

2024 EL PASO DENTAL CONFERENCE

September 26-27 | El Paso, TX

EDUCATION PROGRAM

elpasodentalconference.com



Welcome to the 2024 El Paso Dental Conference Celebrating our 62nd Year!

Dear Esteemed Participants,

On behalf of the entire organizing committee, it is with immense pleasure and excitement that I extend a warm welcome to each one of you to the 2024 El Paso Dental Conference!

As Chairman of this prestigious event, I am honored to witness the coming together of dental professionals, experts, and enthusiasts from around the U.S.A. to share knowledge, foster collaboration, and explore the latest advancements in the field of dentistry.

This conference has been meticulously crafted to provide you with a platform to engage in insightful discussions, exchange innovative ideas, and immerse yourselves in the ever-evolving landscape of dental care. Our diverse lineup of speakers and sessions promises to deliver valuable insights, showcasing breakthroughs that will undoubtedly shape the future of dentistry.

I encourage you to take full advantage of the numerous sessions, workshops, and exhibitions that have been thoughtfully curated to cater to a wide range of interests and specialties. Let your curiosity guide you as you explore the various facets of modern dentistry and discover new ways to enhance your practice.

Lastly, I extend my sincere gratitude to our sponsors, partners, and the entire organizing team whose dedication and hard work have brought this conference to fruition. Without their unwavering support, this gathering of minds would not have been possible.

Once again, welcome to the 2024 El Paso Dental Conference! May the next few days be filled with enlightenment, collaboration, and inspiration that will leave an indelible mark on your professional journey.

Warm regards,

Jose L Alvarez D.D.S.



Hosted by:



Sponsored by:





2024 EL PASO DENTAL CONFERENCE

September 26-27 | El Paso, TX

BROADEN YOUR HORIZONS AT THE EDGE OF TEXAS



MEETING LOCATION



The 2024 El Paso Dental Conference
will be hosted at the



Starlight Event Center

6650 Continental Dr
El Paso, TX 79925



SCAN HERE
For directions

FREE Parking located in the parking garage and surface lots behind the event center.

All **CE Courses** and the **Exhibition** will be located on the **6th floor**.
Registration is located in the **Patriot Way Lobby**.





BADGES:

Badges are required for entrance into the courses and exhibit hall. Lost badges can be replaced at no additional cost at the On-Site Registration desk with ID.

COURSE TICKET POLICY:

All El Paso Dental Conference courses are ticketed. You must register for each course that you plan to attend in order to receive CE credit. The EPDC CE Verification system does not allow you to enter completion codes for courses in which you did not register.

CORRECTIONS / CHANGES / ADDITIONS:

Corrections, changes, additions are processed at no charge after the original registration has been submitted. Registrants may make changes to their registration through the registration website <https://www.prereg.net/2024/epdc/> or at the **registration desk located in the Poppy Fields Lobby.**

ONLINE HANDOUTS:

Downloadable handouts can be accessed by registrants via the registration website portal. Printed handouts will not be available on-site.

CLASSROOMS:

All classrooms are set to a limited capacity. When the room is filled, no additional people will be admitted. No children are permitted in the classrooms. Please silence your phone and pagers while attending courses.

FOOD / DRINKS ON-SITE:

Complimentary water and coffee will be available for all participants. Food and beverage concessions will be available in the Patriot's Way Lobby. The **Starlight Café**, located, on the 1st floor will be open for breakfast and lunch.

Pre-purchased lunch tickets will be printed on your registration badge. Please present your badge at the lunch pick up located in the **Poppy Fields Lobby** to redeem your pre-paid lunch.

CE REDEMPTION

Please visit elpasodentalconference.com to redeem CE and obtain a CE certificate. You will need to enter your badge number and course completion code to redeem your CE. CE certificates will only be available for 6 months following the EPDC.

EPDDS FIESTA

Please join us for complementary food, drinks, dancing and music at the 2024 EPDDS Fiesta located in the Main Lobby at the Starlight Event Center.

COURSE DISCLAIMER

CE Courses provided by the El Paso District Dental Society are recognized by the TSBDE and other state licensing bodies and the Academy of General Dentistry. In Texas, CE courses must be "technical or scientific as related to clinical care" to qualify for licensure CE credit. The El Paso Dental Conference and its Sponsor, El Paso District Dental Society, make every effort to present high caliber clinicians in their respective areas of expertise. The presentations in no way imply endorsement of any technique, product, or service presented at the conference. The El Paso Dental Conference and El Paso District Dental Society specifically disclaim responsibility for any material presented.

QUESTIONS: Please contact us by email at elpasodentalconference@gmail.com, or by phone at (915)540-1705



El Paso District Dental Society (17th)
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08612604 - 07/31/2024
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FOOD & CONCESSIONS at the 2024 EPDC

Complimentary water and coffee will be available throughout the venue.

Food & Drink Concessions will be sold in the **Poppy Fields Lobby**.
(Breakfast Tacos, Snacks, Drinks)

Pre-ordered boxed lunches are available for purchase through the meeting registration website until September 19th. Meal vouchers will be printed on your meeting badge and required at time of pick-up. Meals will be available for pick up at Registration during the lunch break.

The Starlight Cafe, located on the 1st Floor, will be open for breakfast and lunch. Food orders for the Cafe can be made via QR code or in person in the Starlight Cafe. Pre-orders are highly recommended for lunch to avoid the line and wait times.

*Starlight
Cafe*

**PRE-ORDER
ONLINE!**



CLICK HERE OR SCAN THE CODE





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BROADEN YOUR HORIZONS AT THE EDGE OF TEXAS



CONFERENCE SCHEDULE



THURSDAY, SEPTEMBER 26th

7:30am – 5:00pm

EPDC Registration

7:30am – 6:00pm

Vendors Exhibition

8:30am – 11:30am

Morning Session (A)

**T01 A – Digital Dental Photography/Video Documentation:
From Theory to Practice**
Dr. Celin Arce, DDS, MS, FACP

T02 A – Artificial Intelligence: Are you there yet?
Wilma Luquis-Aponte, DDS

**T03 A – The Dental Insurance Guy: Creating a Profitable
And Effective Hygiene Department: Part 1**
Travis Campbell DDS

11:30am – 1:00pm

Lunch Break

1:00am – 4:00pm

Afternoon Session (B)

T01 B – Perio-Pros Integration in the Digital Era
Dr. Celin Arce, DDS, MS, FACP

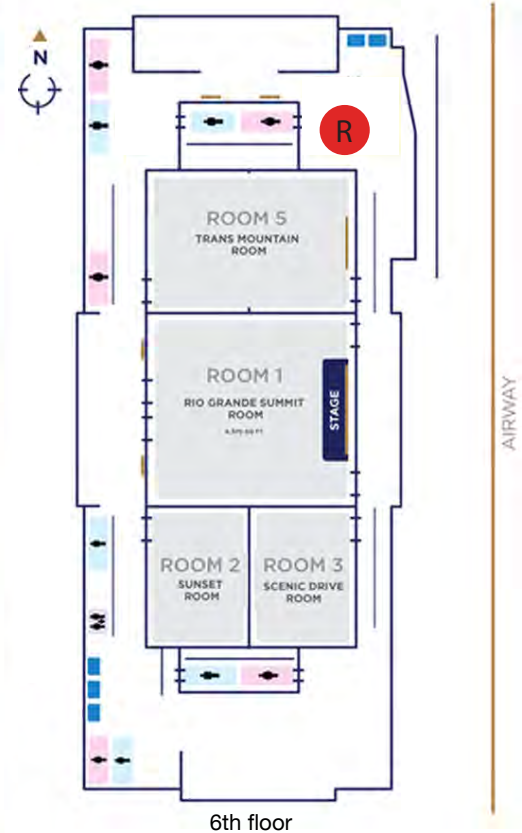
T02 B – Diabetes and the Role of the Community Dentist
Wilma Luquis-Aponte, DDS

**T03 B – The Dental Insurance Guy: Creating a Profitable
And Effective Hygiene Department: Part 2**
Travis Campbell DDS

4:00pm – 6:00pm

2023 El Paso Dental Conference Fiesta

Sponsored by Patterson Dental
SOUTH LOBBY



WiFi: Starlight Guest Password: Starlight19



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CONFERENCE SCHEDULE



FRIDAY, SEPTEMBER 27th

7:30am – 4:00pm

EPDC Registration

7:30am – 3:00pm

Vendors Exhibition

8:30am – 11:30am

Morning Session (A)

F01 A – Management of Endodontic Emergency & Introduction to Endodontic surgery
Yangpei Cao, DDS MS

F02 A – It's Not You. It's Your Saliva
Amber Auger, RDH

F03 A – The Dental Insurance Guy: Understanding Dental Insurance and Myths
Travis Campbell DDS

11:30am – 1:00pm

Lunch Break

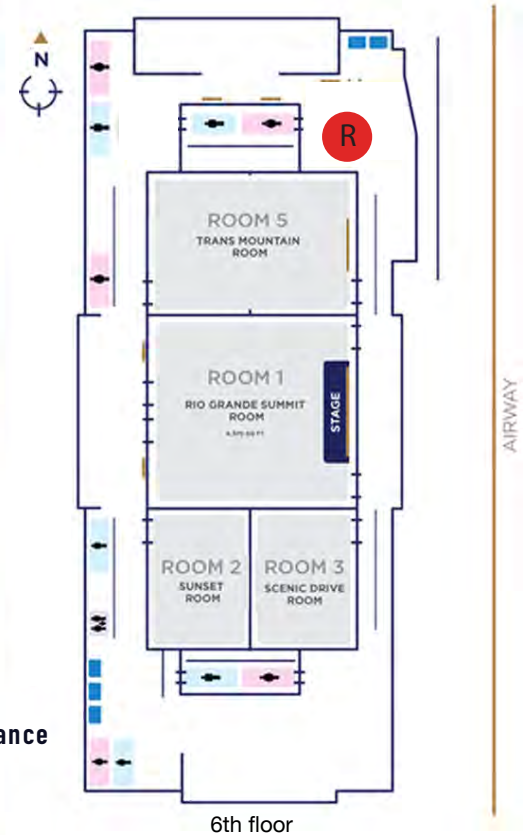
1:00am – 4:00pm

Afternoon Session (B)

F01 B – Dental Equipment: Maintenance & Basic Repairs
*Sponsored by Henry Schien & Patterson Dental

F02 B – What Lies Beneath
Amber Auger, RDH

F03 B – The Dental Insurance Guy: Advanced Strategies Managing Dental Insurance and Treatment Acceptance
Travis Campbell DDS



WiFi: Starlight Guest Password: Starlight19



Course T01A
Thursday, September 26th
8:30-11:30am



Digital Dental Photography/Video Documentation: From Theory to Practice

Celin Arce, DDS, MS, FACP

Course Description:

Dental photography should be your daily tool. If not, don't wait and take your steps to learn it and master it. This course is a comprehensive review of the all currents aspects of digital dental documentation. In the end, you will get an update in settings, equipment, accessories and techniques used to take excellent dental photo/video documentation.

Learning Objectives:

- Camera Settings/Equipment selection
- Proper use of mirrors/retractors/contrastors
- Diagnostic Intraoral/Extraoral Photo Protocol
- Creating videos for patient motivation and case acceptance
- Artistic Photography and Portraits
- Tabletop Photography
- Shade communication with lab
- Use of mobile phones for photography
- Photo Management/Editing
- Use of social media marketing

Speaker Bio: Dr. Celin Arce is a board-certified prosthodontist. He received his dental degree from University Latina of Costa Rica, he completed residency in Advanced Prosthodontics at University of Alabama at Birmingham and Master of Science in Clinical Dentistry. He's Diplomat of the American Board of Prosthodontics and Fellow of the American College of Prosthodontists. He is currently Assistant Professor of the Restorative Sciences Department at the University of Kentucky College of Dentistry. He is a national and international speaker. Practice limited to esthetics and implants.



Artificial Intelligence: Are you there yet?

Wilma Luquis-Aponte, DDS

Course T02A
Thursday, September 26th
8:30-11:30am

Course Description:

Dental AI software leverages artificial intelligence to enhance various aspects of dental care, including diagnostics, treatment planning, patient management, and workflow optimization. These tools are transforming the field by providing more accurate, efficient, and personalized care.

Dental AI software offers significant benefits by improving diagnostic accuracy, optimizing treatment planning, enhancing patient management, and streamlining workflows. By carefully selecting and implementing the right AI solutions, dental practices can achieve higher efficiency, better patient outcomes, and a more streamlined operation. As technology evolves, staying updated with the latest advancements and integrating AI into practice will be crucial for maintaining a competitive edge in the dental industry.

Course Objectives:

- After attending the lecture, the audience will be able to:
- Identify and recognize the Artificial Intelligence (AI) terminology, algorithms, software, and platforms that are shaping the landscape of modern dentistry.
- Understand how AI software and Augmented Reality (AR) enhance the accuracy of diagnoses and optimize treatment planning processes, ensuring precise and effective patient care.
- Consider the integration of AI solutions into dental practice management to streamline workflows, improve patient management, and increase overall operational efficiency.

Speaker Bio:

Dr. Luquis-Aponte grew up in Caguas, Puerto Rico. The fourth of five children always had a passion for helping people. She attended the University of Puerto Rico at Cayey where she received her undergraduate degree in Sciences, later attended the University of Puerto Rico School of Dentistry where she received her degree of Doctor of Dental Medicine, and the School of Public Health where she finished a Master's in Public Health with a concentration in Maternal and Child health. She also holds a PhD in Public Health from Walden University with a special interest in Community Health Education and Promotion.

Before establishing in El Paso and opening her dental practice, Dr. Luquis-Aponte worked as Dental Director at the Brownsville Community Health, the University of Houston, Dental Branch as an Assistant Professor and an associate dental provider for other dentists in the El Paso community. After 17 years as a private dentist, she has become a Full-

time Associate Professor and Special Needs Care Education Director at the Hunt School of Dental Medicine, in El Paso, TX.

Her dedication leads her to seek and get trained in the newest advancements in cosmetic dentistry, orthodontics, implants, and restorative treatment providing a gentle, caring, and comprehensive approach to complete oral health.

Dr. Luquis-Aponte has over 20 years of experience as a dentist and community leader. Dr. Luquis-Aponte is a standing member of the American Dental Association, Texas Dental Association, and the El Paso Dental Association. She is past president of the Puerto Rican Medical Society of El Paso and the El Paso District Dental Society.

When Dr. Luquis-Aponte is not practicing her passion of dentistry she spends most of her time with her three children. She practices and competes in ballroom dancing, holds a 1st degree Black belt in the Martial art of Karate and loves music and art.



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08/01/2024 - 07/31/2028
Provider ID # 213456



**The Insurance Guy:
Creating a Profitable And Effective Hygiene Department
Part 1**

Travis Campbell, DDS

Course T03A
Thursday, September 26th
8:30-11:30am

Course Description:

Do you feel the common frustrations from doctors unable to find a way to be profitable with hygienists? At the same time hygienists are concerned about not enough instruments, respect, support, etc.?

There are solutions to both problems! When you can create an efficient and profitable department, support and equipment no longer are a concern. Being In-network does not have to mean sacrificing quality and it for certain doesn't have to mean being unprofitable.

If you want to learn how to be profitable and provide the best care for your patients without sacrificing anything (even with network fees) check out this course. It is designed for the entire team, as it involves everything from billing, treatment planning, clinical reasoning, and patient acceptance and communication.

Learning Objectives:

- Review of Clinical Basis for Hygiene and Perio
- Clinical Documentation and Coding
- Insurance Management and Billing
- Efficiency and Scheduling

Speaker Bio: Dr. Travis Campbell, has been a practicing dentist since 2009, after graduating from Baylor University in Waco, Texas (2005) and then Baylor College of Dentistry in Dallas, Texas. Dr. Campbell is now an author, trainer, speaker, contributor to various online dental communities, and dental coach and consultant. Having gained a reputation as a resource for other dentists in the complex area of dental insurance, Dr. Campbell is often referred to as "The Dental Insurance Guy!" From understanding insurance to developing strategies to accelerate practice growth, Dr. Campbell delivers practical, actionable content that dentists and team members can use immediately. He dispels many of the myths and misinformation around today's dental insurance policies and explains how to navigate the complexities of being an exceptional dentist, business owner, and leader while still having a life outside of work.



Course T01B
Thursday, September 26th
1:00-4:00pm



Perio-Pros Integration in the Digital Era

Celin Arce, DDS, MS, FACP

Course Description:

During this course a comprehensive review of current protocols and techniques required to perform a proper diagnosis and treatment plan will be described. Problem solving options and limitations that are common during the treatment of our patients will be presented. This course will also highlight contemporary digital armamentarium available for the interdisciplinary team to optimize results.

Course Objectives:

1. Revise key elements of interdisciplinary treatment planning.
2. Define how we effectively collaborate between surgical, restorative and laboratory disciplines with the digital workflows.
4. Review current intraoral digital impression capabilities and integration with 3D printing/milling in interdisciplinary complex cases.
5. Describe clinical workflows in perio-pros implant cases with guided surgery and immediate restorations.

Speaker Bio: Dr. Celin Arce is a board-certified prosthodontist. He received his dental degree from University Latina of Costa Rica, he completed residency in Advanced Prosthodontics at University of Alabama at Birmingham and Master of Science in Clinical Dentistry. He's Diplomate of the American Board of Prosthodontics and Fellow of the American College of Prosthodontists. He is currently Assistant Professor of the Restorative Sciences Department at the University of Kentucky College of Dentistry. He is a national and international speaker. Practice limited to esthetics and implants.



Diabetes and the Community Dentist

Wilma Luquis-Aponte, DDS

Course T02B
Thursday, September 26th
1:00-4:00pm

Course Description:

The relationship between Diabetes and oral health, specifically Periodontal Disease, is an inflammatory response. Studies have shown that this relationship is not only based on the uncontrolled status of the plasma glucose but that the severity of Periodontal Disease can affect the systemic response controlling glucose levels as well; therefore, this is a two-way relationship that must be kept in balance. Without oral health intervention, uncontrolled periodontal disease makes it almost impossible to manage diabetes in patients.

Integrating diabetes screening and education into the school curriculum has provided students with the tools to identify, educate, and refer patients with diabetes. This initiative has moved to our El Paso Dental community, allowing community dentists to incorporate diabetes screening into their initial encounters with their patients. Through this initiative, we aimed to improve the overall health of individuals in El Paso and raise awareness about the importance of oral health in the management of diabetes.

By empowering dentists to play a more proactive role in diabetes management, we are not only improving the health outcomes of individuals but also contributing to the overall well-being of our community. Through ongoing partnerships and continuous efforts, we hope to further expand the reach and impact of this essential initiative in the years to come.

Course Objectives:

After attending this lecture, the audience will be prepared to:

- Recognize, address, and manage diabetes-related oral health issues.
- Incorporate diabetes screening and education, with the skills to identify, educate, and refer patients with diabetes.
- Establish protocols for routine diabetes screening and monitoring during dental visits, ensuring early detection and timely intervention.
- Collaborate with healthcare providers to create a seamless referral system for patients with or at risk of diabetes.

Speaker Bio:

Dr. Luquis-Aponte grew up in Caguas, Puerto Rico. The fourth of five children always had a passion for helping people. She attended the University of Puerto Rico at Cayey where she received her undergraduate degree in Sciences, later attended the University of Puerto Rico School of Dentistry where she received her degree of Doctor of Dental Medicine,

and the School of Public Health where she finished a Master's in Public Health with a concentration in Maternal and Child health. She also holds a PhD in Public Health from Walden University with a special interest in Community Health Education and Promotion.

Before establishing in El Paso and opening her dental practice, Dr. Luquis-Aponte worked as Dental Director at the Brownsville Community Health, the University of Houston, Dental Branch as an Assistant Professor and an associate dental provider for other dentists in the El Paso community. After 17 years as a private dentist, she has become a Full-time Associate Professor and Special Needs Care Education Director at the Hunt School of Dental Medicine, in El Paso, TX.

Her dedication leads her to seek and get trained in the newest advancements in cosmetic dentistry, orthodontics, implants, and restorative treatment providing a gentle, caring, and comprehensive approach to complete oral health.

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**The Insurance Guy:
Creating a Profitable And Effective Hygiene Department
Part 2**

Travis Campbell, DDS

Course T03B
Thursday, September 26th
1:00-4:00pm

Course Description:

Do you feel the common frustrations from doctors unable to find a way to be profitable with hygienists? At the same time hygienists are concerned about not enough instruments, respect, support, etc.?

There are solutions to both problems! When you can create an efficient and profitable department, support and equipment no longer are a concern. Being In-network does not have to mean sacrificing quality and it for certain doesn't have to mean being unprofitable.

If you want to learn how to be profitable and provide the best care for your patients without sacrificing anything (even with network fees) check out this course. It is designed for the entire team, as it involves everything from billing, treatment planning, clinical reasoning, and patient acceptance and communication.

Learning Objectives:

- Review of Clinical Basis for Hygiene and Perio
- Clinical Documentation and Coding
- Insurance Management and Billing
- Efficiency and Scheduling

Speaker Bio: Dr. Travis Campbell, has been a practicing dentist since 2009, after graduating from Baylor University in Waco, Texas (2005) and then Baylor College of Dentistry in Dallas, Texas. Dr. Campbell is now an author, trainer, speaker, contributor to various online dental communities, and dental coach and consultant. Having gained a reputation as a resource for other dentists in the complex area of dental insurance, Dr. Campbell is often referred to as "The Dental Insurance Guy!" From understanding insurance to developing strategies to accelerate practice growth, Dr. Campbell delivers practical, actionable content that dentists and team members can use immediately. He dispels many of the myths and misinformation around today's dental insurance policies and explains how to navigate the complexities of being an exceptional dentist, business owner, and leader while still having a life outside of work.



Management of Endodontic Emergency & Introduction to Endodontic Surgery

Yangpei Cao, DDS, MS

Course F01A
Friday, September 27th
8:30-11:30am

Course Description:

Patients with endodontic emergency present challenge for dentists to handle it. This lecture will focus on efficient strategies to manage emergency in daily practice. The lecturers will discuss diagnosis of emergency, medications & anesthesia to use, and treatment to provide.

Endodontic surgery is known as the last resort to save root canal treated tooth, but it was not performed by most endodontists. This lecture will focus on indications of apicoectomy, and modern technology in microsurgery.

Learning Objectives:

Management of Endodontic Emergency

- The audience will be able to diagnose endodontic emergency
- The audience will have a good understanding about medications to use for treatment endodontic emergency.

Introduction to Endodontic Surgery

- The audience will be able to understand apicoectomy is a good option to save certain teeth.
- The audience will have basic understanding of indication for apicoectomy.

Speaker Bio: Dr. Yangpei Cao is a board certified endodontist, which is the highest honor in Endodontics, awarded by the American Board of Endodontics. Dr. Cao obtained the dental degree from West China School of Stomatology in 2011. She got Master of Science degree in Oral Biology at UCLA School of Dentistry in 2014. She was awarded the certificate of postgraduate program in Endodontics from UCLA in 2015. Dr. Cao was Assistant Clinical Professor at UCLA from 2015 until June 2019, then moved to El Paso. She is also serving the Woody L. Hunt School of Dental Medicine in El Paso as a part-time faculty.

Dr. Cao is in the scientific advisory board for Journal of Endodontics, Oral Disease, Scientific Report, Odontology, Restorative Dentistry and Endodontics. She has published 14 articles in peer-reviewed journals, including Journal of Endodontics and Journal of Dental Research. One of her publications is the featured cover article in California Dental Association dental journal. Dr. Cao is in the scientific advisory board for Journal of

Endodontics, Oral Disease, Scientific Report, Odontology, Restorative Dentistry and Endodontics. She has given lectures in international conferences and symposiums. Dr. Cao values patient experience and uses various techniques to ensure the comfort of every patient.



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Course F02A
Friday, September 27th
8:30-11:30am



It's Not You. It's Your Saliva
Amber Auger, RDH

Course Description:

Treating Periodontal Disease Systemically: Over the last ten years, there has been an increased focus on oral and systemic health links. This course is designed to equip dental hygienists with the skills to implement a comprehensive approach to treating our patients while they are chairside. This course will review risk assessments and clinical cases to provide a practical approach to implementing science-based literature that is both effective and feasible for the current demands in practices.

Learning Objectives:

- Review how the pH of the mouth influences soft and hard tissue oral diseases
- Discover powerful communication skills to increase the patient's ownership of their current oral health
- Evaluate pH testing for your office and how to implement it into a patient's preventive visits, and compare salivary tests to test periodontal pathogens
- Determine how the oral microbiome is trained for optimal health
- Identify the link between an imbalanced oral microbiome and systemic health

Speaker Bio: Amber Auger RDH, MPH, is a practicing dental hygienist, consultant for RDH Magazine, Creator of Thrive in the OP, and Seattle Study Club Speaker. Amber specializes in converting science to practical approaches for chairside implementation.



The Dental Insurance Guy: Understanding Dental Insurance and Myths

Travis Campbell, DDS

Course F03A
Friday, September 27th
8:30-11:30am

Course Description:

Does insurance drive you and your team crazy? Are you getting denied for legitimate claims on common services like crowns and SRP? Do you ever have patients upset because they owe more money after their EOB comes in?

This course will help teach you and your team how to navigate the maze of insurance systems and practices so that you can maximize returns for you and your patients almost every time. There are simple and practical steps all throughout this CE course that will guide you to a better understanding of insurance and how you can confidently manage through today's complexity. Are you ready to change dealing with insurance from a nightmare to just a mild annoyance?

Learn how to manage insurance to improve reimbursement and your relationship with patients.

Learning Objectives:

- Understand the Insurance Process
- Bust Common Myths in Dental Insurance
- Learn How to Avoid Most Denials
- Common Coding Mistakes
- Correctly Coding Implant, Denture, and Hybrid cases
- Managing Secondary Insurance

Speaker Bio: Dr. Travis Campbell, has been a practicing dentist since 2009, after graduating from Baylor University in Waco, Texas (2005) and then Baylor College of Dentistry in Dallas, Texas. Dr. Campbell is now an author, trainer, speaker, contributor to various online dental communities, and dental coach and consultant. Having gained a reputation as a resource for other dentists in the complex area of dental insurance, Dr. Campbell is often referred to as "The Dental Insurance Guy!" From understanding insurance to developing strategies to accelerate practice growth, Dr. Campbell delivers practical, actionable content that dentists and team members can use immediately. He dispels many of the myths and misinformation around today's dental insurance policies and explains how to navigate the complexities of being an exceptional dentist, business owner, and leader while still having a life outside of work.



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Course F01B

Friday, September 27th

1:00-4:00pm

DENTAL EQUIPMENT: Maintenance & Repair Course

Sponsored by Henry Schein & Patterson

Course Description:

Part 1: This lecture and workshop will focus on the top maintenance issues commonly encountered in a dental office. It will cover essential maintenance procedures for dental handpieces, compressors, and dental chairs. Participants will learn about preventive maintenance practices to extend the life of equipment, reduce downtime, and ensure compliance with safety standards. The workshop will include video demonstrations, slide presentations, and interactive discussions.

Part 2: This workshop will cover essential repair techniques for dental equipment, focusing on common, simple repairs that can be done in-office. Participants will learn how to replace O-rings on handpieces, troubleshoot dental chairs, and make minor adjustments to compressors. The session will include video tutorials, slide presentations, and hands-on practice with actual equipment.



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Course F02B
Friday, September 27th
1:00-4:00pm



What Lies Beneath
Amber Auger RDH, MPH,

Course Description:

Treating Periodontal Disease Systemically: Over the last ten years, there has been an increased focus on oral and systemic health links. This course is designed to equip dental hygienists with the skills to implement a comprehensive approach to treating our patients while they are chairside. This course will review risk assessments and clinical cases to provide a practical approach to implementing science-based literature that is both effective and feasible for the current demands in practices.

Learning Objectives:

- Review Oral Pathologies that show evidence of systemic health issues
- Identify when to refer the patient out for blood work
- Discover proper risk assessments for enhanced preventive oral health
- Investigate the latest technologies to prevent and treat both hard and soft tissue disease

Speaker Bio:

Amber Auger RDH, MPH, is a practicing dental hygienist, consultant for RDH Magazine, Creator of Thrive in the OP, and Seattle Study Club Speaker. Amber specializes in converting science to practical approaches for chairside implementation.



The Insurance Guy:
Advanced Strategies Managing Dental Insurance &
Treatment Acceptance

Travis Campbell, DDS

Course F03B:
Friday, September 27th
1:00-4:00pm

Course Description:

The average office will have patient treatment acceptance of 38%. This results in tons of extra team time trying to follow up with these patients later, patients getting less healthy, and challenges filling the schedule and staying profitable. How we communicate with patients about insurance plays a huge role in this challenge, as well as how dentists communicate with patients prior to the front team handoff

Improving treatment acceptance is possible with just changing how we talk to patients about both their treatment needs as well as the insurance component. The result is happier and healthier patients, a more full schedule, and less wasted time by the front team needing to chase patients.

Learning Objectives:

- How to Create More Accurate Estimates
- Dentist-Patient Communication for Improved Acceptance
- Insurance Discussions to Improve Acceptance.
- Spending Less Time With Better Results

Speaker Bio: Dr. Travis Campbell, has been a practicing dentist since 2009, after graduating from Baylor University in Waco, Texas (2005) and then Baylor College of Dentistry in Dallas, Texas. Dr. Campbell is now an author, trainer, speaker, contributor to various online dental communities, and dental coach and consultant. Having gained a reputation as a resource for other dentists in the complex area of dental insurance, Dr. Campbell is often referred to as "The Dental Insurance Guy!" From understanding insurance to developing strategies to accelerate practice growth, Dr. Campbell delivers practical, actionable content that dentists and team members can use immediately. He dispels many of the myths and misinformation around today's dental insurance policies and explains how to navigate the complexities of being an exceptional dentist, business owner, and leader while still having a life outside of work.



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2024 EXHIBITION



The **El Paso Dental Conference Exhibition** is where the future dental healthcare comes to life. It's where cutting-edge dental technology, groundbreaking products, and invaluable services converge under one roof. By stepping into this dynamic space, you'll have the opportunity to:

1. **Discover the Latest Advancements:** Witness firsthand the latest breakthroughs in dental technology that are reshaping the industry. From state-of-the-art imaging equipment to revolutionary treatment modalities, you'll be at the forefront of what's possible in dental care.
2. **Connect with Industry Leaders:** Engage in meaningful conversations with leading experts and professionals who are driving innovation in the dental field. This is your chance to network with peers, exchange ideas, and gain insights that can transform your practice.
3. **Elevate Your Practice:** Explore a wide range of products and services designed to enhance the efficiency and effectiveness of your dental practice. Whether you're seeking new materials, tools, or solutions, you'll find them here.

We encourage you to show your support for the dental industry's visionaries—our exhibitors. Your patronage not only fuels their commitment to advancing oral healthcare but also contributes to the continued growth and innovation of our field.

Below is a list of some of the outstanding vendors you can expect to encounter at this year's **El Paso Dental Conference**

Patterson Dental
APEX Staffing
SHOFU
P&G Crest Oral-b
Carestream
Patterson Dental
Midwest
Ultradent
Q-Optics
Lumadent
BENCO
Colgate
Henry Schein
Brasseler USA
Dentsply Sirona

If you are interested in registering as an exhibitor at the El Paso Dental Conference, please contact the El Paso Dental Conference Administrator at elpasodentalconference@gmail.com.