.com/TotalHealth to reserve your spot.
For more information, or to register for Building a Total Health Dental Practice, please visit www.henryscheindental.com/TotalHealth or call 1-800-488-6113 x3079.