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exceptional and exciting program.  
Register on-line at  
DKUdental.com*

**ADA C.E.R.P.<sup>®</sup>** | Continuing Education  
Recognition Program

*The Dental Society of Chester County and Delaware County is an ADA CERP recognized provider approved by the Pennsylvania Dental Association. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The Dental Society of Chester and Delaware County designates this activity for six continuing education credits per course.*

**DKU  
TEAM**

*Barry I. Cohen, D.M.D.*

*Contact: DKU c/o Barry I. Cohen, D.M.D.  
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4750 Township Line Road  
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**DKU**  
DENTISTS KEEPING UP!

*The Dental Society  
of  
Chester County and  
Delaware County  
Proudly Presents*

**DKU**  
**DENTISTS KEEPING UP!**  
6 CEU Lecture Credits Per Course

*Get 24 hrs CEU Requirements Fulfilled  
with this One Lecture Series*

**Register on-line at DKUdental.com**

**Springfield Country Club**

*Continuing Dental Education  
2022/2023*

*Save \$50, Pay Before July 15*

# THE PROGRAM

Wednesday, September 14, 2022

Lou Graham, DDS - Chicago, IL

Dr. Lou Graham is the founder of the Catapult Education, a continuing education company whose philosophy and programs use contemporary, interactive formats to integrate time-proven conservative dentistry with 21st century materials and techniques. Dr. Graham maintains an active clinical practice in Chicago. He emphasizes the same concepts he practices: dental health diagnosis, treatment plans for medically compromised patients, conservative treatment, cosmetic dentistry, and customized approaches to periodontal care, implants and laser dentistry.



## Register on-line at DKUdental.com

### Geriatric Dentistry: The Fastest Growing Demographic in Dentistry

With more patients entering their 8th and 9th decades of life, our role as health care providers continues to face new challenges in treating this population. As these patients walk into our offices, they present challenges that are often unique and require customized approaches to their care. Highlights Include: Prevention is for all ages and doesn't stop here!; Why this patient population loves our in-office prevention plan; Customizing your approach for plaque, xerostomia, and so much more; Reparative dentistry: When, where, and why, and what materials are best to utilize; Customized periodontal protocols that go beyond brushing and flossing; and Advanced restoratives technique for: post and cores, deep class 2's, "elevating the margin" technique, perio-splinting, and choosing the right cement.

Friday, December 16, 2022

Harold L. Crossley, DDS, MS, PhD - Cambridge, MD

Dr. Harold L. Crossley is Professor Emeritus at the University of Maryland Dental School. A native of Rhode Island, Dr. Crossley received a Bachelor of Science degree in Pharmacy from the University of Rhode Island in 1964. He later was awarded the Master of Science (1970) and Doctorate degrees (1972) in Pharmacology. The University of Maryland Dental School in Baltimore awarded Dr. Crossley the D.D.S. degree in 1980. The liaison between the classroom and his part-time dental practice produced a practical approach to understanding the pharmacology of drugs used in the dental office. Drawing on this unique background, Dr. Crossley has become nationally and internationally recognized as an expert on street drugs and chemical dependency, as well as, the clinical pharmacology of dental drugs.



### AM: Avoid Liability-Know Your Patient's Medications & Their Impact on Dental Treatment

Your patients are living longer thanks to their medications but many of the medications have dental implications and side effects affecting your treatment plan. This three-hour presentation includes the indications, contraindications, and side effects of the more common physician-prescribed medications. Familiarity with these medications will provide the dental practitioner with a better appreciation for the health profile of your patient. At the conclusion of this course, the attendees will know: why the patient is taking their medication; any dental implication of the medication; drug interactions of the patient's medication; and the current recommendations for antibiotic prophylaxis in orthopedic and cardiovascular patients (*they've changed*).

### PM: Pharmacologic Management of Postoperative Dental Pain

This part of the program will be devoted to the practical and useful pharmacologic management of post-operative pain and will include discussion on the addictive nature, abuse, and proper prescribing of opioids in a dental practice. What are our alternatives for controlling post-operative pain? What is the new FDA warning about codeine and tramadol in children? Why are NSAIDs more appropriate than opioids for treating post-operative dental pain? What are some concerns about NSAID prescribing in the geriatric population? At the conclusion of this course, the attendees will know: how to minimize prescribing opioids for surgeries; how to combine analgesics to maximize their effects.; why NSAIDs are the analgesics of choice for post-operative dental pain; and contraindications for NSAID prescribing.

Wednesday, February 8, 2023

Samuel B. Low, DDS, MS, MEd - Gainesville, FL

Dr. Samuel Low is Professor Emeritus, University of Florida, College of Dentistry; Advisor Member of the Pankey Institute. He is past President of the American Academy of Periodontology. He is a current officer of the Academy of Laser Dentistry. Dr. Low provides periodontists, dentists and dental hygienists with the tools for successfully managing the periodontal patient. He was selected "Dentist of the Year" by the Florida Dental Association, Distinguished Alumnus by the University of Texas Dental School, and the Gordon Christensen Lecturer Recognition Award. He is a Past President of the Florida Dental Association and past ADA Trustee.



### Innovative Periodontics: "How to" from Techniques to Lasers

Periodontitis is a major reason for tooth loss and the oral-systemic complications. We create the user-friendly perio approach from patient acceptance scripting to chair side positive action. You will incorporate time tested and new technologies to find and manage periodontal disease. Create a niche practice by moving into laser minimally invasive dentistry. From periodontal management to various soft and hard tissue procedures, laser technology creates positive case acceptance. Determine the appropriate laser for your practice by utilizing a defined decision protocol for productive use of the laser. Learning Objectives: Empower the dental hygienist with expanded work descriptions beyond the "prophy"; Develop "realistic" non-surgical therapies and the respective re-evaluation with emphasis on "new" anti-inflammatory systems; Turn the laborious "cleaning" appointment into a fast paced Guided Biofilm Therapy experience; Determine the efficacy of utilizing various laser wavelengths in sulcular decontamination, degranulation, new attachment, and bone regeneration; Establish a quality periodontal maintenance program enhancing the restorative practice; and Achieve greater positive interaction between dentists and the team through improved communication skills.

Friday, April 21, 2023

Martin Jablow, DMD - Woodbridge, NJ: Dr. Martin Jablow, is the president of Dental Tech Advisors and owner of The Dentists of Woodbridge in Woodbridge, NJ. He graduated from the University of Medicine and Dentistry of New Jersey in 1986. He has attained Fellowships in the Academy of General Dentistry and Academy of Dental Facial Aesthetics.



### Technologies To Change Your Practice Now!

*Technology In Your Dental Practice- A Review of Current Products and a Look Into the Future.*

In an overview of the latest high tech products being integrated in today's practices, learn about products in the following areas: cameras-digital and intraoral; digital radiography; caries and oral disease detection; new ConeBeam CT technology, software and implant planning; new 3-D intraoral digital impressions and CAD systems; and the latest tech products. Specific examples, many which are used in our private practice, will demystify many products and help you make intelligent purchase decisions. There will also be discussion of interesting new products that have recently come to the marketplace and some that have not yet arrived. A brief discussion of practice management and internet products. There will be lots of information available no matter where you are on the technology. Learning Objectives: Learn about the newest high tech products; Receive information to help make informed technology purchase decisions for your practice; and See how the products are used clinically in a typical general practice.



Paul Feuerstein, DMD - Billerica, MA: Dr. Feuerstein has been practicing dentistry for over 45 years. He earned his DMD at the University of New Jersey School of Medicine & Dentistry. He is currently the Editor of *Dentistry Today*, the industry's leading trade journal, author of several articles about dental technology, and a lecturer at many national and local dental meetings.



John Flucke, DDS - Lee's Summit, MO: Dr. John Flucke is in private practice in Lee's Summit, Missouri. He serves as Technology Editor for *Dental Products Report* magazine as well as Chief Dental Editor. Doctor Flucke has one of the most popular dental blogs on the Internet "*Ramblings of Dentistry's Technology Evangelist*" featuring updates on technology in healthcare and technology in general. He consults with manufacturers helping with development of techniques, technologies, and products which allows him to see things from the "duct tape and zip tie stage" all the way through to the completed item.

Friday, May 19, 2023

Janice Hurley- Mt. Shasta, CA

Janice Hurley is known as Dentistry's Image Expert on personal presence. She has more than 30 years experience as a dental consultant helping professionals use the tools they have to gain higher treatment acceptance and attract quality patients. Her goal is that everyone understands how to better use their professional energy for success. She is an international author and speaker on what it takes to project professional excellence and confidence so others feel it instantly. She has been honored as one of *Dentistry Today's* Top Speakers for 14 years. Her clients are professionals in dentistry who strive to feel JOY every day.



### AM: The New Patient Experience

Crucial to your practice success is developing a standard operating procedure for your new patient interview. Learn how to design your new patient paperwork to uncover your patient's wants and needs. Hear how to conduct your new patient interview to find out how your patient feels about the value of their dental health and their dental history. When you develop a system that involves the whole team, in this key component of practice management, you're guaranteed to increase treatment acceptance. Goals: To set specific guidelines on optimizing every new patient's experience to the practice; Empowering each team member with an understanding of their role in the optimal new patient experience. Objectives: Review of existing systems; Develop interview skills; and Design your patient paperwork to support your goal of uncovering what is most important to your patient.

### PM: Dental Image Branding

There is no denying that things have changed in dentistry and you had to adjust. Learn what it takes to put your best foot forward and make the best first and lasting impression of your practice. Learn what contributes to a successful brand. Avoid mistakes and maximize marketing opportunities. Look at your internet footprint and your presence through your patient's eyes. Goals: To provide team training on the patient's point of view; To provide opportunities to understand how to present excellent clinical services; To bring each practice up to speed on the importance of their patient's first impression through social media; To increase the number of positive testimonials and answer those less than optimal. Objectives: Develop skills in reading body language; Learn effective voice tone and pace when speaking with patients; and Promote the use of positive visual images to encourage new patients to the practice.

# REGISTRATION

Meetings will be held at the Springfield Country Club on Route 320, Springfield, Delaware County, PA.

Registration 8:30 AM Lecture 9:00 AM - 4:00 PM

Continental breakfast and luncheon included.

Please indicate those courses you wish to attend: All DKU courses are 6 CEU Credits

	Number of Attending Doctors	Number of Attending Staff	Cost
<input type="checkbox"/> Wednesday, September 14, 2022			
<input type="checkbox"/> Friday, December 16, 2022			
<input type="checkbox"/> Wednesday, February 8, 2023			
<input type="checkbox"/> Friday, April 21, 2023			
<input type="checkbox"/> Friday, May 19, 2023			
	<b>Total Cost</b>		

## FEES

Early Bird Special: Must be received by July 15, 2022

Members of the Dental Society of Chester and Delaware Counties - \$645

All non-society members, (other ADA members) - \$695

All non-society members, (non-ADA members) - \$765

After July 1, 2022

Members of the Dental Society of Chester and Delaware Counties

Reservations for the entire series - \$695

Individual courses - \$210 Three courses - \$560 Four courses - \$655

Other ADA Members

Reservations for the entire series - \$745

Individual courses - \$225 Three courses - \$600 Four courses - \$695

Non-ADA Members

Reservations for the entire series - \$815

Individual courses - \$240 Three courses - \$635 Four courses - \$755

Staff members accompanied by a doctor will be \$110 per course per person with reservation at least one week in advance, \$130 per course per person at door.

Cancellations and Refund Policy

No refunds will be made without at least one week's notice prior to course date.

(A \$25 administrative fee will be deducted.)

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Preferred Phone#: Day \_\_\_\_\_ Night \_\_\_\_\_

E-mail address: \_\_\_\_\_

Payment Method:  MasterCard  Visa  Discover  Check (payable to: DKU)

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_

Member of Dental Society of Chester and Delaware Counties  Non-ADA Member

Other ADA Member ADA # \_\_\_\_\_

Return this form to: DKU, c/o Barry Cohen D.M.D.,  
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or Register on-line at www.DKUdental.com

