# SAN DIEGO DENTAL CONVENTION



November 9-10, 2018

The Courses that you need, The Education that you want.

# Get It Done Day

- California Dental Practice Act
- California Infection Control
- CPR

**Botox Certification** 

\$1499.00 8 CE

**Dental Insurance Certification** 

8 CE

**Diode Laser Certification** 

8 CE

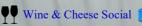
**Medical Insurance Certification** 

8 CE

**OVER 35 CE COURSES FOR EVERY** DENTAL PROFESSIONAL









619.277.4743 | www.ceadental.com

| chris@ceadental.com

MARINA WILLAGE & CONFERENCE CENTER | 1936 QUIVIRA WAY SAN DIEGO, CA 91941

# SAN DIEGO DENTAL CONVENTION

Continuing Education Academy | Friday, November 9

Class #	Lecture Topic		Speaker	Friday, Novem	ber 9
100-Diode Laser	Certification	*Hands-on fee	2-Day Pass Included	8:00AM-5:00PM	CE 8.0
101-California Inf	fection Control & OSHA for the Deni	tal Office	Dr. Jonathan Rudin	8:15AM-11:15AM	CE 3.0
102-Dental Insura	ance Billing & Coding <b>Certification</b>	*Hands-on fee	Rebecca Gerber	8:00AM-5:00PM	CE 8.0
103-Bullseye - Sh	ooting the Perfect X-Ray		Janet Simpson	8:00AM-11:30AM	CE 3.5
104-Oral Hygiene	e: In Clinical Practice and Complian	nce	Dr. Rajiv Saini	8:00AM-11:30AM	CE 3.5
201-California De	ental Practice Act		Kathy Dennis	12:30PM-2:30PM	CE 2.0
202-How to Simp	oly Boost Patient Experience & Maxir	mize Practice Gro	owth Ryan Vet	12:30PM-2:30PM	CE 2.0
203-Pain, pain go	o away! Don't come back another	day!	Tim George	12:30PM-2:30PM	CE 2.0
301-CPR	*\$	20 Hands-on fee	Certified CPR Instructor	3:00PM-6:00PM	CE 3.0
302-Front Office	'		Kathy Dennis	3:00PM-5:00PM	CE 2.0
303-Hypnosis: Wo	ords Matter, Making patients comfo	rtable w/o drugs	Juan Acosta	3:00PM-5:00PM	CE 2.0

# Marina Village and Conference Center 1936 Quivira Way San Diego, CA 92109







Group Discount of 3 or More Save \$10 Each on Day Passes Only Early Registration Discounts Day

#### SAN DIEGO DENTAL CONVENTION PRICING



# SAN DIEGO DENTAL CONVENTION

Continuing Education Academy | Saturday, November 10

Class # Lecture Topic	Speaker	Saturday, Novem	ber 10
400-Diode Laser <b>Certification</b> *Ho	nds-on fee 2-Day Pass Included	8:00AM-5:00PM	CE 8.0
401-CA. Infection Control and OSHA for the Dental Office	Dr. Jonathan Rudin	8:15AM-11:15AM	CE 3.0
402-Medical Insurance Billing for Dentistry Certification *H	<b>Inds-on fee</b> Rebecca Gerber	8:00AM-5:00PM	CE 8.0
403-Soft Tissue Graft failure can be prevented.	Farshid Ariz, D.M.D.	8:00AM-11:30AM	CE 3.5
404-Hypnosis: Words Matter, Making patients comfortable	w/o drugs Juan Acosta	8:00AM-11:30AM	CE 3.5
501-California Dental Practice Act	Kathy Dennis	12:30PM-2:30PM	CE 2.0
502-Holistic Dental Care	Dr. Stephen A. Lawren	ice 12:30PM-2:30PM	CE 2.0
503-EZ Stent Surgical implant guide	Mark Galvan	12:30PM-2:30M	CE 2.0
504-Master Long lasting Composite Restorations *H	ands-on Dr. Sigal Jacobson	1:00PM-5:00PM	CE 4.0
601-CPR * <b>\$20 Han</b>	ds-on fee Certified CPR Instructo	r 3:00PM-6:00PM	CE 3.0
602-Bullseye - Shooting the Perfect X-Ray	Janet Simpson	3:00PM-5:00PM	CE 2.0
603-The 2018 Dental Code PPO and HMO Power Training	Kathy Dennis	3:00PM-5:00PM	CE 2.0
Marina Village and Conference Cente	1936 Quivira Way San	Diego, CA 9210	)9
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Fax : (866) 805-1860 Online: www	.ceadental.com Email: chris@cead		
Mail: CEA Dental 4242 Summit Drive La	Mesa, CA 91941 Phone: (619) 27	77-4743	



Dentist: | Exhibit Hall = Free | 1-Class Pass = \$ 129.00 | 1-Day Pass = \$ 229.00 | 2-Day Pass = \$ 449.00 | Diode Laser = \$595.00 | Staff: | Exhibit Hall = Free | 1-Class Pass = \$ 89.00 | 1-Day Pass = \$ 149.00 | 2-Day Pass = \$ 249.00 | Diode Laser = \$495.00

# FRIDAY, NOVEMBER 9, 2018

#### #100 - Diode Laser Certification

This course has a 1-day fee of Dentist: \$399.00, Staff Member: \$299.00 In this hands-on diode laser certification program you will learn the adjunctive use of lasers as an essential element in periodontal therapy and for optimum recall management. Working with simulation exercises, this dynamic workshop is designed to build confidence and clinical understanding in the delivery of periodontal treatment protocols by using Diode lasers. Join us in this dynamic hands-on clinical workshop.

#### **TOPICS TO INCLUDE IN THIS DYNAMIC HANDS-ON CLINICAL WORKSHOP:**

- Fundamentals of laser science:
   Thermal disinfection
- Treatments of gingivitis, chronic, and aggressive periodontitis.
- Laser sulcular debridement, initiated and bare fiber applications

Friday, November 9, 2018 8:00 AM - 5:00 PM Credits: 8.00



# #101 - California Infection Control & OSHA Update

Jonathan Rudin, DDS, MS

Friday, November 9, 2018 8:15 AM - 11:15 AM Credits: 3.00

# #102 - Dental Insurance Billing and Coding Certification

Rebecca Gerber

This course has a 1-day fee of Dentist: \$399.00, Staff Member: \$299.00

Having properly trained staff is vital for the success

of the practice. This is especially true when it comes



to the insurance billing and coding system in the office. Since many dentists depend on third party payers as a revenue source, it is essential for the Insurance biller to know proper procedures and protocols.

Submitting dental insurance claims properly from the beginning, can have a positive impact on cash flow, and the marketing of the practice. It is also important for the biller to understand the contract language used by most dental carriers.

#### IN THIS COURSE PARTICIPANTS WILL LEARN HOW TO:

- Obtain Information from the Patient
- Communicate Insurance Benefits to Patients
- Verify Coverage through Several Different Sources
- Record Payments in your Software System
- Complete the Claim Form Including Documentation
- Electronically Send Narratives and Attachments
- •Generate & Interpret Aging Reports
- Interpret Explanations of Benefits
  - Use the current CDT Manual
  - Course Handouts
  - Make Proper Adjustments
  - •Follow Up on Unpaid Claims

#### PARTICIPATION:

This course is for anyone who wants to master the Insurance Billing and Coding system in the dental practice. This course is geared to the Doctor, Office Manager, and Clinical Staff. Successful reimbursement is highly dependent on the Doctor's input into the coding process and the staff's knowledge of billing procedures.

#### MORNING SESSION WILL FOCUS ON:

- Communicating Insurance Benefits to Patients
- Follow up and Insurance Aging Reports
- Verifying Benefits

#### **AFTERNOON SESSION INCLUDES:**

- How to interpret Explanations of Benefits
- At the end there will be a "Hands on Workshop"
- Types of Insurances
- Insurance Terminology
- Treatment Planning
- How to post payments
- How to make adjustments.

Friday, November 9, 2018 8:00 AM - 5:00 PM Credits: 8.00

# #103 - Bullseye - Shooting the Perfect X-Ray

**Janet Simpson** 

This course has no additional fee.

Digital radiography has some tremendous advantages over traditional film, no more chemicals, instant feedback, amazing images ... well...maybe not so much. The technology is amazing. The images could be amazing.

However, many dental practices have grown accustomed to poor diagnostic quality images. They seem to be resigned to foreshortening, cone cuts and closed contacts. There are even a few who just accept mandibular molar images without apices as if that's as good as it gets. What's up with that?!? Let's face it, there are significant differences between wired digital sensors and film. Identifying them is half the battle, overcoming them is the other. This class will provide perspective, information, tips and tricks the student can use in clinical practice to improve the diagnostic quality of their radiographs.

#### **Learning Objectives:**

- Understand how the differences between wired sensors and Traditional film affect the diagnostic quality of your images.
- Convert the principles of shadow casting into useful skills to capture apices, open contacts and acquire images that are hard to reach.
- Review the paralleling and bisecting techniques
- Refresh infection control protocol as it pertains to the radiography procedure.
- Refresh understanding of Radiation safety

Friday, November 9, 2018 8:00 AM - 11:30 AM Credits: 3.50

# #104 - Oral Hygiene: In Clinical Practice and Compliance Dr. Rajiv Saini

This course has no additional fee.

Periodontal disease including gingivitis and periodontitis is a plaque biofilm-induced inflammatory condition affecting tooth-supporting tissues and bone, and it is among humanity's most common diseases affecting up to 90% of the adult population worldwide. Periodontal disease is also closely associated with non-communicable diseases and represents a major global

oral disease burden with significant social, economic and health-system impacts.

Dentistry has experienced the greatest era in its history over the last 30 years. The mouth acts as a window to lot of systemic diseases and serves as a port of entry of the various infections that can alter and affect the immune status of the person. The oral cavity has the potential to harbour at least 600 different bacterial species, and in any given patient, more than 150 species may be present, surfaces of teeth can have as billion bacteria in its attached bacterial plaque. Periodontal diseases are recognized as infectious processes that require bacterial presence and a host response which are further affected and modified by other local, environmental, and genetic factors.

The oral cavity works as a continuous source of infectious agents, and its condition often reflects the progression of systemic pathologies. Periodontal infection happens to serve as a bacterial reservoir that may exacerbate systemic diseases. The objectives are to remove plaque or interfere with its formation to prevent it from becoming pathogenic, at least at 48-hourly intervals, and to deliver chemotherapeutic agents. The shortcoming of this protocol is that the protocol is not followed rigorously that gave the niche for bacteria to grow and accumulate as calculus. The primary goal of any dental hygiene routine is the prevention of the oral health problems caused by the build-up of microbial plaque.

Poor oral hygiene allows the continuous accumulation of acid producing bacteria on the surface of the teeth that demineralise the tooth enamel causing tooth decay and infect the gums causing periodontitis. Oral-systemic health has become a movement and next generation dentist will be recognized with the term "Oral Physician".

Friday, November 9, 2018 8:00 AM - 11:30 AM Credits: 3.50

## #201- California Dental Practice Act

Friday, November 9, 2018 8:15 AM - 11:15 AM Credits: 3.00



# **#202 - Create Experiences Worth Sharing: How to Simply Boost Patient Experience and Maximize Practice Growth**

Ryan Vet

This course has no additional fee.

The landscape in dentistry is drastically changing. It is more important than ever to stand out to your patients and create an experience worth sharing. In this course, attendees will explore ways to boost patient satisfaction with simple, easy-to-apply customer service and marketing strategies. Additionally, attendees will explore effective communication and time management technology projection. With these tools, you will discover exciting ways

niques for optimal patient satisfaction. With these tools, you will discover exciting ways to radically grow your patient base without breaking the bank.

# **Learning Objectives:**

- create, implement and measure effectiveness of patient experience initiatives
- design, deploy and measure impact of cost-effective marketing campaigns
- use positive patient experience to ultimately grow your practice

**Ryan** Vet is an innovative leader, entrepreneur and author. He has presented to audiences around the globe on four different continents on leadership, marketing and reaching your maximum potential.

Friday, November 9, 2018 12:30 PM - 2:30 PM Credits: 2.00

# #203 - Pain, pain go away! Don't come back another day! Tim George

This course has no additional fee.

Why do I hurt? Why am I not sleeping as much as I used to? Why does it hurt to do my job? These are some of the questions Egoscue deals with on a daily basis as we attempt to help a client restore their life back to normal. Chronic pain is no fun and neither is the aging process if your body is letting you down. The fix is easy if you give it a chance and you will experience it during the workshop.

Friday, November 9, 2018 12:30 PM - 2:30 PM Credits: 2.00

## 301- CPR Certified

Friday, November 9, 2018 3:00 PM - 6:00 PM Credits: 3.00



# 302 - Front Office Boot Camp

## **Kathy Dennis**

This course has no additional fee.

The purpose of this lecture is to increase patient acceptance in your office. Attendees will learn how to maximize your insurances with today's billing techniques. We will discuss the best practices in dealing with HMO & PPO insurances.

#### **LEARNING OBJECTIVES:**

- Restorative Coding
   ◆ Preventive Coding
   ◆ Crown Coding
   ◆ Onlay Coding

Friday, November 9, 2018 3:00 PM - 5:00 PM Credits: 2.00

# 303 - Because Words Matter: Making your patients comfortable and your practice profitable with words, not drugs.

# Juan Acosta, Hypnodontist

This course has no additional fee.

Learn simple hypnotic techniques to help your patients relax, make sound decisions about their treatment, and enjoy their visit so much that they will spread the word. The techniques you'll walk away with will increase customer satisfaction and retention at your practice, improve your case acceptance numbers and reduce the number of no-shows and cancellations. Join us!

Friday, November 9, 2018 3:00 PM - 5:00 PM Credits: 2.00

# #303 - Because Words Matter: Making your patients comfortable and your practice profitable with words, not drugs.

Juan Acosta, Hypnodontist

This course has no additional fee.

Learn simple hypnotic techniques to help your patients relax, make sound decisions about their treatment, and enjoy their visit so much that they will spread the word. The techniques you'll walk away with will increase customer satisfaction and retention at your practice, improve your case acceptance numbers and reduce the number of no-shows and cancellations. Join us!

Friday, November 9, 2018 3:00 PM - 5:00 PM Credits: 2.00

## 400 - Diode Laser Certification

SEE FULL CLASS DESCRIPTION AT COURSE # 100

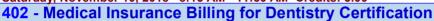
Price: Dentist \$595. Staff \$495

Saturday, November 10, 2018 8:00 AM - 5:00 PM Credits: 8.00

# 401- California Infection Control & OSHA Update

Jonathan Rudin, DDS, MS, MPH This course has no additional fee. A required course for all California licensed dental professionals.

Saturday, November 10, 2018 8:15 AM - 11:30 AM Credits: 3.00



This course has a 1-day fee of Price: Dentist: \$399 Staff Member: \$299

Rebecca Gerber

Billing medical insurance can be an untapped revenue source in many dental practices, and is becoming very important in today's competitive environment. Submitting certain dental services to medical insurance carriers for medically necessary procedures, can help increase cash flow and add value to your practice. By understanding the medical coding process, your dental practice will be able to submit claims properly and obtain benefits for patients that otherwise may not accept treatment.

#### In this course participants will:

- Learn Responsibilities of the Team Starting with the Doctor
- Learn How to Identify Medically Billable Procedures
- Learn How to Communicate Treatment Plans to Patients
- Understand Medical Coding Guidelines for ICD-10 and CPT Procedure Codes
- Receive detailed information on Sleep Apnea. TMJ, and Cone Beam CT Scans.

#### Course handouts include:

- Sample Documentation Required to Support Procedures Billed
- Phone Preauthorization Scripts & Templates for Creating Inner Office Communication

This course is geared to the Doctor, Office Manager, and Clinical Staff. Successful reimbursement is highly dependent on the Doctor's input into the coding process and the staff's knowledge of billing procedures.

#### Morning Session will focus on:

- Which Dental Procedures are Medically Billable
- The Importance of the Patient Health History
- Proper Documentation to Attain Reimbursement Utilizing the SOAP Format

#### Afternoon Session includes:

- Specifics about Sleep Apnea and TMJ Documentation
- Specifics about CT Scan Pre-authorizations
- How to fill out the Current CMS-1500 Medical Claim Form
- Looking up Proper ICD-10 and CPT Codes in Codebook
- Participants will receive a "Medical-Dental Insurance Coder's Certification".

Saturday, November 10, 2018 8:00 AM - 5:00 AM Credits: 8.00









# #403 - Soft Tissue Graft failure can be prevented. Farshid Ariz, D.M.D.

Soft tissue graft failure can be related to other factors, like Sleep Related Bruxism which can cause gingival recession and can be undetected in our diagnosis. We will be looking in detail why and how recessions are related to this relapse. Using todays latest science and the knowledge we'll be learning as to what recessions and abfraction clues mean to

our patients and hidden dangers like Sleep-Related Breathing Disorders (SRBDs). Understand the neurology and cause in Sleep Bruxism that leads to gingival recession.

Understand what soft tissue recession and abfract ion missing clues mean. How to prevent failure of soft tissue grafts related to Bruxism. Saturday, November 10, 2018 8:00 AM - 11:30 AM Credits: 3.50

# #404 - Because Words Matter: Making your patients comfortable and your practice profitable with words, not drugs.

# Juan Acosta, Hypnodontist

See Class #303 for Description This course has no additional fee.

SEE FULL CLASS DESCRIPTION AT COURSE # 106

Saturday, November 10, 2018 8:00 AM - 11:30 AM Credits: 3.50

## 501- California Dental Practice Act

A required course for all California licensed dental professionals, this needs to be taken every 2 years.

This course has no additional fee.

Saturday, June 23, 2018 12:30 PM - 2:30 PM Credits: 2.00



#### FROM INTERSTATE 5:

Take the SEA WORLD DRIVE exit. From SEA WORLD DRIVE, take WEST

MISSION BAY DRIVE on your right. When you see the large green sign that says QUIVIRA ROAD, get in the farthest left of the two left turn lanes. Turn left, go one very short block and turn left again. MARINA VILLAGE will be on your right.

#### FROM INTERSTATE 8:

Take the WEST MISSION BAY DRIVE exit to the right. You will be on INGRAHAM STREET for a short distance from which you will take the next exit marked WEST MISSION BAY DRIVE on your right. When you see the large green sign that says QUIVIRA ROAD, get in the farthest left of the two left turn lanes. Turn left, go one very short block and turn left again. MARINA VILLAGE will be on your right.

#### 501- California Dental Practice Act

A required course for all California licensed dental professionals. this needs to be taken every 2 years. This course has no additional fee. Saturday, June 23, 2018 12:30 PM - 2:30 PM Credits: 2.00



# #502- Holistic Dental Care (Your Guide to Authentic Holistic **Dental Care, Optimal Health and Natural Vitality)**

Rev. Dr. Stephen A. Lawrence

This course has an additional \$20 Hands-on fee.



Holistic Dental Care is an exciting tour of our dental health through the lens of comprehensive wellness – for our physical, emotional and spiritual body. You will learn with supplemental visuals, helpful tips and tools, an up-to-date summary of all the current holistic dental healthcare ideas and products. Learn how to stop cavities and gum disease, rebuild teeth, and positively affect patients – as

we strive to spread wellness worldwide.

## **Learning Objectives:**

- 1. Tips and tools to stop cavities, gum disease, and rebuild teeth.
- 2. Connections between your teeth and the rest of your body.
- 3. How to achieve and maintain optimal health and natural vitality.

Saturday, June 23, 2018 12:30 PM - 2:30 PM Credits: 2.00

601 - CPR Price: Admission +\$20.00

Certified CPR Instructor

Saturday, June 23, 2018 3:00 PM - 6:00 PM Credits: 3.00

# #602 - Bullseve - Shooting the Perfect X-Ray Janet Simpson

This course has no additional fee.

SEE FULL CLASS DESCRIPTION AT COURSE # 104 Saturday, June 23, 2018 3:00 PM - 5:00 PM Credits: 2.00

# 603 - "The 2019 Dental Code" PPO and HMO **Power Training Insurance Coding**

Kathy Dennis

This course has no additional fee.

Learn the interworking's of insurance companies and get paid on the claim the first time. You will learn the claims process and never before billed cut codes. Learn how to maximize your insurances with today's billing techniques.

#### **LEARNING OBJECTIVES:**

- How to negotiate fees
- Crown coding
   Restorative coding

- Onlay codingMissed codesPreventive codingThe appeals process
- Insurance payment regulations
- Standard coordination of benefits.
- Differences in insurances

Saturday, June 23, 2018 3:00 PM - 5:00 PM Credits: 2.00

# SAN DIEGO DENTAL CONVENTION November 9-10, 2018

RESORTED STANDARD
US POSTAGE PAID
SAN DIEGO, CA
PERMIT NO. 2048

#107 - Neuromodulators
(Botox, Dysport, Xeomin)
Workshop
\*Live Patient Training

You will leave this hands-on program with the skills

Dentist + 1 Staff= \$1499.00 8:00 AM - 5:00 PM , Credits: 8.00

to identify facial muscles and implement dental therapeutic treatments that relax peri-cranial muscles also responsible facial lines. These include TMD, migraines, tension headaches, facial pain, clenching, gummy smiles, smile asymmetries, hypersalivation, masseteric hypertrophy, tongue thrust. Selecting the course will allow your practice to implement these profitable treatments currently being sought out by your patients that do not cost an excessive amount in equipment (\$0) and training. Learn how to profitably use all the neuromodulators on the US market at the lowest possible cost to you.

This is the same program given to specialist physicians including dermatologists and plastic surgeons.

#### Howard Katz BDS DDS

Dentox is an industry leader in continuing education providers with the experience and expertise necessary to provide you with the skills you need. When you tell your patients and staff you were trained by Dentox, you're telling them you were trained by one of the best. The demand for Botox is massive. Take the Botox course that gives you additional credibility. Dr. Katz was instrumental in the creation of Botox treatments – in fact, he is an inventor named on the actual patent applications for all Botulinum Toxins including Botox, Dysport, Xeomin and Myoblock.



# BOTOX CERTIFICATION

Dr. Howard Katz BDS DDS
\*Live Patient Training, Dentox

\$1500 = Dr. + 1 Staff
June 22 or 23, 2018
8:00 am - 5:00 pm 8 CEU

This is the same program given to specialist physicians including dermatologists and plastic surgeons.