



**Sleep
Group
Solutions**

#BETHESLEEPPDENTIST

SLEEP APNEA · SNORING · SLEEP WELLNESS

LEARN A **SIMPLE**
AND PROVEN **TEAM APPROACH**
TO ENSURING YOUR **SUCCESS** WITH THE
**DENTAL MANAGEMENT OF
SLEEP APNEA & SNORING**

WORLD'S LARGEST PROVIDER OF



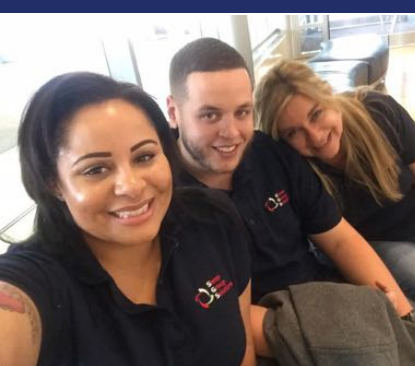
DENTAL SLEEP MEDICINE EDUCATION

 CONTINUING EDUCATION  INSTRUMENTATION  IN-OFFICE TRAINING

**2019 DENTAL SLEEP
CONTINUING EDUCATION**

STAY AHEAD OF THE CURVE AND AHEAD OF YOUR PEERS. ARE YOU THE 'GO-TO' PRACTICE IN TOWN?

The dental management of sleep apnea is going to happen with or without you. Sleep physicians nationwide have embraced oral appliances as a viable first-line treatment option in place of CPAP. Medical insurances and Medicare have also accepted this model - the patients exist today in your own practice. The question is simple; are you going to take care of them or are you going to let them go to your competition? Following the system presented at this course will go a long way to establishing your standing and reputation in the dental community as well as with referring physicians with whom SGS can help you connect.



SLEEP GROUP SOLUTIONS

SGS is the world's largest dental sleep medicine company, based in Hollywood, FL. Our mission is to provide dental practices with the necessary education, training, instrumentation, physician networking and ongoing medical billing assistance needed to ensure profitable and successful clinical outcomes with the dental management of sleep-disordered breathing.

Success in any field of medicine starts with proper education. Education creates awareness and puts clinicians in a position to offer assistance and solutions to a problem. SGS realizes the importance of educating physicians and dentists on not only the scope of the sleep apnea epidemic but also the precise step-by-step protocols they can implement in their practices to manage this disease.

SGS instructors are all highly credentialed with unmatched experience and expertise in sleep dentistry. Customized in-office training programs are offered as a second tier of training as well as special events, study club lectures, and mini-residency programs across the country.

Sleep Group Solutions is the world's largest provider of dental sleep medicine continuing education with weekly 2-day seminars across North America.



Register
Today



WWW.SLEEPGS.COM

- **Dentists have an important role in identifying patients with Obstructive Sleep Apnea (OSA)**
- **Dentists can recognize a small upper airway and other anatomic risk factors for OSA**
- **Dental signs for OSA range from nocturnal clenching & bruxing to scalloped tongues, acid reflux and more**
- **Early detection of risk factors for OSA by the dental practitioner can lead to the prevention of comorbid diseases and improve the quality of life for many patients**

Your Dental Peers Explain why Dentists should be involved with Dental Sleep Medicine

"The American Dental Association just released guidelines that it's our responsibility because we work next to the airway to be the ones to screen for sleep breathing disorders. Most physicians don't, so Primary Care MD's and Dentists are the two the screen and see patients the most and it's in our hands. Us Dentists see, in the mouth, the signs and symptoms of sleep breathing disorders every day when patients open their mouth. Learn what they are, combined with their medical history, and you're going to save lives, create revenue and frankly, it's physically easier than doing regular dentistry."

- Dr. Barry Freyberg, DDS, DASBA

"In a population of general dental patients, 32% of men and 19% of women are going to have undiagnosed sleep-related breathing problems. There is no formal substantial training in medical school or in dental school in treating sleep disturbed breathing problems. That is why about 2% of people out of a group of 100 are referred from the general and medical practice. You are going to see people all day long, next time you are at your practice, with breathing problems that are causing them to brux their teeth, have TMJ problems, have elevated blood pressure and/or blood sugar, have anxiety and depression and on and on. We have an opportunity because we can look at that mouth and almost instantly have a sense if they are at risk for sleep breathing problems. I can't think of a more important thing you can do as a clinician is to get on board with helping to assist the physician in the diagnosis of sleep-related breathing disorders."

- Dr. Dan Tache, DMD, DABDSM, DASBA

"One of the things that excites me about treating sleep apnea and snoring patients is the amount of hugs and gratitude that I have received from those patients for being the guy that's figured it all out. Typically they're tired, they have high blood pressure, diabetes and nobody is tying this all together. By doing a simple screening in our dental office, pointing them in the right direction to getting a diagnosis and then aiding with treatment whether it be CPAP, or oral appliance, those patients return to you after 6 to 8 months and they just can't believe how much better they felt. I have heard people say "I just thought I was getting old" and the gratitude that they show for being the guy that helped solve this problem is really tremendous."

- Dr. George Jones, DMD, DASBA

Register
Today



WWW.SLEEPGS.COM

2019 DENTAL SLEEP



DETAILED PROGRAMS: You are going to experience a one-of-a-kind program that has been tested, adjusted and fine-tuned based on the experience and success of thousands of your peers. Our goal is for you to be clinically elite with your treatment of this deadly condition while experiencing rock solid case acceptance and medical insurance reimbursement.

16 CEU COURSE AGENDA

SEMINAR DAY 1

Open Your Eyes

- The untapped dental sleep gold mine in your practice
- A call to action: what you've been missing for way too long
- Opportunity in your community

Know Your Enemy

- This isn't your grandfather's snoring
- Deadly Sleep Apnea
- The alphabet soup of apnea - definitions & vocabulary
- Co-morbidities: sleep apnea red flags

Advanced Airway Anatomy

- Nose to Neck - Where is the problem?
- Airway trumps all

OSA Screening: Upgrade Your Examination IQ

- Signs, Symptoms & Clinical Consequences
- What to look for and scripts for patients interaction
- What to say / what not to say
- Initial documentation & sleep questionnaires - how to best use them

The Sleep Consult Appointment

- Why a dedicated appointment? Goals of testing
- Patient education: raise your patients' sleep health knowledge

Initial Patient Exam

- Airway evaluation - how and why to measure nasal and oral airway with Eccovision Pharyngometer/Rhinometer
- Live patient exam demonstration & hands-on testing of attendees

Home Sleep Testing

- Home testing vs. Polysomnogram Lab testing
- No Barriers: how to use home testing for a faster path to appliance therapy
- Set up and dispense tests to volunteer attendees for overnight sleep studies

How to get a YES!

- A Clinical case presentation that works & how to take down barriers and set yourself up for success

SEMINAR DAY 2

The Dental Sleep Medicine Cookbook Continued

- How to read a home sleep test and PSG
- Download and review studies done on attendees the night before
- OSA Positive! Now What?
- Multidisciplinary team building - networking with MD colleagues

DSM Marketing Pearls

- Inexpensive things you can do and say right now to start off strong
- Sleep Apnea Phone calls do's and don'ts
- Golden ticket for primary care referrals

Non-Dental Treatment Options

- CPAP, Upper Airway Surgery, Weight Loss, Positional Therapy and more
- Creating the mutually beneficial sleep MD relationship
- Combination therapy - when is it an option?

Your Ticket for DSM Success! Appliance Records

- An objective way to predict oral appliance success and ideal bite position
- No more guessing
- Airway Imaging with bite repositioning jigs
- Appliance selection based on airway assessment and patient indications

Lifetime Treatment: longer term implications

- How to mitigate dental side effects
- Appliance delivery & adjustments
- Short & long term follow up plan

Billing Medical Insurance & Medicare

- A Simple "hands-off" approach to getting paid and not overwhelming your staff
- Medical codes, fee structures and how to bill to maximize collection and reimbursement
- Medicare - the good, bad & ugly
- How to be a Medicare DME supplier

Register
Today



WWW.SLEEPGS.COM

MEDICINE SEMINARS

JANUARY
 11-12th Anaheim, CA
 11-12th Tampa, FL
 18-19th Philadelphia, PA
 18-19th Salt Lake City, UT
 25-26th Atlanta, GA
 25-26th Boise, ID

FEBRUARY
 1-2nd San Francisco, CA
 1-2nd Hartford, CT
 8-9th Baltimore, MD
 8-9th Newark, NJ
 22-23rd New Orleans, LA
 22-23rd Cincinnati, OH

MARCH
 1-2nd Scottsdale, AZ
 1-2nd Ft. Myers, FL
 8-9th Myrtle Beach, SC
 15-16th Lansing, MI
 15-16th Las Vegas, NV
 22-23rd Denver, CO
 29-30th Austin, TX
 29-30th La Jolla, CA

APRIL
 5-6th Jacksonville, FL
 5-6th Columbus, OH
 12-13th Chicago, IL
 12-13th Little Rock, AR
 26-27th New York City, NY
 26-27th Huntington, CA

MAY
 3-4th Boston, MA
 3-4th Milwaukee, WI
 17-18th Tacoma, WA
 17-18th Huntsville, AL
 31-1st Washington, DC
 31-1st Amarillo, TX

JUNE
 7-8th Albany, NY
 7-8th Virginia Beach, VA
 14-15th Las Vegas, NV
 14-15th Greenwich, CT
 21-22nd Knoxville, TN
 21-22nd Pebble Beach, CA
 28-29th St. Paul, MN
 28-29th Houston, TX

JULY
 12-13th Ft. Lauderdale, FL
 12-13th Sacramento, CA
 26-27th Manchester, NH
 26-27th Traverse City, MI

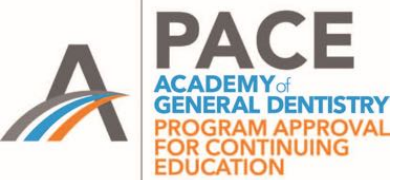
AUGUST
 2-3rd Albuquerque, NM
 9-10th Lake Tahoe, NV
 16-17th Providence, RI
 23-24th Portland, OR

SEPTEMBER
 6-7th Ft. Wayne, IN
 13-14th Mobile, AL
 20-21st Raleigh, NC
 20-21st Louisville, KY
 27-28th Los Angeles, CA
 27-28th Detroit, MI

OCTOBER
 4-5th Jekyll Island, GA
 4-5th Buffalo, NY
 11-12th Chicago, IL
 18-19th Phoenix, AZ
 18-19th Richmond, VA
 25-26th Cleveland, OH
 25-26th Seattle, WA

NOVEMBER
 1-2nd Boston, MA
 1-2nd New Orleans, LA
 8-9th Napa Valley, CA
 8-9th Philadelphia, PA
 15-16th Dallas, TX
 15-16th Irvine, CA
 22-23rd Las Vegas, NV
 22-23rd Baltimore, MD

DECEMBER
 6-7th New York City, NY
 6-7th Nashville, TN
 6-7th Orlando, FL
 13-14th Miami, FL
 13-14th San Jose, CA
 13-14th Chicago, IL



\$995 per Dentist **\$395** per Staff



Sleep Group Solutions
 Nationally Approved PACE Program Provider for FAGD/MAGD credit. Approval does not imply acceptance by any regulatory authority or AGD endorsement.
 10/1/2016 to 9/30/2020
 Provider ID# 343418

#BETHESLEEPPDENTIST
 SLEEP APNEA · SNORING · SLEEP WELLNESS
 2035 HARDING STREET #200, HOLLYWOOD, FL 33020



Space is limited, reserve your spot! Representatives are standing by to answer your questions!

Register Today



1-855-978-6088

Sleep Group Solutions

SLEEP STAFF BOOT CAMP



SGS Staff Boot Camp provides the necessary educational requirements to achieve **Dental Sleep Coordinator Specialist Certification** with The American Sleep and Breathing Academy.

▶ **DONT MISS OUT:** This course is designed for the dental office auxiliary and clinical team members.

Become an integral part of the interdisciplinary dental sleep medicine team.

▶ Do you know that 80-90% of adults with OSA remain undiagnosed? Or that 1 in 4 of your patients is already suffering from OSA? Or that over 50% of children diagnosed with ADHD suffer from sleep apnea? Most importantly, do you know that as a clinical staff member, you are in a unique position to recognize the signs and symptoms of Obstructive Sleep Apnea (OSA) because of the time you spend with each patient on a regular basis?

▶ This 2-day SGS weekend Boot Camp, in association with the American Sleep and Breathing Academy, is built around supporting dental team members involved in Dental Sleep Medicine screening and treatment. The program will provide a two-day, hands-on training dedicated to their particular roles in snoring and sleep apnea screening and treatment, as well as oral appliance therapy. The two-day program will focus on patient care, team coordination, case creation and presentation, marketing, insurance, and billing and collections and will provide the necessary educational requirements to achieve Dental Sleep Care Coordinator Certification.

Register
Today



1-855-978-6088



Do You Belong to a Study Club?

We Will Come To You

Sleep Group Solutions has lectured to multiple dental associations and study clubs on the topic of dental sleep medicine and the need for sleep apnea screening. If you would like more information regarding a free lecture and having someone speak to your group please contact us for information.



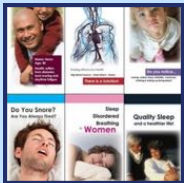
\$699.00

BUSINESS LISTING OPTIMIZER



\$999.00

CUSTOMIZED DENTAL SLEEP MEDICINE WEBSITE

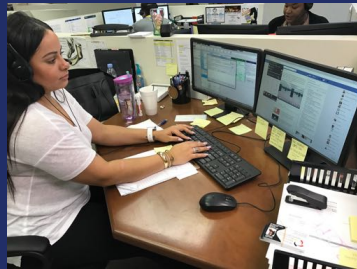


\$349.00

**OSA PATIENT INFORMATION BROCHURES
600 QTY (100 EA)**

The Sleep Mall is your source for supplies and disposable items relating to sleep medicine. Our inventory includes Dental Sleep Medicine supplies, oral appliances, CPAP supplies, Home Sleep Study devices and disposables.

**Order Online WWW.THESLEEPMALL.COM
or call our team 954-606-6960**



FOLLOW US ON SOCIAL MEDIA



@sleep group solutions

Sleep Dentist

Because Superhero isn't an official job title



Register Today



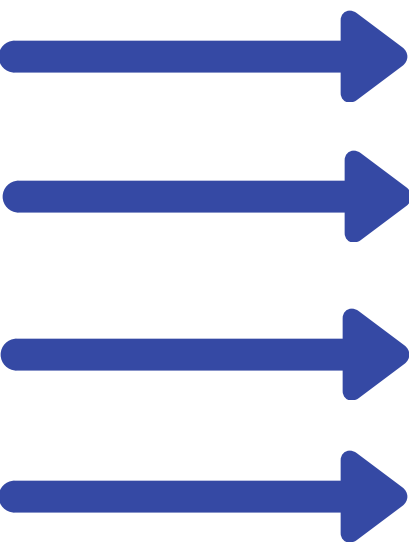
1-855-978-6088



2035 HARDING STREET
SUITE #200
HOLLYWOOD, FL 33020
1-844-484-8196
WWW.SLEEPGS.COM

One Stop, More Solutions with Sleep Group Solutions
We help you find an easier way to get to the FINAL result!

DID YOU KNOW?

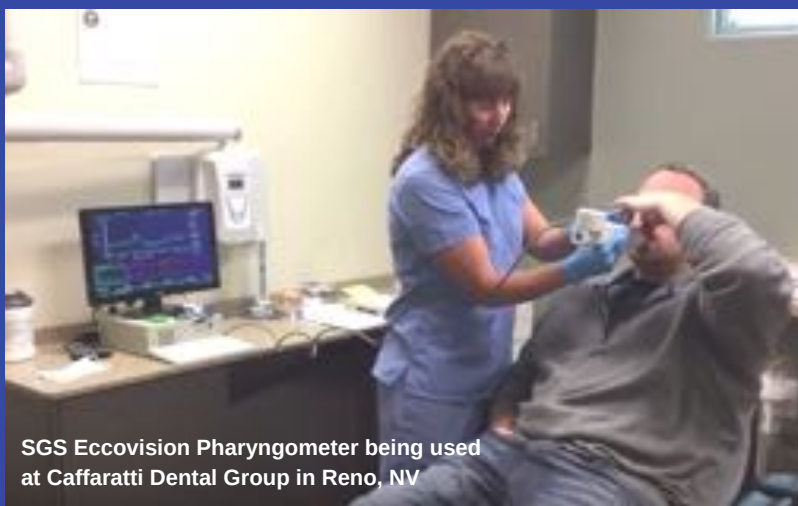


Oral appliances are now considered a first-line treatment for mild to moderate sleep apnea?

34% of the adult population have symptoms of a sleep breathing disorder?

Over 90% of those suffering from this have not yet been diagnosed or treated?

When done properly this treatment is generously reimbursed by private insurance and Medicare?



SGS Eccovision Pharyngometer being used at Caffaratti Dental Group in Reno, NV



Patient Friendly airway screening

WWW.SLEEPGS.COM