



THE ULTIMATE RESTORATIVE DENTAL PRACTICE

Philosophy, Treatment Planning & Total Patient Management



Chasolen Education Center Sarasota, Florida
September 20-21, 2019

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Dr. Howard Chasolen graduated from Rutgers Medical and Dental school in 1991. He earned a specialty certificate in Prosthodontics and a fellowship certificate in Implant Prosthodontics from the University of Pittsburgh School of Dental Medicine from 1991-1994. He is a Diplomate of the American Board of Oral Implantology and a Fellow of the American Academy of Implant Dentistry.

He is Past President of the Florida Academy of Cosmetic Dentistry and the Florida Prosthodontic Association as well as being appointed to the faculty of the University of Florida in the Graduate Prosthodontic Residency Program.

Dr. Chasolen has restored over 20,000 units of crown and bridge, over 1000 full arches and 11,000 dental implants. He practices 170 days per year in his practice limited to Prosthodontics in Sarasota, Florida.

Clearly, there has been a change in the climate of clinical dental practice. Corporate and insurance driven dentistry has forever influenced how dental care is delivered. Dentists are more frustrated than ever about decreased satisfaction and fulfillment in their practices. Yet, more than ever, an opportunity exists to practice a different way. A patient focused and concierge driven way. A quality over volume way. A rewarding way for the dentist to create a distinguished niche practice attracting fee for service patients that want a different experience.

At the core of the problem is a lack of practice clarification, mission and philosophy. This leads to an inconsistent message to patients and an inconsistent set of systems. In turn, the dentist and TEAM fail to spend the necessary quality time with their patient in both, developing a relationship and developing a comprehensive treatment plan. Treatment planning without a foundational philosophy and practice strategy will yield ineffective results and the frustration of “getting stuck” with great treatment plans and low treatment acceptance.

After practicing for over 25 years and teaching thousands of dentists over the last 15 years, the 2 most frequent questions asked have always been “HOW DO I TREATMENT PLAN THIS CASE?” and “HOW CAN I HELP MY PATIENT FIND VALUE IN AND ACCEPT MY RECOMMENDATIONS AND TREATMENT PLAN?” Today, we have more resources, technology, literature, materials and access to information than ever before. Yet, most of us still get stumped on how to *CONNECT* with a patient, *ORGANIZE* a thought process to formulate a treatment plan and how to *CO-CREATE* a plan with a patient that motivates them to accept treatment recommendations.

This extremely unique program is designed for restorative dentists, lab technicians, periodontists and oral surgeons interested in mastering the art and science of building a quality relationship based practice and formulating treatment plans. Held at the Education Center in my office, we will spend the first portion of the program developing practice philosophy and systems to create a concierge dental practice. We will also cover the basic principles of restorative and implant dentistry that will form the basis of knowledge to apply to cases. Then, each participant will supply an actual real case from their practice to treatment plan. In advance, participants will submit their case in a documented format. I will present the case, with the participating attendee, and develop a detailed ideal and alternative treatment plan. The plan will be developed based on the principles of my Treatment Planning Quint and will be given to the attendee in a digital format for their use.

All participants leave with a detailed, written and digital treatment plan for their actual patient and the understanding of how to do this for every patient.



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Date: September 20-21, 2019

Tuition: \$3895.

Hours: 14

Attendees: Limited to 24

Program Objectives:

- Develop a clear philosophy and direction toward a concierge dental practice.
- Introduce a system of treatment planning that is comprehensive and repeatable yet practical enough to apply to every patient in your practice.
- Apply the Treatment Planning Quint factors of aesthetics, occlusion, periodontal, restorative and TMD related to all patients from the simple to most complex clinical presentations.
- Learn how to integrate the initial intake, the comprehensive evaluation including photographic and occlusal analysis into the treatment plan process.
- Learn how to apply the specific principles of restorative dentistry and implant prosthetics toward ideal comprehensive treatment plans.
- Provide a template and all the associated forms and materials to facilitate the production of a real case treatment plan.
- Learn how to take a list of chief complaints and develop a complete plan that you AND your patient generate. When your patient is involved in the process, they are much more likely to accept treatment recommendations.
- Learn how to use printed photographs or PowerPoint/Keynote software to prepare professional and exquisitely documented plans.
- Create phased plans using the ideal plan as the guide when patients are not ready to proceed with ideal comprehensive dentistry.



2033 Wood Street Sarasota, Florida 34237

www.ChasolenEducation.com 941-957-0063

Maryellen@ChasolenEducation.com

_____ **\$3895. All participants**

Tuition will include a breakfast and lunch both days, coffee and drinks available all day, a comprehensive manual and 14 units of PACE certified continuing education.

September 20-21, 2019

Name: _____ **Degree:** _____

Address: _____

Telephone: _____

FAX: _____

Email: _____

Method of Payment: **Check** **Mastercard** **Visa** **Amex**

Credit card information:

Name on credit card: _____

Card # _____

Expiration date: _____ **3 or 4 digit code:** _____

Signature: _____

All checks payable to Chasolen Education & Research Center

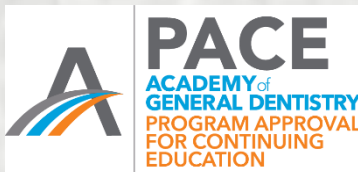
Call: (941) 957-0063 and ask for Maryellen | **Fax:** (941) 957-0424

Mail: 2033 Wood Street • Suite 125 • Sarasota, Florida 34237

Email: Maryellen@ChasolenEducation.com **visit:** www.chasoleneducation.com

How did you hear about this program? _____

Cancelled must be made at least 60 days prior to the program. Full tuition will be forfeited if cancelled within 60 days of course. Chasolen Education reserves the right to refuse registration or cancel or modify the program without notice. We are not responsible for reimbursing any travel associated or hotel costs in such instances.



The Chasolen Education & Research Center, PA has been designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this program provider are accepted by the AGD for Fellowship/Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 3/1/2016-2/28/2020. Provider # 348758