

Delaware State Dental Society
 200 Continental Drive, Suite 111
 Newark, DE 19713

DELAWARE STATE DENTAL SOCIETY 2010 Fall CE Courses



LOCATION/TIME/PARKING:

Hotel du Pont, Wilmington, DE - 8:30 AM to 4:00 PM
 FREE self parking at Hotel du Pont Car Park on Orange Street (2nd lot on left)

COURSE FEES:

	DSDS/ADA MEMBER	NON ADA MEMBER	STAFF/STUDENT/ RESIDENT/SPOUSE
Ms. M. Osborne October 22, 2010	\$280 - before Oct. 12 \$315 - after Oct. 12	\$380 - before Oct. 12 \$415 - after Oct. 12	\$140 - before Oct. 12 \$175 - after Oct. 12
Dr. T. Tanaka November 12, 2010	\$280 - before Nov. 2 \$315 - after Nov. 2	\$380 - before Nov. 2 \$415 - after Nov. 2	\$140 - before Nov. 2 \$175 - after Nov. 2

All requests for refunds or cancellations must be received in writing two weeks prior to course date. No refunds will be given after that time. Each refund/cancellation will incur a \$35 fee.

COURSE FEE INCLUDES:

Course, continental breakfast, beverage break, luncheon, seminar handouts.
 6 CE Credits per lecture for doctors and staff. FREE self parking

FOR INFORMATION:

Call: 302-368-7634

Or visit our website at: www.delawarestatedentalsociety.org



Delaware State Dental Society 2010 Fall CE Courses

Hotel du Pont, Wilmington, DE - 8:30 AM to 4:00 PM

6 CE CREDITS PER COURSE

"Navigate Your Future"



Friday, October 22, 2010

Mary H. Osborne

PRESENTS

Healthy Teams:

Helping Patients Make Healthy Choices

SPECIAL INTEREST FOR ENTIRE TEAM



Friday, November 12, 2010

Terry T. Tanaka, DDS

PRESENTS

*Current Esthetics
 and Occlusion Concepts:*

Myths, Science and Clinical Implications

SPECIAL INTEREST FOR DENTISTS, SPECIALISTS, ASSISTANTS

Register on the web at www.delawarestatedentalsociety.org

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302-368-7634

DR. DANIEL D. TRUONO, CHAIR, COUNCIL ON EDUCATION



Friday, October 22, 2010
 8:30 AM to 4:00 PM – Hotel du Pont, Wilmington, DE
SPECIAL INTEREST FOR ENTIRE TEAM - 6 CE CREDITS

Healthy Teams: Helping Patients Make Healthy Choices

Mary H. Osborne

How would your practice be different if each person described his or her primary role as “Helping people make healthy choices?” Instead of focusing on tasks, each person focuses on results. Patients take center stage, and all communication and systems are organized around helping them become healthier. Success is measured by your ability to move each patient along a continuum toward optimal health. You can learn the skills required to help your patients make healthy choices. This seminar will help you:

- Attract patients who make decisions based on quality as well as price.
- Develop team relationships which allow everyone to focus on results.
- Help your patients work through barriers they perceive to ideal dental health.
- Develop communication which is powerful, ethical, non manipulative, and patient centered - not insurance centered.

No catchy slogans or pat phrases will get to the level of understanding you need with your patients. It is difficult for them to break the bonds of fear, and to change long held assumptions about dentistry. This informative, interactive, lively program will help you learn how to:

- Increase your ability to attract and keep values based patients, instead of trying to please everyone.
- Establish ongoing relationships which support patients in making healthy choices, instead of nagging them into compliance.
- Create mutual expectations about responsibility for payment, instead of hassling over what the insurance company will and will not pay.

You can learn to build relationships based on a new team/doctor/patient model that develops understanding, trust, loyalty, accountability, and commitment.

Mary Osborne has worked in dentistry for over forty years as a clinical hygienist and patient facilitator. She brings to her work enthusiasm, intelligence, humor, and a deep belief in the potential for significant growth through authentic communication.

Mary is known internationally as a consultant, writer, and producer of newsletters and audio/video programs for Mary H. Osborne, Resources in Seattle, Washington. Her writing is published in national magazines and she has spoken extensively to state and national organizations including The American Dental Association and The American Academy of Dental Practice Administration. She is a member of the visiting faculty and serves as a Foundation Advisor to the Pankey Institute.



Friday, November 12, 2010
 8:30 AM to 4:00 PM – Hotel du Pont, Wilmington, DE
SPECIAL INTEREST FOR DENTISTS, SPECIALISTS, ASSISTANTS - 6 CE CREDITS

Current Esthetics and Occlusion Concepts: Myths, Science and Clinical Implications

Terry T. Tanaka, DDS

Recent innovations in dentistry and technology have changed the way dentistry is being presented to patients in this modern era of dentistry. Are these current esthetic trends science driven or the result of marketing hype? When restorations fail, the questions should not be, “who is responsible,” but “why did the restoration fail, and what can we learn from these failures?”

When failures occur, several important questions must be addressed:

- Was there a breakdown in the decision process of case (patient) selection, site selection, or material selection?
- What was the role of occlusion and masticatory function in the failure of these restorations?

This program will demonstrate the importance of addressing the two questions proposed above and will provide both the current science and clinical examples for practicing dentists.

You will learn:

- Why do restorations fail; patient selection, site selection, or material selection?
- What former rules of occlusion are really myths and unsupported by current science and how did these myths get started?
- How does the current science affect how we make clinical decisions?
- How do occlusal parafunction (dysfunction) and bruxing affect our restorations?
- How do muscle disorders affect the occlusion, our ability to make reliable centric records and maintain a stable occlusion?
- How often do TMDs affect the occlusion and how can they be managed?
- How do the above questions affect the longevity of your restorations?

Dr. Terry T. Tanaka is Clinical Professor at the University of Southern California, School of Dentistry, Advanced Education Prosthodontics and maintains a private practice in prosthodontics. Dr. Tanaka is the director of TMD and Restorative Dentistry Study Groups in the U.S. and abroad. He holds fellowships in the Academy of Dentistry International, American College of Dentists, International College of Dentists and Master in the Academy of General Dentistry. He is Past President of the Academy of Dentistry International. Dr. Tanaka's educational videos on Implants, Restorative Procedures, TM Dysfunction and Anatomy are used in over 80 medical and dental schools and surgery programs throughout the world.

LOOK FOR OUR 2011 Continuing Education Series Information COMING SOON !!



DSDS Fall 2010 Continuing Education Registration Form

Doctors & Staff must register on separate forms.
 Please duplicate this form for additional enrollments.
 If forms are mailed/faxed together, the complete total may be sent as one check or credit card charge.

Individual Courses: <small>(PLEASE CHECK WHICH COURSE(S) YOU ARE REGISTERING FOR)</small>	DSDS/ADA MEMBER	NON ADA MEMBER	STAFF/STUDENT/ RESIDENT/SPOUSE
<input type="checkbox"/> October 22, 2010 - Ms. M. Osborne <i>Healthy Teams: Helping Patents Make Healthy Choices</i>	\$280 - before Oct. 12 \$315 - after Oct. 12	\$380 - before Oct. 12 \$415 - after Oct. 12	\$140 - before Oct. 12 \$175 - after Oct. 12
<input type="checkbox"/> November 12, 2010 - Dr. T. Tanaka <i>Current Esthetics and Occlusion Concepts: Myths, Science and Clinical Implications</i>	\$280 - before Nov. 2 \$315 - after Nov. 2	\$380 - before Nov. 2 \$415 - after Nov. 2	\$140 - before Nov. 2 \$175 - after Nov. 2

Both courses held at Hotel du Pont, Wilmington, DE
FREE self parking at Hotel du Pont Car Park on Orange Street (2nd lot on left)

Refund Policy: All requests for refunds or cancellations must be received in writing two weeks prior to the course. No refunds will be given after that time. Each cancellation and/or refund will incur a \$35 administrative fee. Registration funds are not transferable. FAX TO: 302-368-7669.

NAME: FIRST _____ MI _____ LAST _____

EMAIL ADDRESS (REGISTRATION CONFIRMATIONS WILL BE SENT BY EMAIL ONLY ONE WEEK PRIOR TO THE COURSE)

Registration Category – Check One Only

- Dentist Dental Hygienist Dental Assistant Office Manager/Staff
 Resident Student Spouse

EMPLOYER'S NAME (STAFF REGISTRATION ONLY)

OFFICE ADDRESS

CITY

STATE

ZIP CODE

OFFICE TELEPHONE

EMERGENCY TELEPHONE

Payment (full payment is due with registration)

- Check for \$ _____ is enclosed payable to Delaware State Dental Society
 Charge \$ _____ to my _____ MasterCard _____ VISA

ACCOUNT NUMBER

EXPIRATION DATE

CARDHOLDER'S SIGNATURE

FOR INFORMATION

Call: 302-368-7634 E-mail: dedentalsociety@gmail.com

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