



**SOUTH BEACH  
DENTAL INSTITUTE**

The  
**JP**  
Institute



**The South Beach Dental Institute  
Proudly Presents...**

**THE JP INSTITUTE'S  
Evolutionary Team  
2 Day Workshop  
12 CEU's**

**Boston-Sept.24-25,2010**

**San Fran-Oct. 8-9,2010**

**EMPOWER YOUR TEAM TO PROVIDE  
COMPREHENSIVE PATIENT CARE  
AND ACHIEVE AMAZING  
PRACTICE SUCCESS**

# THE JP INSTITUTE'S EVOLUTIONARY TEAM 2 DAY WORKSHOP

*A dynamic hands on workshop for doctors,  
hygienists and the team to unify the philosophy  
and create continuity to achieve a higher level of  
clinical results for your patients!*

12 CEU'S

## **Day One:**

**Introduction: The JP Institute's Evolutionary Team Curriculum  
Philosophies of Conservative Periodontal Therapy  
Merging Restorative / Aesthetic & Periodontal  
Treatment Plans**

**Implant Care Maintenance**

**Adjunctive Treatment Modalities**

**Legal / Clinical Responsibilities Update**

**Scientific Rationale for Therapeutic vs. Preventive Care**

**Demonstration of Down to a Science: Step by step  
logistics and communication skills for transitioning patients  
from preventive to therapeutic treatment**

**and pre-diagnosis of restorative and aesthetic needs.**

**Step by step - Advanced Communication Skills to**

**Increase restorative, aesthetic and implant case  
acceptance**

**Demonstration of the Ultimate Doctor / Hygiene exam and  
Case Closure.**

## **Day Two:**

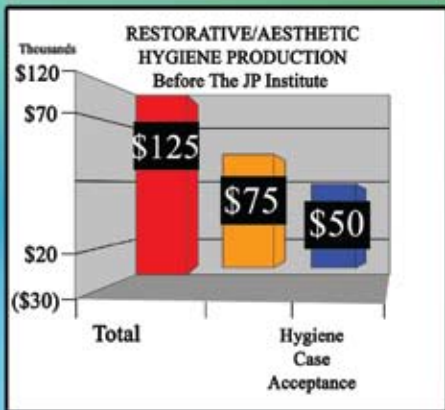
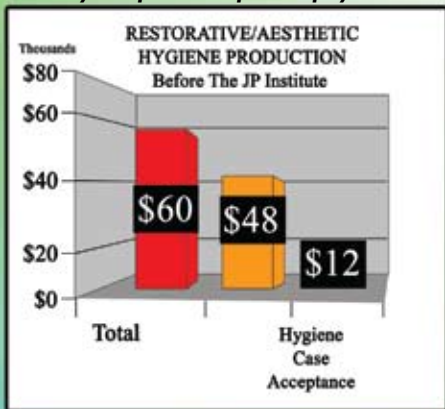
- **Hands on Clinical Participation**
- **Probing Technique Continuity / Tissue Response**
- **Restorative /Aesthetic Mentorship**
- **Micro-Ultrasonic Instrumentation**
- **Question and Answer Session**
- **Treatment Planning**
- **Insurance Considerations**
- **Establishing Scheduling Needs**
- **Business Systems to Support Healthy Profit Margins**
- **Ideal Day Pre-Blocking to Control the Schedule**
- **Time and Stress Management**
- **Effective Time Management and Communication**

**This program incorporates hands-on learning in a clinic setting. Participants are asked to bring safety glasses and 2 sets of instruments (explorer, mirror and periodontal probe).**

# OPTIMIZATION OF PRACTICE PRODUCTION

*Does your Dental Team utilize strong restorative and aesthetic pre-diagnostic and case presentation skills?*

*Does your current statistics and profit margins align with your practice philosophy?*



*Improve diagnosis and increase case acceptance for restorative treatment coming from the hygiene treatment room.*

**THE JP INSTITUTE is a recognized ADA CERP provider.**

# ABOUT THE JP INSTITUTE



The JP Institute has been empowering dental teams to provide comprehensive patient care for 30 years. The JP Institute's curriculum is a blend of clinical, philosophical and management systems refinement to best support the patient's restorative, aesthetic, and periodontal needs. The JP Institute's structured, clinical mentoring sessions, refine pre-diagnostic and communication skills for an immediate increase in practice production and case acceptance. The JP Institute has perfected the transformation process that is necessary for the application of the academic, science, research systems and protocols.

# ABOUT THE ORALDNA LABS

OralDNA Labs is a state-of-the-art oral diagnostics laboratory utilizing gold standard, DNA-PCR technology to accurately determine the bacterial and genetic causes of periodontal infections. Their two diagnostic tests identify causative pathogens, bacterial load, the stage of progression, and determine who is most susceptible. OralDNA is also developing an oral HPV test for use in assessing risks associated with oral cancer.

- Full compliance with Federal, HIPAA and state regulatory requirements where applicable
- Chief Dental Officer: 25 years of scientific study and experience in the application of molecular diagnostics into the clinical setting
- AACD accredited dentist with 15 years of experience in applying this cutting edge technology in treatment planning for restorative procedures
- Medical Director: Board Certified Clinical and Anatomic Pathologist and a Board Certified Molecular Geneticist.

# What your Dental Colleagues are saying about the JP Institute?

“My entire team just completed the Mastership program. **It even gave my dental assistants who are relatively new in their careers the confidence to talk with patients about their treatment, the treatment plan and the financial aspects of the case.** Furthermore, the spin off is that the restorative side is seeing huge benefits. There is no guess work ...rather you are working with a system. My Suggestion is run don't walk to get enrolled in The JP Institute's Mastership program.

**Anthony Gallegos, DDS Yorba Linda, CA**

“The program gave me a new outlook on dental hygiene. **JP has given me the knowledge, skill, and confidence to relay information to patients in a way that they can fully understand so they can take responsibility for their health.** I am not only helping to save teeth...I am helping to save lives.”

**Lisa Ford, RDH Woodland Hills, CA**

“This is an outstanding course with outstanding instructors. The lecture is paired with hands-on clinic training, so it's like no other program I've ever been to. This is truly an exceptional program that everyone should attend!”

**Marc Worob, DDS Austin, TX**



**Class from San Diego Mastership Course in 2007**

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**Tuition: \$695**  
**Please Contact**  
**South Beach Dental Institute at**  
**305.934.8104**  
**for more Information or**  
**to Register.**



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