



Hackensack
Meridian Health
Jersey Shore University
Medical Center

45 Years of Excellence in Continuing Dental Education

September 10, 2023

Dear Doctor,

Jersey Shore University Medical Center, in affiliation with the Monmouth-Ocean County Dental Society, is happy to announce our **2023-2024 “Mini Package”** of three continuing dental education programs. We are offering this **three-course** package to those dentists who were unable to take advantage of our great nine-course program. We are happy to invite you to become a member of our educational community. This will be our 48th consecutive year of providing the highest quality continuing dental education at the Jersey Shore. We will be presenting the three course **“Mini Package”** both **In Person** at the John K. Lloyd Amphitheater, Neptune, NJ and the Doubletree Hilton Hotel, Tinton Falls, and **Live Streamed** on the **Zoom educational platform**. You will have a choice based on space availability for the live in-person lecture.

We have a fine production team here at the hospital and all the lectures will be streamed professionally in the comfort of your home or office. You will receive full CDE credit for the Zoom lecture by ADA CERP standards. Another big plus is that you will have access to the full Zoom recording after the lecture. The three programs are described on the following pages. All the courses are full day programs, 9:00 A.M. to 4:00 P.M. This year we are looking forward to three informative programs:

Wednesday, October 18, 2023, Dr. Stanley Malamed,
“10 MINUTES TO SAVE A LIFE: EMERGENCY MEDICINE IN DENTISTRY”
JSUMC John K. Lloyd Amphitheater, Neptune, N.J. and **Live ZOOM**

Wednesday, December 6, 2023, Dr. Gary DeWood, **“ THE 4 RIDDLES ”**
Doubletree by Hilton Hotel, Tinton Falls, N.J. and **Live ZOOM**

Wednesday, May 8, 2024, Teresa Duncan,
“DENTAL INSURANCE IN A DAY FOR THE TEAM”
JSUMC John K. Lloyd Amphitheater, Neptune, N.J. and **Live ZOOM**

Our mission is to provide the highest quality continuing education at the lowest possible tuition. The tuition for all three informative, enjoyable days with your colleagues is specially priced at \$395.00. Participants will be awarded **seven (7) C.E.U. credits** per course for a total of **twenty-one (21) credit hours** for attendance at all three programs. Jersey Shore Medical Center Dental Education is an ADA CERP Recognized Provider for continuing education and an accepted Academy of General Dentistry sponsor for FAGD Credit*.

Please use the attached registration form for the three-course “**Mini Package**” by **October 13, 2023**. We are hoping you will again support this valuable and vital continuing education program. You will not find another program with this quality at these prices. We are looking forward to “seeing” you at the seminars.

Sincerely,

Paul

Paul Condello

*ADA CERP approval and recertification from 5/1/23 - 6/30/26. 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/goto/cerp.

*AGD PACE approval from 5/1/23 - 6/30/26. Approved PACE program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement.

Any and all statements or suggestions expressed or implied in any manner by an instructor or any other person(s) before, during, or after any educational meeting, seminar, or any other event or any program held by or associated with the Jersey Shore University Medical Center Dental Education Program (JSMC Dental Education Program) is strictly the opinion of the instructor or other person(s) and not the opinion of the JSMC Dental Education Program. The JSMC Dental Education Program does not recommend, endorse, oppose, or suggest the use of non-use of any product, modality, company reached or decision made by him or her during or after the Meeting is strictly that of the attendee and not at the direction, suggestion, or implication of the JSMC Dental Education Program, its employees, or agents.

REFUND POLICY Refunds will be issued for all cancellations received one week prior to the start of the course. Refund requests must be received by postal mail, email or fax.

“No shows” are subject to the full course tuition and no refunds will be issued once the conference has started.

WEDNESDAY, OCTOBER 18, 2023 JSUMC LLOYD AMPHITHEATER, NEPTUNE
(LIVE ZOOM AVAILABILITY)

10 Minutes to Save a Life: Emergency Medicine in Dentistry

Dr. Stanley F. Malamed

Course Description:

Life-threatening emergencies can occur anytime, anywhere, and to anyone. Such situations are somewhat more likely to occur within the confines of the dental office due to the increased level of stress that is so often present.

In this course, Dr. Malamed will discuss the areas which are considered vital to a proper understanding of emergency medicine: prevention, preparation, and recognition and management.

The first session will include a discussion of preparation involving the office and staff and includes a thorough review of the office emergency kit (drugs and equipment). The second session will include the recognition and management of specific emergency situations, follows and includes the management of unconsciousness, respiratory distress, seizures, and chest pain, including cardiac arrest and use of the AED.

This course is designed for all members of the dental office staff, not just the doctor and chairside personnel. Situations discussed here can happen outside of the dental environment as well as in the office. This course is intended for dentists and the entire dental team. **Everyone should be prepared!**

Course Outline:

Session 1: Introduction

Prevention of medical emergencies

Preparation for medical emergencies:

Office staff

Emergency drugs and equipment

Recognition and management

General principles

Session 2: Recognition and management

Altered consciousness

Seizures

Respiratory distress

Bronchospasm (asthma)

Chest pain, cardiac arrest and AED

Summary

STANLEY F. MALAMED, D.D.S.

Stanley F. Malamed is a dentist anesthesiologist and emeritus professor of Dentistry at the Herman Ostrow School of Dentistry, located in Los Angeles, California, USA. In 1973, Professor Malamed joined the faculty of the University of Southern California School of Dentistry (now the Herman Ostrow School of Dentistry of U.S.C). Dr. Malamed retired from the university in 2013.

Doctor Malamed has authored more than 180 scientific papers and 17 chapters in various medical and dental journals and textbooks in the areas of physical evaluation, emergency medicine, local anesthesia, sedation, and general anesthesia.

In addition, Dr. Malamed is the author of three widely used textbooks, published by CV Mosby: *Handbook of Medical Emergencies in the Dental Office* (8th edition 2023); *Handbook of Local Anesthesia* (7th edition 2020); and *Sedation - a guide to patient management* (6th edition 2017) and two interactive DVD's: *Emergency Medicine* (3rd edition, 2018) and *Malamed's Local Anesthetic Technique DVD* (2004) (edition 2 - 2012). The textbooks have been translated into 22 foreign-language editions.

In his spare time, Doctor Malamed is an avid runner, exercise enthusiast, and admits an addiction to the New York Times crossword puzzle, which he has done daily since his freshman year in dental school.

**WEDNESDAY, DECEMBER 6, 2023 DOUBLETREE by Hilton, Tinton Falls, NJ
(LIVE ZOOM AVAILABILITY)**

The 4 Riddles

Gary DeWood, DDS, MS

In this program Gary will discuss the 4 riddles that all dental teams must solve to achieve success. The Patient Riddle, the Technical Riddle, the Behavioral Riddle, and the Financial Riddle.

THE PATIENT RIDDLE

Who is this person, why are they here, why me, why now, what are they after, what are their expectations? knowing the answers to these questions enables the team to connect and to serve. Service is the key to creating missionaries for your practice.

THE TECHNICAL RIDDLE

What is the appropriate solution to the problem this patient presents with? There is only one correct diagnosis - there are multiple solutions. How does the conscientious dentist arrive at the appropriate one for each patient?

THE BEHAVIORAL RIDDLE

If it were all about telling patients what was in their interest and doing it every dental practice would be infinitely successful. Helping patients come to ownership of a problem for which they desire a solution, or helping them see and understand their health in a different way requires behavioral skills and practice.

THE FINANCIAL RIDDLE

Unless the practice is a FREE dental clinic everyone involved needs to make a living. It is the responsibility of the leader to see that the practice is profitable. **It's not possible to just do the dentistry - you must get paid for it.** It's not possible to leave it to your accountant to tell you how expenses are - you must monitor it. The dentist has 3 jobs in most practices, dentist, manager, and entrepreneur - all of us do number 1, some of us do number 2, few of us do number 3.

This program will provide participants with:

- *Skills to complete a NP experience that gathers all appropriate data about patients*
- *The ability to complete the diagnosis and use the decision tree to select the appropriate treatment*
- *Techniques to create ownership for patients so they request the treatment that you would have recommended*
- *An outline for planning and monitoring financial goals*

Target Audience – Dentists and Teams (portions are highly technical)

Biography: Dr. Gary De Wood

As a founding member of *Spear Education* in 2008, I served for 10 years as director of curriculum and clinical education on the Spear campus in Scottsdale, Arizona. I currently serve as Executive Vice-President, teaching in seminars, webinars, and workshops in our clinical education and our dental consulting activities. I also maintain a very limited private restorative practice in our Spear Faculty Practice on the campus.

I have been practicing general dentistry for 43 years, focusing most of my time on teaching for the past 21 years after leaving private practice in Pemberville, Ohio. I earned my B.S. in Education from Bowling Green State University, and my D.D.S. from Case Western Reserve University in Cleveland. I completed the University of Florida Facial Pain Center Curriculum and earned a Master of Science degree from The University of Toledo College of Medicine.

I served as Clinical Director at *The Pankey Institute* from 2003 to 2008 and held appointments as Assistant Clinical Professor at The University of Toledo College of Medicine, and Associate Professor at The University of Tennessee College of Dentistry prior to accepting a role as President of Frank Spear's education company, *The Seattle Institute*, in 2008. Shortly after we merged *The Seattle Institute* with *The Scottsdale Center for Dentistry* and I relocated to Phoenix, Arizona as Director of Curriculum and Clinical Education for the newly formed *Spear Education*. I also currently hold an appointment as Adjunct Professor at The Arizona School of Oral and Dental Health at AT Still University.

I have had the privilege of presenting nationally and internationally on esthetics, occlusion, appliance therapy, the business of dentistry, and making a connection with patients.

WEDNESDAY, MAY 8, 2024 JSUMC LLOYD AMPHITHEATER, Neptune, NJ
(LIVE ZOOM AVAILABILITY)

Dental Insurance in a Day For The Team

with Teresa Duncan, MS

Insurance is an important part of your office's revenue cycle, but it does not need to overwhelm your daily routine. Manage your information and your claims to minimize delays and rejections. Effective insurance coordinators have set up systems and are constantly flexible with their learning. Clinical team members who pay close attention to documentation ensure prompt payment. Everyone has a hand in coding success! This course is perfect for the new or uncertain coder. Experienced coders will benefit from the sections on documentation updates and participation decisions.

Attendees can expect:

- Introduction to basic coding including explanation of the most common procedures encountered in a dental office
- Tips to obtain reimbursement for your practice and your patients, including best-practices for clinical notes and attachments
- Brief discussion of coding trends including CDT 2.0, artificial intelligence, and legislative issues

Benefits of Attending and Course Objectives:

- Learn to submit clean claims and attachments
- Assess your insurance system's effectiveness
- Become more confident in your insurance knowledge
- Have better benefit conversations with patients

Teresa Duncan, M.S.

With over 20 years of healthcare experience, Teresa Duncan addresses topics such as Insurance Coding, Office Manager Training and Revenue Growth. Her memberships include the National Speakers Association and the National Association of Dental Plans. She has been named one of the Top 25 Women in Dentistry and is the author of Moving Your Patients to Yes: Easy Insurance Conversations as well as a contributing author to the ADA's annual CDT Companion Guides. Her podcasts "Nobody Told Me That!" and "Chew On This!" provide regular coding and management updates. Teresa received her Master's Degree in Healthcare Management.

JERSEY SHORE UNIVERSITY MEDICAL CENTER

2023-2024 CONTINUING DENTAL EDUCATION PROGRAM

**Application for J.S.U.M.C. Three Course "Mini Package" of Continuing
Dental Education**

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE NO. _____ AGD # _____

E-mail address ***required _____

Attendance Preference: Live _____ Zoom _____

ENCLOSURE: 395.00 by check payable to J.S.M.C. DENTAL EDUCATION

CHARGE TO: _____ VISA _____ MASTERCARD _____ AM. EXPRESS _____

Acct. No. : _____

Exp. Date: _____

Signature: _____

Please mail check or credit card information with this registration form to:

Paul J. Condello, DMD
Jersey Shore Medical Center Dental Education
P.O. Box 667
Neptune, N.J. 07754
(732) 869-5734

Please register by OCTOBER 13, 2023. Thank You Very Much