

St. Paul District Dental Society 2023 Midwinter Meeting

Date & Time

Friday, January 13, 2023
7:00 am – 2:45pm

Location

Inwood Oaks Event Center
484 Inwood Ave North
Oakdale, MN 55128

Schedule

7:00 am	Registration, Exhibit Hall, Breakfast
8:15 am	Welcome & Announcements
8:30 am – 10:00 am	CE Session Part 1: Understanding Dental Fear: Successfully Treating the Apprehensive Patient
10:00 am – 10:45 am	Break & Exhibit Hall
10:45 am – 12:15 pm	CE Session Part 2: Understanding Dental Fear: Successfully Treating the Apprehensive Patient
12:15 pm – 1:00 pm	Social Hour: Prizes and Award winners
1:00 pm – 2:00 pm	Dental Industry Hot Topics presented by Dr. David Wold and Dr. David Paulson
2:00 pm – 2:45 pm	Laws & Legislation: Current Events and How They Can Affect Your Bottom Line

Plenary Session Speaker

Dr. Larry Sangrik

Understanding Dental Fear: Successfully Treating the Apprehensive Patient

COURSE SYNOPSIS:

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.

COURSE OBJECTIVES:

After attending the presentation, the participant should be able to:

1. Identify the four underlying causes of dental fear and the varying intensity of the fear
2. Explore the four basic personality types
3. Understand how emotional intensity grows as the appointment draws nearer
4. Examine the concept of the approach/avoidance conflict and how it pertains to patient behavior
5. Learn to efficiently assess patients' dental fears
6. Understand five treatment options, including advantages and disadvantages

About Dr. Larry Sangrik

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 issue 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 leaders 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 four-part video and workbook for the American Dental Association on medical emergency preparedness.

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.

CE

Anticipated 4.0 CE (3 hours Fundamental)