



Winter 2023 Mandatory & Fundamental Continuing Education Credits for the Entire Dental Team

Friday, December 1, 2023

Zoom Webinar

Preliminary Program

8:30

Professional Treatment and Financial Patient Conversations Without Hardcore Sales

Katherine Eitel Belt, CSP

- Interview patients to assess and prime their interest
- Obtain your patient's permission to present complete dentistry
- Use a simple three-step framework for treatment presentation
- Discuss financial options professionally, with high levels of success

10:00 Break

10:15

A Team Approach to Antibiotic Stewardship in Dentistry

Marie T. Fluent, DDS

- Describe how antibiotic resistance occurs and some of the most important antibiotic resistance issues
- Consider the impact that unnecessary antibiotic exposure has on patient harm, including antibiotic resistance and *Clostridioides difficile* infection
- Review guidelines for the management of odontogenic infections and guidelines for antibiotic prophylaxis
- Identify key antibiotic stewardship issues in dentistry and provide approaches and tools that all dental staff may implement

11:45 Break

12:30

Let's Run a Pre-2024 Mock Infection Control Inspection

Leanne M. Mathieu Kramer, LDA, CDA, CDPMA, CDIPC

- Discuss updated guidelines from the CDC
- Assign infection control adherence tasks to every member of your team
- Integrate daily infection control best practices into your daily work in 2024

2:00 Break

2:15

Oral Health Innovations that Will Shake Up Your World in 2024 and Beyond

Jeremy N. Krell, DMD, MBA

Consider how innovators across the world are approaching health and oral health problems from a vast array of perspectives and what are the leading growth areas

Map dental technology categories, sub-categories, and the synergy among startups within

Explore how to create a culture of innovation in your practice(s), group, or DSO and a workflow for the evaluation and adoption of groundbreaking technology

Envision your role in the changing landscape of oral health throughout your career

Consider how to capture the upside of innovations that you consume and how this impacts change management and incentives

Discuss how organizations pursue real inclusion, strength, and empowerment for untapped talent and underserved businesses in the oral health space, including, but not limited to, women-, LBGTQ+- and minority-owned businesses

Examine the technological advances that exist at the intersection of oral and systemic health

3:45 Adjourn

Meet Our Presenters

Katherine Eitel Belt, CSP, is an international speaker, author, and coach. Katherine is best known as the creator of The Lioness Principle, a unique leadership communication tool, and as the CEO/founder of LionSpeak. This company helps professionals communicate with greater clarity and inspiration. Her recent corporate clients include Henry Schein, Patterson Dental, Seattle Study Club, Care Credit, Sirona Cerec, eAssist, Pacific Dental Services, Inspired Hygiene, and Philips Oral Healthcare. Katherine is a Spotlight-On-Speaking champion, National Speaker's Association member, Speaking Consulting Network board member, past president of the Academy of Dental Management Consultants, Faculty Member of the Dental Business Institute, and recipient of the Linda Miles Spirit Award.

Marie T. Fluent, DDS, is a graduate of the University of Michigan School of Dentistry. Her dental career spans 35 years and includes roles as a dentist, both as an associate and practice owner, infection control coordinator, office manager, and dental assistant. Additionally, she has extensive experience and expertise as a dental infection control clinical instructor, educator, speaker, author, and consultant. Dr. Fluent is passionate and deeply committed to improving dental infection control and patient safety. She has educated thousands of dental professionals and students nationally and internationally through her writing, webinars, and invited lectures. Dr. Fluent has written numerous peer-reviewed articles on infection control in the dental setting, OSHA compliance, and responsible antibiotic prescribing.

Jeremy N. Krell, DMD, MBA, is a general dentist with a combined business background. He is the Managing Partner of Revere Partners, the first independent Venture Capital fund focused on oral health, and RISE health, the only inclusion-driven Venture Capital fund focused on oral health. He has practiced general dentistry part-time for nearly a decade following his DMD at Tufts, sits on the Boards of healthcare and dental startups, and is an angel investor in approximately 30 companies. Dr. Krell received The President's Volunteer Service Lifetime Achievement Award from President Joe

Biden, Crain's Notable in Health Care, the Top 100 Healthcare Visionaries award from IFAH USA, and Top 100 Doctors from the Global Summits Institute for his commitment to oral health innovation.

Leanne M Mathieu Kramer, LDA, CDA, CDPMA, CDIPC, is a Licensed Dental Assistant, Certified Dental Assistant, and Certified Dental Practice Management Administrator through the Dental Assistant National Board with 30 years of experience in dentistry. The Department of Labor authorizes Leanne as an OSHA Outreach Trainer in General Industry; she has completed the OSAP-DALE Foundation Dental Infection Prevention and Control Certification Program. Leanne is an active member of the Organization for Safety and Asepsis Procedures, American Dental Assistants Association, Association for Professionals in Infection Control and Epidemiology, and Northern Dental Alliance.

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