

LSU Day In Lake Charles

Dentistry For The Ages And The Ageless (Morning) & Achieving 55% Overhead Upon Return From COVID-19 (Afternoon) in Lake Charles

Friday, January 28, 2022

at L'Auberge Casino Resort Lake Charles, 777 L'Auberge Avenue, Lake Charles, Louisiana

Course #07-22 or #07-22-Video* | Sign-In & Breakfast: 7:30-8:00 am (CST) | Course Starts: 8:00 am (CST)
7 clinical hours (lecture) = 3.5 hours morning topic (AGD #750) + 3.5 hours afternoon topic (AGD #250)

Registration Fees:

	Early Bird <i>BY 12:00 pm / noon (CST) 11/12/21</i>	Regular <i>BY 12:00 pm / noon (CST) 1/21/22</i>	Late <i>AFTER 12:00 pm / noon (CST) 1/21/22</i>
Dentist:	\$310	\$340	\$365
Hygienist/Lab Tech:	\$185	\$215	\$240
Dental Assistant:	\$100	\$120	\$145

* The Live-Stream Video Conference option for this course is only available to those that live 120 miles or more from the course location. Video conference registrations for this course **MUST BE PROCESSED BY PHONE**. LSUCDE video courses are live-streamed via BlueJeans. CE administrators perform roll call and random check-ins via the chat window in BlueJeans. If you miss one or more check-ins it could affect your credits. Before the course you will receive three links: a link to the meeting, a link to a short test, and a link to a course evaluation. You must submit the test and evaluation in order to receive credit. The Louisiana State Board of Dentistry counts CE hours earned through LSUCDE live video conference as in-person hours.

REGISTER TODAY!

Online: www.lsucde.org

Phone: (504) 941-8193

OVERVIEW & OBJECTIVES

Dentistry For The Ages And The Ageless (morning topic): Geriatric Dentistry is a reality. Baby Boomers are Senior Citizens. Recent polls show the largest category of patients to visit dental offices on a regular basis are Baby Boomers. Life longevity has increased. Health care providers know that it can be challenging to provide treatment planning to patients who are 70, 80, or 90 years old. How often have you heard: "How much longer am I going to live? Can you just repair what I have?" What is your response? The mouth is the gateway to systemic health. Dr. Tomaro will discuss different scenarios from prevention to customized treatment for these patients. Become their hero and make a difference in their lives. After completing this presentation, attendees should be better able to:

- Improve their listening skills to identify what their patients' actual wants are (i.e., patients make the decision as to the quality of life they want to live as opposed to clinicians),
- Understand the relationship of dental health to systemic health,
- Emphasize prevention as the best policy (e.g., What are some preventable measures to incorporate into patient exams?),
- Know how to handle different diagnoses, such as: rampant decay, dry mouth, periodontal disease, patients undergoing chemo-therapy for cancer, and other systemic diseases, and
- Identify and utilize the best restorative procedures for patients of various ages and the ageless.

Achieving 55% Overhead Upon Return from COVID-19 (afternoon topic): We are in uncharted waters both professionally and financially. The reported national average for overhead in a dental office is 74% to 78%. Now is the time to make the changes that perhaps you always wanted to make. This does not necessarily involve reducing the size of your team. Learn the symptoms of a practice out of control financially. Dr. Tomaro will present a model to achieve 55% overhead. And, did someone say BONUS? How to motivate your team with a simple formula for a bonus. After completing this presentation, attendees should be better able to:

- Utilize the key percentages of an overall practice budget model to achieve 55% overhead,
- Learn how to become profitable and achieve financial freedom,
- Know and understand some of the symptoms of a practice financially out of control, and
- Appreciate the benefits of involving your team in setting goals.

ABOUT THE PRESENTER



Tony Tomaro, DDS is a recognized academician and clinician, as well as an accomplished author and lecturer. His lectures focus primarily on the following concepts: comprehensive dental health exams, diagnosis, and treatment plans; conservative esthetic dentistry and materials; smile design; evaluation, diagnosis, and restoration of worn dentition; and financial success. After having a successful practice first in Grand Rapids and then in Las Vegas, Dr. Tomaro presently enjoys providing dental care in Chicago at University Dental Professionals. He is considered an expert restorative and esthetic dentist. Dr. Tomaro serves on the editorial board of national dental publications and is an independent consultant and clinical researcher for many dental manufacturers and laboratories. He was awarded an ADA lifetime membership and was past Chairman of the Nevada Dental Association.

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