

INTERACTIVE DENTAL SEMINARS

Enlightened Continuing Education
by
Larry J. Sangrik, DDS

I HEAR...

...AND I FORGET

I SEE...

...AND I REMEMBER

I DO...

...AND I UNDERSTAND.

Ancient Chinese Proverb

SPEAKER PACKET

Nationally Accredited Educational Programs

✓ **IS YOUR TEAM PREPARED TO
MANAGE A MEDICAL EMERGENCY?**

✓ **WOULD YOU LIKE TO PROVIDE A
HIGHER LEVEL OF CARE FOR
APPREHENSIVE PATIENTS?**

Dental fear costs everyone when patients don't receive needed care and the practice loses income. Another is the fear that one's team is not adequately prepared to be able to manage a serious medical event. Gain the tools to help patients accept greater levels of treatment and develop strategies to prevent, identify and respond to a wide range of medical crises through Dr. Larry Sangrik's courses.

A leader in dental continuing education for over ten years, Dr. Sangrik provides dental CE courses at the nation's top meetings.

Ask about Dr. Sangrik's innovative delivery approaches:

- His **"Sweeps"** program allows for one course to be taught in rapid succession in multiple locations across miles.
- His **DSO** program includes courses customized exclusively for their offices.



LARRY J. SANGRIK, DDS

INTERACTIVE DENTAL SEMINARS

401 South Street, Suite 3B1
Chardon, OH 44024

PRESENTATIONS



**Medical Emergencies in the Dental Office:
*Why CPR Is Not Enough***



**Liability Issues Surrounding Medical Emergency
Preparedness in Dentistry**



**Understanding Dental Fear:
*Successfully Treating the Apprehensive Patient***



**Nitrous Oxide & Oral Sedation
for the Dental Patient**



**Mastering Vital Signs & Patient Monitoring
during Conscious Sedation**

WHY CHOOSE DR. LARRY SANGRIK?

- Courses can be adapted to meet the needs of your program.
- Material is of a doctoral level but is offered in a manner that all members of the dental team will benefit.
- Programs are interactive with optional exercises that solidify the learning.
- Attendees receive detailed handout notes, allowing them to listen and still have a resource for reference.
- No special equipment is needed. Programs are presented in a standard meeting room.

MEDICAL EMERGENCIES IN THE DENTAL OFFICE: WHY CPR IS NOT ENOUGH

Risk factors predict that medical emergencies are increasing in frequency, intensity and diversity.

Medical emergencies occurring in the dental office can be stressful and frightening for both the patient and entire dental team. Participants will develop strategies to prevent, identify and respond to a wide range of medical crises. Emphasis will be placed on preparing the dental team to minimize the impact of such an event. Although any dental professional will benefit from attending individually, the greatest gain is achieved when the entire dental team attends together. By doing so, dental teams develop a coordinated response.

Successfully *managing* a medical emergency is significantly different from *knowing about* medical emergencies. Participating individually and in groups, the **workshop component** of the meeting includes a series of exercises drawing from the material presented in the lecture component.

An extensive handout is provided which can be condensed into a comprehensive chair-side manual with appropriate protocols for responding to most emergencies.

Recognize the symptoms and respond appropriately to a patient experiencing any of the following:

Syncope	Hypotension	Allergic reactions
Angina	Asthma	Diabetic reactions
Myocardial infarction	COPD	Epilepsy or seizure
Hypertension	Hyperventilation	Bleeding disorders



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LEARNING OBJECTIVES:

- Discover a quality medical history that is both current and easily accessible
- Realize the importance of pre-assigned medical emergency response duties for each team member
- Understand how to maintain a patent airway and provide oxygen for both breathing and non-breathing patients
- Recognize the use of various medications in the emergency drug kit
- Establish protocols for the 12 most common medical emergencies
- Develop a response manual for chairside reference during a medical emergency

Suggested Audience:

General Dentist and Specialist, Clinical and Business Team

Suggested Format:

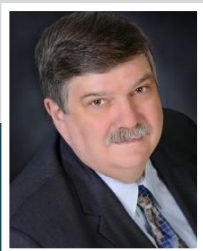
Full- or Partial-Day; Lecture, Workshop, Keynote

LIABILITY ISSUES SURROUNDING MEDICAL EMERGENCY PREPAREDNESS IN DENTISTRY

This course can be added on to the Medical Emergencies course or can stand alone.

A mismanaged medical emergency can destroy a dentist's career, reputation and finances.

Unlike our colleagues in medicine, few dentists have weathered a malpractice claim. The modest financial recovery from dental services often negates the value of pursuing a claim. All that changes if the dentist is accused of rendering improper care during a medical emergency. Abruptly, the dentist finds him/herself in a very foreign, very unfamiliar and very unforgiving environment. Suddenly, everything is now on the line.



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LEARNING OBJECTIVES:

- Establish a definition of a medical emergency during dental care
- Recognize the four components of a malpractice claim
- Learn to impact of the "reasonable man" standard
- Understand the significance of "mitigating damage"
- Discover the patient's expectations of the dental team during a medical emergency

Suggested Audience:

Dentists and DSO Executives

Suggested Format:

Keynote (1 hour)

UNDERSTANDING DENTAL FEAR: SUCCESSFULLY TREATING THE APPREHENSIVE PATIENT

**Most people report dental appointments
cause significant levels of anxiety.**

The consequences? Patients don't pursue treatment, case acceptance rates decline, appointments are broken, or the provider is perceived as not being open to apprehensive people. At the same time, dentists and dental teams become frustrated when techniques that comfort one patient backfire on another. Most importantly, failing to manage dental fear results in patients not receiving the dental treatment they need.

This course explores the underlying types of dental fear and how it is evident through a patient's personality. Skills to identify and alternatives to treat patient fears will be discussed. *Dental teams are encouraged to attend as a group.* This course is ideal for both practices offering complex, high-end treatment or routine care.

"Excellent course. The speaker was informative with a wonderful sense of humor which made the material fun!
Very valuable. Please bring him back next year!"

—Attendee, Yankee Dental Congress



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LEARNING OBJECTIVES:

- Identify the four underlying causes of dental fear and the varying intensity of the fear
- Explore the four basic personality types
- Understand how emotional intensity grows as the appointment draws nearer
- Examine the concept of the approach/avoidance conflict and how it pertains to patient behavior
- Learn to efficiently assess patients' dental fears
- Illuminate the influence of the dentist's personality
- Understand five treatment options, including advantages and disadvantages
- Learn to develop treatment plans that consider the patient's dental fears
- Discover techniques for being compensated for extra time on fearful patients

Suggested Audience:

General Dentist and Specialist, Clinical and Business Team

Suggested Format:

Full- or Partial-Day; Lecture, Workshop, Keynote

NITROUS OXIDE & ORAL SEDATION FOR THE DENTAL PATIENT

**You don't have to "write off" fearful patients!
Increase treatment acceptance rates by
adding sedation to your menu of services.**

From the days of Morton and Wells, dentistry has been at the forefront of healthcare in helping patients cope with stress and anxiety of treatment. Today, there is a renewed emphasis on aiding apprehensive patients. Because of its ability to wear off quickly, nitrous oxide continues to be a valuable tool in this endeavor.

Whether you are considering nitrous oxide for your practice or are seeking the newest techniques, this course will help dentists address the needs of their apprehensive patients. Many dental boards allow hygienists and dental assistants to monitor/administer nitrous oxide. Learn strategies for maximizing the clinical team's role. Additionally, discover techniques for augmenting nitrous oxide with a modest dose of oral sedation, providing a safe alternative for conscious sedation.

"Dr. Sangrik and his staff helped my entire team come to a good understanding of using nitrous. The practice portion was very well run. It was a great learning experience."

—Course Attendee

Suggested Audience:

General Dentist and Specialist, Clinical and Business Team

Suggested Format:

Full- or Partial-Day; Lecture, Workshop, Keynote



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LEARNING OBJECTIVES:

- Understand the states of anesthesia as recognized by the ADA and ASA
- Identify the two major components of human physiology that contribute to survival: the cardiovascular system and the respiratory system
- Examine the pharmacology and properties of nitrous oxide
- Pinpoint the causes of dental fear and evaluate which patients are favorable candidates for sedation
- Understand operation of the equipment used in nitrous oxide sedation
- Explore manual-vs-digital nitrous oxide units as well as the new Silhouette® system
- Learn an appropriate protocol to sedate a patient: pre-treatment through dismissal
- Assess the complications associated with nitrous oxide sedation, techniques to avoid them and appropriate responses should they occur
- Discover an effective technique to augment the efficacy of nitrous oxide sedation with oral sedation

MASTERING VITAL SIGNS & PATIENT MONITORING DURING CONSCIOUS SEDATION



**Is patient monitoring just a bunch of numbers,
or is it a window into your patient's physiological status?**

**Or, does *YOUR* practice fall into the category
of “hoping for the best”?**

All dental professionals are called upon at various times to take vital signs and monitor dental patients. Compared to past generations, advances in healthcare mean that contemporary dental patients often present with complex medical conditions and histories. Coupled with increasingly sophisticated and invasive dental procedures, these patients need to be monitored during dental treatment.

In addition, conscious sedation is used increasing in all areas of dentistry. Attendees will gain a greater understanding and skill in interpreting pulse oximetry and capnography on minimally or moderately sedated patients. Emphasis will be placed on both information that is conveyed and what is missing from these various devices.

Suggested Audience:

General Dentist and Specialist, Clinical and Business Team

Suggested Format:

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LEARNING OBJECTIVES:

- Understand the two rationales for taking vital signs on dental patients
- Recognize the value of multiple sets of vital signs, especially on a patient in distress
- Know the 6 academically recognized vital signs
- Identify which vital signs directly relate to cardiac function and which relate to respiratory function
- Specify the three components of respiration and which is most impacted during dental treatment
- Define respiratory minute volume, tidal volume and functional residual capacity
- Analyze what vital signs do and do not reveal about the respiratory system's efficacy
- Determine what pressure is being measured during systole and diastole
- Learn and be able to demonstrate the proper technique for taking each of the 6 vital signs
- Illuminate the boundaries of normal for each vital sign, the consequence of abnormal signs and when immediate medical attention is required
- Gain a basic understanding of pulse oximetry and how it assesses respiration
- Examine how oxygen administration can mislead a clinician
- Explore capnography and its role in monitoring patients undergoing conscious sedation

LARRY J. SANGRIK, DDS

Worried that your team may not be able to manage a serious medical event? Or, are you interested in providing greater levels of care for apprehensive patients?

Dr. Larry J. Sangrik's courses provide solutions for fear. Dental fear costs everyone when patients don't receive needed care and the practice loses income. Another is the fear that one's team is not adequately prepared to be able to manage a serious medical event. Gain the tools to help patients accept greater levels of treatment and develop strategies to prevent, identify and respond to a wide range of medical crises.

Since 1999, Dr. Larry J. Sangrik has offered dental CE courses to thousands of dental professionals at the nation's top meetings in venues ranging from small groups of 12 to large groups of 1,000. Having been named as one of the nation's leader's in dental continuing education for over ten consecutive years, Dr. Sangrik has written for *Dentistry Today*, *Dental Economics* and *Dental Practice Success* on the topics of medical emergencies and dental fear. Recently, Dr. Sangrik developed and authored a 4-part video and workbook for the American Dental Association on medical emergency preparedness. Dr. Sangrik has completed a research project assessing patient expectations of medical emergencies occurring in dental office, it was published by the American Association of Dental Boards.

Dr. Sangrik has engineered innovative delivery approaches. His "Sweeps" program allows for one course to be taught in rapid succession in multiple locations across miles. He also offers special programs for DSOs that would like to offer a course exclusively for their offices. Training programs are also customized and delivered 'in-office' upon request.

Active in organized dentistry, Dr. Sangrik has long held numerous positions at the local and state levels. He also has served as a consultant to the Ohio State Dental Board on a task force concerning the use of oral sedation.

Dr. Sangrik is a graduate of The Ohio State University College of Dentistry. He completed the intravenous sedation program at Miami Valley Hospital of Dayton, Ohio and the comprehensive externship at Midwest Implant Institute. Having volunteered on the Chardon Fire/Rescue Department, he has personally managed most medical crises, from childbirth to open heart massage.



PRESENTATIONS (partial listing)

- American Dental Association Annual Session (multiple)
- Chicago Midwinter Meeting (multiple)
- Creighton University Dental School
- Greater New York Dental Meeting
- Maine Dental Association Annual Meeting
- Michigan Dental Association Summer Retreat
- New Jersey Health Professional Development Institute (multiple)
- North Carolina Dental Association (multiple)
- North Coast Spring Meeting (multiple)
- Nova Southeastern University Dental School
- Ohio Dental Association Annual Session (multiple)
- Pennsylvania Dental Association Regional Meetings (multiple)
- Rocky Mountain Dental Convention
- Star of the North Dental Meeting (multiple)
- Thomas P. Hinman Meeting
- University of Mississippi Dental School (multiple)
- Vermont Dental Association Annual Session
- Virginia Commonwealth University Dental School
- West Virginia Dental Association
- Western Regional Dental Convention
- Wisconsin Dental Association Annual Session (multiple)
- Yankee Dental Congress (multiple)

Learn why so many meetings ask Dr. Sangrik to return!



Approved PACE Program Provider
FAGD/MAGD credit. Approval does
not imply acceptance by a state or
provincial board of dentistry or
AGD endorsement. The current term
of approval extends from 09/01/17 to
08/31/21. Provider ID# 356173



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TESTIMONIALS



Nitrous Oxide course

"Dr. Sangrik made a seemingly dry subject (nitrous training) interesting and informative with his knowledge, passion and enjoyable personality."

"My team has repeatedly told me that our nitrous training day, an all-day Saturday course, was a great experience. Not one complained from 18 team members about giving us a Saturday says a lot about Dr. Sangrik and his staff." —*Dr. Cooper Owens*

Medical Emergencies course

"Speaker was excellent. I would definitely retake the course with my whole office if the full day session is offered again."

"This was a good course and an excellent instructor."

"Excellent course! Highly recommended."

"The course was excellent. The speaker was funny and soooo informative!"

"I would love to hear this speaker again. He was FANTASTIC!"

"The class was very interesting. I now realize we need a written protocol in our office for any emergency. Doing CPR and calling the EMS is not everything we need to be doing."

"Dr. Sangrik presented an outstanding program. Every team member would benefit from this course. I highly suggest a full day format. Two thumbs up!"

Dental Fear course

"Awesome class. Great presentation! Very informative and entertaining. Good pace, excellent lecturer!"

"I enjoyed Dr. Sangrik immensely! He was engaging and I found the topic matter very interesting. I was unsure how much I would be able to use this in my career, but upon reflection, I think that the information will be useful in many areas of my life. I would recommend this course to everyone."

"The North Carolina Dental Society has had the pleasure of working with Dr. Larry Sangrik for two speaking engagements relative to medical emergency preparedness in the dental office. In addition to being a dynamic speaker, Dr. Sangrik was easy to work with as we developed our programs. He is organized, professional and responsive. I recommend him."

Lisa Ward, CAE
Associate Executive Director
NC Dental Society



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