

Beacon Oral and Maxillofacial Surgeons

Presents a Peak Performance™
5 session business skills and growth series.

Session #1-February 23, 2024

Session#2-May 3, 2024

Session #3-June 28 2024

Session #4- September 20, 2024

Session#5- November 15, 2024

8AM-4pm
Breakfast and lunch included

Tuition:
Register by 12/31/23-\$1300
Register after 1/1/24-\$1600

RSVP Today
Summer Womack

503-654-3530



DR. GARY MORRIS, DDS

Dr. Morris completed his undergraduate studies at Indiana University in Bloomington, Indiana. He received his dental degree from the University of Illinois at Chicago and completed his residency in Prosthodontics at the UMKC College of Dentistry in Kansas City Missouri. He is an Adjunct Clinical Assistant Professor at Southern Illinois University, School of Dental Medicine where he sat on the committee that formed the SIU Dental Implant Center at its inception. Prior to this appointment he was a Clinical Assistant Professor at the University of Illinois, College of Dentistry. He is a member of the American College of Prosthodontics, Academy of Osseointegration, ADA, ISDS, CDS and the Chicago Academy of Dental Research. Dr. Morris is the president of the Illinois section of the American College of Prosthodontists. Dr. Morris has lectured extensively both nationally and internationally on implant prosthodontics and has authored or co-authored numerous articles and a book chapter related to dental implants. Dr. Morris maintains a private practice, limited to prosthodontics and restorative dentistry, in Buffalo Grove, Illinois. In his spare time he enjoys traveling with family, scuba diving and water skiing. Dr. Morris has a financial relationship with Zimvie and Southern Implants for speaking engagements.



The Aerie at Eagle Landing
10220 SE Causey Ave.
Happy Valley, OR 97086



SESSION 1: THE RESTORATIVE TREATMENT COORDINATOR

The Restorative Treatment Coordinator, (RTC) serves as a key component to patient care and case acceptance. They will also be an important part of the case management process. This session will help you identify, train and integrate the RTC into your practice.

OBJECTIVES:

- To identify and train an RTC.
- To understand the important roles the RTC can perform in your treatment planning process and case management.
- To create SOP's and determine how to integrate this key employee into your practice.

SESSION 2: THE CONSULTATION PROCESS

Consultations are an important part of patient and case management. The consultation can be thought of as a recon mission.

Understanding a patient's needs as well as their desires are key to being successful in treatment planning and gaining case acceptance. This session will outline the difference between the simple and complex consultations and provide an algorithm to follow for success.

OBJECTIVES:

- To understand the different types of consultations.
- To develop verbal and patient education skills for successful consults.
- To integrate the RTC into the consult process.

YOUR SESSION 3: PERSONALITY PROFILES

Understanding how different personalities make decisions can be extremely important when consulting a patient. This helps with targeting patient education in a manner that will allow patients to make informed decisions. This session will outline 4 different personality types and develop strategies to manage their unique learning styles.

OBJECTIVES:

- To understand how to determine a patient's personality type prior to the consultation.
- To understand how to cater a consultation and treatment plan for each personality type.

SESSION 4: PUTTING IT ALL TOGETHER

In this session, the first three sessions will be reviewed and roadblocks to success will be managed.

OBJECTIVES:

- To customize the course to manage the walls and ceilings that need to be removed for successful implementation of the RTC and consult process.

This continuing education activity has been planned and implemented in accordance with the standards of the ADA Continuing Education Recognition Program (ADA CERP) through joint efforts between Dental CE Solutions & Beacon Oral Surgeons. Dental CE Solutions is not responsible for any reimbursement due to cancellation of an event. Reimbursement is in the sole responsibility of Beacon Oral Surgeons. Beacon Oral Surgeons reserves the right to cancel a course no later than 14 days prior to the course date. Dental CE Solutions 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 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. Dental CE Solutions designates this activity for 35/7 per session continuing education credits. Continuing Education Credits awarded in the U.S. for participation in the CE activity may not apply towards license renewal in all states. It is the responsibility of each participant to verify.

SESSION 5: CASE ACCEPTANCE BY PATIENT EDUCATION: CAPE

An understanding patient of their issues will likely proceed with treatment. The treatment plan presentation either at the time of consult for the simple plan or at a subsequent visit for the more complex circumstances may be the key to success.

This session will review this important process and concentrate heavily on patient education.

OBJECTIVES:

- To understand how to present a treatment plan
- To coordinate care between the surgical and restorative teams
- To be able to develop communication skills that will aid in patient education and case acceptance.

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