



Salem-Peabody  
Oral Surgery, Inc.



Melrose-Wakefield  
Oral Surgery, Inc.



Lynn  
Oral Surgery, Assoc.



North Boston  
Oral & Facial Surgery, Inc.



Presents

## Restoring Edentulous Patients with Hybrid Solutions

**Date:** Thursday, November 8<sup>th</sup>

**Time:** 5:00 PM – 6:00 PM Registration/Dinner  
6:00 PM – 8:00 P.M. Lecture

**Place:** Straumann USA  
60 Minuteman Road  
Andover, MA 01810



### Program Description

This program focuses on the foundational approach to establish clearly defined value building exercises, with patients, yielding an increase in value for your dentistry and motivated patient. Emphasis on effective prompting between hygienist and dentist will elevate simple best practices you can implement on Monday morning.

### Learning Objectives

- Understand what patients expect, need and want from their dental experience
- Implement simple and effective communication to enhance treatment acceptance.
- Identify your value proposition, what is in it for your patient.
- Understand best practices for handling the most common objectives.
- Implement effective prompting messaging to ensure effective communication.
- Establish monitors to record and track your success.

### Speakers



**Bart Blaeser, DMD, MD**



**Mary DiPirro, DDS**



**James Kraus, DMD**



**Kam Giglou, DMD**

Type Lecture

CE credit.....2.0 Hours

Tuition.....Complimentary

**RSVP <https://straumann.cvent.com/simpson110818>**



**SALEM • PEABODY**  
ORAL SURGERY, INC.

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*You're Invited!*