

Dr. Joe Favia

Digital Implant Dentistry - No More Wait!

8:00 am – 11:00 am

Digital dentistry has evolved and has given the dental industry the most predictable planning techniques we have ever known. From designing and milling ceramic crowns to planning the precise placement of the implant, Dr. Favia will take course attendees through the complete digital workflow. Digital dentistry has taken the dental profession by storm; see how you can take advantage and increase your practice efficiency and enhance your patient experience.

At this seminar you will learn:

- Benefits of Cone Beam
- Implants Options
- Placement Techniques
- Digital Work Flow
- Guided Surgeries
- Restorative Options
- Digital Scanning Tips and Tricks
- Much more...

Dr. Joseph A. Favia is a 1993 final graduate of Loyola University School of Dentistry. He

Dr. Karson Carpenter

OSHA/ HIPAA Compliance

8:00 am – 11:00 am or 12:30 pm – 3:30 pm

OSHA requirements include an annual retraining session for all employees. This course will help fulfill these requirements & will update participants on the latest from OSHA, including the Globally Harmonized System (GHS) for Hazard Communication and the Bloodborne Disease Pathogens Standard. The course also covers the Centers for Disease Control & Prevention Infection Control Guidelines for Dentistry

Topics covered:

- Means of egress
- Ionizing radiation
- Electrical safety
- Hazardous materials
- Ventilation
- Recordkeeping
- Fire safety and first aid

Karson L. Carpenter practices dentistry in Farmington Hills, MI and serves as President of Compliance Training Partners. He is a graduate of the University of Michigan School Of Dentistry, and has over

25 years' experience designing educational programs to bring dental and medical facilities into compliance with governmental regulations including OSHA, HIPAA and infection control.

3 CE Credits



has taken advanced dental education from The Peter Dawson Academy for Advanced Dental Education, The Pankey Institute and an Advanced Bone Grafting mentorship with Dr. Joel Rosenlicht. Since

2007, he continues to teach basic and advanced implant surgical procedures internationally to general dentists. He founded The Midwest Surgical Institute for Dental Implants after many requests from doctors. Dr. Favia served as 2010 President of the Arlington Heights Chamber of Commerce where he founded The Taste of Arlington Heights that is now the Chambers largest yearly event... He was honored as the Business Leader of the Year in 2011 from The Chamber of Commerce as well as receiving a Heart of Gold Award from the Village of Arlington Heights in 2013. Dr. Joe lives and maintains a private practice in Arlington Heights, IL with his wife and three children.

3 CE Credits

Dr. John Pasicznyk

Integrating Advanced Technology in the Dental Practice: What's Holding you back?

8:30 am – 11:30 am or 12:30 pm – 3:30 pm

Technology is changing the way dentists deliver care and it can sometimes be overwhelming to consider how it's possible to integrate this technology into our practice. Some of the hurdles that impede the dentist's decision to use technology include cost, training, team acceptance, and practical applications. In this lecture, Dr. Pasicznyk will share the blueprint of how he has successfully integrated CEREC and CBCT technology into his group general practice. He will discuss key points to consider during the decision making process, the workflows he personally developed for success in utilizing the technology, and the training that is available to allow for success in the practice. He will also share details about how his practice has grown since adopting technology and steps the attendees can take to see the same growth by using community based support. Dr. Pasicznyk believes dentists should spend more time doing the type of dentistry they love, and looks forward to helping every attendee find the "why" behind their desire to grow their practice.

At the seminar you will learn:

- The available technologies in optical impression systems, benefits and limitations of each
- Concepts behind 3D CBCT imaging and the benefits this technology brings to the dental practice
- Benefits to guided implant surgery and restoratively driven implant planning

Your Dental Environment Team Experts

Creating an Efficient & Affordable Dental Environment

8:30 am – 11:30 am

In today's changing dental environment, it's important to have a team that can help you focus in the right direction with expanding and developing a dental practice. Design, construction, finance and tax benefits are all important segments, which should not be overlooked. The process can be overwhelming and mistakes can be costly. Come and share with our expert panel and learn how to get the tools and resources needed to create a successful road to your future.

At this seminar you will learn about:

- Team approach – why this is important to the process
- Who makes up your team and why it is important in the process
- Design – the importance to the patients (Image)

3 CE Credits



Dr. John Pasicznyk is a general dentist from Indianapolis, IN where he owns and operates a group of dental practices. Dr. Pasicznyk serves as a mentor and educator to dentists around the world, internationally

speaking on CAD/CAM dentistry, cone beam CT, digital technology integration, and practice growth strategies. He serves as visiting faculty at CEREC doctors, and is a key opinion leader for CBCT and restorative materials with Dentsply Sirona. In addition to providing clinical education, he has developed a business model that focuses on growing practices through digital dental technology integration, which allows Dr. Pasicznyk to provide a unique perspective on the necessity of dental technology in the evolving dental industry. Dr. Pasicznyk's goal is to provide an opportunity for dentists everywhere to use advanced dental technology to provide exceptional clinical care and an outstanding patient experience, while allowing them to achieve their professional, personal, and financial goals through his practice support, mentoring, and professional coaching.

3 CE Credits

Susan Maples, DDS, MSBA

Fatten Up Your Patient Base and Slim Down Your Kids

8:00 am – 11:00 am

Are you tired of standing by and watching our nation loose the battle against childhood obesity, diabetes, heart disease and...caries? Are you and your team ready to inspire lasting behavior change that will result in oral and systemic health for generations to come? Roll up your sleeves and let's get started! In this paradigm-busting approach to caries and obesity prevention, Dr. Maples shows you how to weave in a couple (out of 60+) hands-on science experiments into every single otherwise-ordinary prophyl appointment. If you are interested in putting kids in the driver's seat for a preferred future, while you create a practice of distinction in your community, consider this your invitation. You will win the gratitude of kids and parents and become the positive talk of your town. Come with your entire team and be prepared to be WOWed!

At this seminar you will learn:

- Why hands-on learning inspires kids to improve health
- How the self-prophyl model blows the rubber-cup prophyl out of the water
- Skills for facilitating positive health change behavior
- Which kinesthetic learning experiences create indelible learning experiences in the fight

3 CE Credits



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 over 30 years of experience in private practice. She is the author of BlabberMouth! and is an internationally recognized health educator. 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.

3 CE Credits

Susan Maples, DDS, MSBA

Creating a Network of Co-Referral Relationships with your Medical Community

12:30 pm – 3:30 pm

Would you like to reposition your practice as a leader in your community and attract health-valuing patients like never before? Would you like to inspire patients toward a lifetime of dental and overall health?

Learn about the clues the mouth has to offer in predicting and preempting the most prevalent diseases threatening our population – and facilitate life-changing behavior to support health. Learn how the trends in lifestyle related illnesses such as obesity, diabetes, heart disease, sleep apnea and acid reflux closely intertwine with periodontal disease, caries, and oral cancer. Systemic disease screening, intervention and facilitation are possible, right in the dental chair. This program will help you add new sources of revenue, lift your morale, attract quality new patients, and build medical-dental referral relationships.

At this seminar you learn:

- Identifying the many links between oral disease and systemic disease
- Recognizing risk factors and using screening tools for systemic diseases
- Shifting from drugs to food for health
- Facilitating lasting health change behavior in children and adults
- Building infant, children, teen & geriatric systemic health programs
- Networking with medical practitioners for awareness and co-referrals
- Niche marketability of the Total Health Practice in your community

Steve O'Neil

3D is the New PA: How to maximize your Dose to Diagnostic Value Ratio

1:00 pm – 3:00 pm

Since 1895 when Roentgen discovered x-ray, dentists have learned, practiced, and diagnosed from intraoral (I/O) radiographic images. There has been no other way! The first 100 years on film, and the last 20 years with digital sensors and phosphor plates.

This course will demonstrate the diagnostic differences between I/O and E/O 2D imaging, and the benefits of low dose 3D imaging (CBCT) for the vast variety of general diagnostic needs. CBCT has come a long way in image quality and patient dose. Doctor attendees will learn about dose, and its relationship to the diagnostic value utilizing a new radiographic protocol in all types of dental clinics. CBCT is smashing the protocol rules that have gone unchanged since Dr. Edmond Kells took the first dental radiograph in 1896.

Henry Schein Technicians

Office Maintenance: from Handpiece repair to your Complete Network

1:00 pm – 3:00 pm

This hands on workshop will demonstrate easy and effective ways to maintain and repair a variety of mechanical office equipment. Areas to be covered include: compressors, vacuums, sterilizers, ultra sonic cleaners, handpieces, chairs and lights. We will show proper ways to maintain the equipment above, eliminating costly service repairs and down time. Understand the risk of not keeping up with your office computer network. In today's computer network environment, there are many instabilities that can affect the overall business performance of your practice. Training will be provided by local service technicians of Henry Schein Dental

At this seminar you will learn:

- Proper maintenance techniques
- Preventive maintenance
- Overall risk of your computer network

2 CE Credits



Steve O'Neil has been helping Upper Midwest dental offices "Go Digital" for over 10 years. He is a highly experienced dental radiography expert for both I/O and E/O imaging methods, and on the implementation of digital x-ray technology into dental clinics of all sizes. He is currently the Regional Sales manager for Planmeca, a global market-leading radiography equipment manufacturer.

2 CE Credits

HENRY SCHEIN®
DENTAL



OCTOBER 19, 2018

FALL Festival

WISCONSIN DELLS, WI

HENRY SCHEIN®
DENTAL

COME JOIN US for a full day of educational seminars and meet our vendor partners. Discover the latest in Digital Dentistry including Digitalized Impression Workflow and the newest product offerings. Have a one-on-one discussion with over 50 dental manufacturers and exclusive partners in an elaborate convention-style ballroom and take advantage of our onsite Fall Festival Specials. Sign up for the Wisconsin Fall Festival today!

REGISTRATION INFORMATION

Fall Festival 2018 • Wisconsin Dells • October 19

Wilderness Resort - Glacier Canyon Conference Center

45 Hillman Road, Wisconsin Dells, WI 53965 | (608) 254-1020

6:45 AM - Registration Opens

7:00 AM-9:00 AM - Hot Breakfast will be served

11:00 AM-1:30 PM - Lunch served in the Vendor Fair

3:15 PM-5:00 PM - Come and Join us for our Wine, Beer and Cheese

Soirée. Enjoy this social tasting along with other planned activities.

9:00 AM-5:00 PM - Vendor Fair

\$199 DOCTOR \$99 EACH STAFF MEMBER

Fee includes meals at event, CE seminars, Vendor fair & Parking! PLUS- wine & cheese soirée which will begin at 3:15pm. Cut off for class sign up or any changes is September 28th. Any changes to your registration after September 28th, will result in a \$25.00 per person charge.

Register online at: <http://hnrisc.hn/FEST7257>

CONNECTION AWARDS MEMBERS...

REGISTER BY JULY 27 & SAVE! \$20 PER DOCTOR

For questions or more information, call Jennie Mann at (414) 290-2551.

WILDERNESS HOTEL ROOM RATE:

\$99.99 THU - \$129.99 FRI-SAT

Call Reservation's line, 800-867-9453 and reference Henry Schein Fall Festival Group Block number, **623263** to book with the group block at the group rate of \$99.99 for Thursday night. Room block rate ends September 14, 2018.

Billing and cancellation policy: A \$25.00 administration fee will be applied to cancellations received within 14 business days prior to the seminar. All seminars will be billed at time of registration.

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Henry Schein may earn a fee for purchase of these products and services from vendor.

ADA CERP Continuing Education Recognition Program

***All CE Credits are subject to State Guidelines**
Henry Schein Dental 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.

Dr. Marie T. Fluent

Infection Control Protocol, Who's at risk?

8:30 am - 11:30 am or 12:30 pm - 3:30 pm

Infection control is the cornerstone to any successful dental practice. In light of recent Infection control breaches and the interest of increasing safety, there is a new emphasis in dentistry on the oversight of infection control, preventative processes and the overall safety in the dental health care setting. Learn what appropriate infection prevention policies are, identify best practices and strategies to assist in maximizing safety and efficiency of instrument reprocessing & sterilization of patient care items in accordance with the CDC Guidelines.

At this seminar you will learn to:

- Review 2016 Summary of Infection Prevention Practices in Dental Settings
- Comply with best practice and industry standards in infection prevention
- Implement and evaluate workplace application of infection control in the dental setting
- Ensure patient and employee safety while operating at optimal efficiency
- Apply these Infection Control Standards first hand with in a practice setting.



Dr. Fluent is an Educational Consultant for the Organization for Safety, Asepsis and Prevention where she leads the development and implementation of the programs for OSAP's Boot Camp and Annual Conferences.

Dr. Fluent is a graduate of the University of Michigan, School of Dentistry. Her dental career expands over 30 years and includes the roles of dental assistant, office manager, dentist (associate and practice owner), infection control coordinator, speaker, author, educator, clinical instructor and infection control consultant. Dr. Fluent is passionate about infection control and safety and has educated thousands of dental professionals and students through writing, webinars, and lectures. She has written numerous peer reviewed articles on infection control in the dental setting, OSHA compliance and responsible antibiotic prescribing.

3 CE Credits

Jim Philhower

Tips and Techniques to Improve your Practice

8:00 am - 11:00 am

Dental practice owners are under greater financial pressure than ever before. Lower reimbursements, fewer new patients or patients covered by insurance - as well as the current economic climate - make for challenging times. With over 80% of all dental plans sold being PPOs, it's tempting to participate in multiple plans. We typically see a 20-30% discount from a doctor's full fee schedule after participating in these plans, which is directly correlated to the next concerns: increasing overhead and decreasing profitability!

At this seminar you will learn to:

- Strategies for practice growth and effectively marketing your practice



Jim Philhower is the Director of North America Dental Sales Leadership & Development for Henry Schein. Jim is a 28-year veteran of the dental industry. His career includes six years as a Regional Manager and 12 years as a Field Sales Consultant.

3 CE Credits

Dr. Stace Lind

The General Practice Restorative Update

8:00 am - 12:00 pm

In every clinical setting there are bumps in the road, some large and some small, or 'slowdowns' which alter our time efficiency, decrease profitability, and can alter each patients 'value' in our delivery of care.

From the simple procedure of the crown seat to a quality recording of a preparation, and from the decision of when to endodontically treat a tooth to the recommendation for an implant. Making choices based upon 'evidence based' studies and clinically proven materials, methods, and techniques makes all the difference in reducing the speed bumps and smooths out the highway for efficient clinical practice. Prepare for a wonderful lecture that will carry right into your clinic the next day you work.

At this seminar you will learn:

- Understanding the importance in creating value in the dentistry each office provides. Increasing case acceptance and moving the treatment plans from the charts or computer into the chair
- Adhesion principles of the preparation, the bond, the placement, the cure, and finally the



Dr. Stace Lind has been in private practice for 21 years in Centennial, Colorado. He has accomplished a diplomat status in Implant ology, a certificate in Perio/Tissue Grafting, completed an advanced cosmetic dentistry program at LSU, and a three year Prosthodontic program at the University of Oregon. Doctor Lind is a Master in the Academy of General Dentistry and along with numerous Fellowships in Honorary dental societies he also is on the Board of the AGD and runs the Master Track program for Colorado.

4 CE Credits

Julie Varney

ALP: Assistant Leadership Plan: Reach the Summit in Your Career

8:00 am - 11:00 am

Many dental assistants become stagnant in their career because they are not given the educational resources to become better, more productive and more valuable to their practice. By providing them with a successful pathway for leadership growth, dental assistants will contribute more merit to patients, the doctor, and the team.

At this seminar you will learn:

- Open Forum Style Seminar (assistants only)
- Confident Conversations
- From Delegate to Celebrate
- Manage Conflict and Reduce Resistance
- The Knack of Time Management
- Fostering Relationships
- Organize the Chaos: Operatory to Inventory
- Create a Force of Change
- Simple Solutions for a Successful Career



Julie Varney, CDA, RDA, FAADOM, CDHS, CDSO is a Licensed Dental Assistant, Certified HIPAA Specialist, Certified OSHA Specialist, Certified CPR Instructor and previous Practice Manager with 25 years in the dental

profession. She is currently a Dental Assistant Coach and the Director/Instructor of the Dental Assistant School of Syracuse. In 2016 was named one of Dentistry's Top 25 Women in the Dental Products Report Publication. As an active member of the American Dental Assistant Association, a Fellow of the American Association of Dental Office Management, Julie takes pride in coaching and educating dental assistants to Connect, Learn, Grow and Lead with other dental assistants for an amazing, rewarding career.

3 CE Credits

Bert Triche

New Patient Experiences and Case Acceptance Strategies

8:30 am - 11:30 am or 12:30 pm - 3:30 pm

Many dentists would like their Hygiene Department to sell more dentistry. Yet, hygienists may lack confidence, fear saying the wrong thing or don't want the patient to feel pushed. This presentation helps the dentist and hygienist get on the same page and find balance. Learn what to say and how to say it, building value for services in language simple enough for patients to understand. Learn how to use diagnostic tools effectively and save time in the long run.

At this seminar you will learn:

- How to empower the hygiene team as "ambassadors" for the practice
- Verbal skills for simplified case presentation with language patients understand
- How to use diagnostic tools and stay on time
- Streamlining the exam: how to provide a quality exam in under eight minutes
- The top 10 service secrets for each hygiene appointment
- Audits that ensure maximum levels of productivity, efficiency and effectiveness



Bertha Triche is a registered hygienist with over 38 years experience in dentistry. She is a practicing hygienist and is currently coaching and training for Hygiene Diamonds and The Team Training Institute,

focused on increasing practice profitability and improving hygiene systems. Bert is a proven top producer in the field and has coached many hygienists to more productive hygiene days. She has worked in all aspects of the dental practice...hygienist, chairside assistant, front desk manager, treatment coordinator, marketing director and most recently office manager. She has a really unique delivery style which is quite entertaining and infused with her passion and enthusiasm for the profession. Bert has been a coach with Hygiene Diamonds for 6 years now and currently lives in Reserve, LA just outside of New Orleans with her husband and 3 children.

3 CE Credits

Vanessa Buchheit

How to increase your case acceptance and keep the money you produce!

12:30 pm - 3:30 pm

MOST DOCTORS THINK, "I tell the patient what they need and they get it." But a funny thing happens when patients leave the operatory and walk to the parking lot. The clearly established "need" starts to fade from memory. This is just one reason why case acceptance is lower than most doctors would like. According to a survey we conducted at Henry Schein, the national average for case acceptance is between 55% and 60%, a far cry from most dentists' expectations. This course will provide SIMPLE and EASY ways to increase your case acceptance.

A qualified Dental Office Administration professional can be an indispensable asset for today's dental practices. Whether checking in patients for their appointments, quoting treatment plans, converting New Patient phone calls into appointments or tactfully interacting with insurance companies, a dental administrator performs a range of dynamic tasks. This course will offer guidance for day-to-day dental office administration operations to run efficiently and effectively.



Vanessa Buchheit has 16 years of experience in the dental field. After success as an office manager/treatment coordinator, Vanessa joined Henry Schein as a practice development coach. Using her real

world professional experience coupled with her mastery of the business and attention to detail. She has the ability to identify areas for growth, implement winning systems and strategies. She now provides coaching and systems implementation with a hands-on approach that increases production and reduces stress.

3 CE Credits

Douglas Slighting

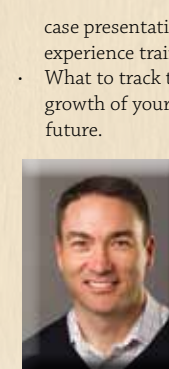
Proactive Marketing is the Answer

12:30 pm - 3:30 pm

Today's dental industry is changing. An increased reliance on PPO's has resulted in reduced collections for the average practice. This decline in profitability and cash-flow has created an environment where many dentists are now willing to sell their practice and join the ever-growing corporate collective. In this new reality, dentists must see their marketing differently in order to survive as we move into the future. This seminar will focus on how to compete and thrive in this new dental economy by implementing strategic, comprehensive and sound marketing processes into your practice.

At this seminar you will learn:

- The current state of marketing in the dental industry and the mindset required to approach your marketing correctly.
- Tools to understand how goal-based marketing budgets work.
- What to do and not do in your messaging to ensure effective marketing.
- Foundational training principles for referrals,



Douglas Slighting is the founder and CEO of Dental Branding. Doug has spent his entire 25-year career in marketing, working for national advertising agencies in addition to owning his own agency for 10 years prior to creating Dental Branding. Doug's singular vision is to help dentists thrive in today's evolving dental industry by focusing on a proactive, comprehensive and strategic approach to marketing. His company, Dental Branding—now in its 10th year, is the antidote to status quo dental marketing, which has failed the dental industry.

3 CE Credits

Greg Quandt

How to improve your productivity with Dentrix and simplify collections.

12:30 pm - 3:30 pm

Raw, uncut gems have value, but it isn't until they are polished that the true value is revealed. In this course, you will go beyond just the basic reports in Dentrix and learn how to get an in-depth look at your practice and polish your data to add value to your practice. Learn new ways of looking at your data, communicating with your patients, and find some hidden reports that you never even knew existed. Dentrix's early vision of a completely paperless, front deskless office is coupled today with a strong commitment to developing the tools necessary to boost productivity and improve efficiency. As the world's leading practice management software provider, Dentrix is striving to develop products that meet the evolving needs of every dental office. It's easy to get stuck always doing your tasks the same way because, "we have always done it this way". These tidbits and helpful hints will help take away those feelings. You will be able to take this great information back to your offices and start creating your own finished gems.

At this seminar you will learn:

- How to run reports to get the details of your patient data.



Greg Quandt, (Certified Dentrix, Easy Dental, and Dentrix Ascend Trainer) has worked with hundreds of office throughout The United States. Greg has over 20 years of "hands on" experience in the dental field with the last 11 being a trainer. Greg brings his marketing and business backgrounds into his seminars, and provides a unique perspective on how to improve business practices. He is an energetic and fun speaker that can break down complex procedures into simple to follow instructions. Greg is the 2011 Henry Schein Practice Solutions Spirit Award Recipient, and the 2015 Dentrix Ascend Trainer of the Year.

3 CE Credits