Dr. Mark E. Hyman

Dentistry’s Top Game Changers: 20 innovations for successful teams in 2020! (3 CE credits)

Friday, 9AM-Noon

Course Description: When living life in the fast lane of private practice, how do you improve your patient’s experience as we deliver optimal care? Highly successful teams constantly reimagine, reinvent and implement change to assure success during turbulent times. Prepare to laugh and learn about the Top 20 Game Changers!

Course Objectives:
• Evaluate and implement advances in dentistry
• Capitalize on individual skills of your dental team members to improve productivity
• Apply new techniques for keeping your team focused and enthused

The Ultimate New Patient Experience (3 CE credits)

Friday, 1PM-4PM

Course Description: Maybe you need more new patients? Or maybe you just need to slow down, ask better questions, OUT-LISTEN the competition, use cutting edge diagnostic photography with advanced caries detection, and apply time-tested human relations principles to thrive during turbulent times. Enjoy a fast-paced, interactive workshop experience where we will master the art of an exceptional new patient experience, offer a comprehensive treatment plan, and deliver a bullet-proof case presentation resulting in an increased case acceptance, more optimal care dentistry, and FUN!!

Course Objectives:
• Master the ten key questions you must ask each patient
• Teach your team how to systematically, predictably take quality photographs
• Demonstrate a treatment planning sequence that leads to case acceptance

Bio: Dr. Mark E. Hyman is a renowned dentist from Greensboro, NC, and a public speaker whose work is characterized by his warmth, enthusiasm, sense of humor, and passion for dentistry. As an accomplished seminar speaker, he has lectured throughout North America and Europe at every major dental meeting. Dr. Hyman has earned national and international recognition for his seminars. Since 2001, Dentistry Today magazine has selected Dr. Hyman as one of the top speakers in dentistry. He loved his thirty-two years in private practice, and currently serves as an Adjunct Full Professor and Special Assistant to the Office of the Dean at the UNC Adams School of Dentistry in Chapel Hill, NC.

A message from Enchantment North Chair Dr. Chris Morgan:

As dentists in New Mexico, we have all felt the effects of the coronavirus, along with the disruption and isolation of our normal daily lives. Recognizing the difficulty of the situation, the New Mexico Dental Association, in coordination with the Santa Fe District Dental Society and the Northwest District Dental Society, have organized an amazing two-day virtual dental conference. We are excited about our program of exceptional, internationally recognized speakers. I invite you to join us at our on-line convention for your opportunity to obtain useful continuing education credits that will have an immediate impact on your dental practice “Monday Morning”. I promise you and your entire dental team will see an immediate return on your investment!
Course Title: 5 STEPS TO PRACTICING DENTISTRY PAIN-FREE: Evidence-Based Ergonomic Strategies for Career Longevity (3 CE credits)
Friday, 1-4PM

Course Description: Did you know that one-third of dentists who retire early are forced to, due to a musculoskeletal disorder? Untreated chronic pain can result in physical and financial disaster! Now, more than ever, during the COVID-19 pandemic, mental stress, economic concerns, PPE, social isolation can add to physical demands in the operatory, resulting in fatigue, headaches and neck pain. Based on Dr. Valachi’s new eBook, this webinar introduces ground-breaking education that can effectively resolve work-related pain, help rejuvenate your love of doing dentistry and transform your life!

Course Objectives:
- Discover the single most important dental ergonomic intervention to prevent neck pain.
- Implement a technique to control stress in the operatory while preventing neck & back pain.
- Discover what research shows is the best type of exercise to prevent pain in dentistry.

Bio: Dr. Bethany Valachi, PT, DPT, MS, CEAS is a clinical instructor of ergonomics at OHSU School of Dentistry in Portland, OR and is recognized internationally as an expert in dental ergonomics. For over 20 years, Dr. Valachi has helped thousands of dental professionals prevent pain and extend their careers with her ergonomic CE video training and webinars on her website at www.posturedontics.com.

Lead as a Provider: Taking Ownership of Your Operatory (3 CE credits)
Friday, 1-4PM

Course Objectives: Maximize your ability to practice as a provider and learn how to take ownership of your operatory. Developing business, communication, and leadership skills allows you to manage your dental hygiene business by connecting with patients and staff to support your patients with a same day care model and increased case acceptance.

Course Objectives:
- Discuss how working as a true provider maximizes your scope of practice.
- Examine business, leadership, and communication skills that are important when owning your operatory.
- Realize how developing leadership competency strengthens your abilities as a dental hygienist.

Bio: Kelly Tanner, Ph.D., RDH has served in areas of dental hygiene, including academia, corporate, clinical, entrepreneur, researcher. Kelly’s combined doctoral education in leadership, and robust experience as a speaker, trainer, and certified coach, helps her guide individuals and teams in the practical application of proven leadership methods.

Course Title: OSHA Update with an Emphasis on Infection Control and Prevention of Cross Contamination (3 CE credits)
Saturday, 9AM-Noon

Course Description: There is a heightened awareness today surrounding infection control. We are faced with multiple challenges during the Covid-19 pandemic, from a shortage of PPE, to new office protocols. Utilizing engineering and work practice controls, can help prevent the spread of infection, and will help ensure the safety of patients and staff members.

Course Objectives:
- Overview of OSHA and CDC guidelines for the Dental Professional.
- Gain a better understanding of the role of safe Dental unit waterlines.
- Discuss new methods of reducing aerosols in the Dental Operatory.

Bio: Jocelyn Franco, RDH, B.S. has been in the Dental field for over 35 years. She is a graduate of the University of New Mexico with a Bachelor of Science in Dental Hygiene. Jocelyn has been a sales consultant for Novartis Pharmaceutical, Straumann USA, and is currently a Consultant for Henry Schein Dental. She is an OSHA certified instructor through HPTC.
Andrew Eberhardt

Mapping Your Course Through the World of Dental Insurance (3 CE credits)
Saturday, 9AM-Noon

Course Description: Understanding the dos and don’ts of working with dental insurance companies is vital in today’s dental world. Independent dental offices are limited in understanding how to obtain the very best fee schedules in any given market. Simply put, anti-trust laws prevent dentists from freely collaborating and working directly with insurance companies unless guided under certain safe harbors. When properly informed, dentists can work together to make sure they are receiving the highest reimbursement rates possible while maintaining a healthy partnership with insurance carriers.

This course will take a deeper look at the history of dental insurance and present optimal initiatives that can help your practice obtain fees that lead to increased practice profitability. Come join your dental colleagues and team members to participate in a meaningful group discussion about the relationship between dental insurance carriers and dental providers. You will leave with a greater understanding and some action items to implement immediately.

Course Objectives:

• How do I know I’m getting the best fee schedule without breaking my contract?
• Where can I go to determine if my UCR fees are in line with other dentists?
• Can I negotiate with insurance carriers for enhanced fees?
• What is the difference between umbrella groups and insurance carriers?
• How can a messenger model or IPA assist to help improve my contracted fee schedules?

Bio - In 1999 Andrew Eberhardt was asked to join a strategy team to assist a local group of Utah dentists to create a “Dental Cooperative” modeled after farm cooperatives. The Cooperative was designed to strengthen the independent practitioner and empower member dentists with tools to compete in this increasingly competitive market. In the spring of 2012, Andrew was promoted to Chief Operating Officer and directs all operational aspects of the Dental Cooperative.

Today, the Dental Cooperative has over 600-member dentists across the nation and is the largest and oldest group of independent dentists of its kind. At the beginning of 2013, the Dental Cooperative entered the New Mexico market at the request of leading dentists and office managers in Albuquerque. Since then, the Co-Op has flourished throughout New Mexico and serves over 100 offices throughout the State.

Pricing:

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Payment
Make payable to NMDA: U.S. CURRENCY, CHECK, MONEY ORDER, MASTERCARD, VISA, or AMERICAN EXPRESS. In the event that a credit card is officially denied use, please supply alternative credit card information within 24 hours to avoid having tickets returned to inventory.

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NMDA is an ADA CERP recognized provider. CE courses, provided by NMDA, are recognized by the New Mexico Board of Dental Health, other state licensing bodies, and the Academy of General Dentistry (AGD). In New Mexico, CE courses must be “technical or scientific, as relates to clinical care” to qualify for relicensure. Courses are designated “technical and/or scientific” or “nontechnical.” CE requirements differ from state to state, so please check with your state for specific requirements. AGD course codes and CE credit hours, are shown on each course synopsis. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cerp.

Course Disclaimer
NMDA makes every effort to present high-caliber clinicians in their respective areas of expertise. The presentations of the speakers, in no way, implies NMDA’s endorsement of any product, technique, or service presented in the course. NMDA specifically disclaims responsibility for any material presented. Unless otherwise noted the speakers in this program have not disclosed any relationships that would create a "conflict of interest."

CE Documentation/Proof of Attendance
You will be directed to answer two questions for each presentation as proof of attendance. When you have submitted your answers, a certificate of attendance will be emailed to you.

Contact Info: NMDA, Nancy Arenas, narenas@nmdental.org or 505.294.1368. Refund Policy: To obtain a refund, submit a written request to NMDA, on or before September 30, 2020. All refunds will be processed on or before October 31, 2020.