



T MANAGEMENT
MANAGEMENT THROUGH LEADERSHIP
EST 2005

T Management

Continuing Education Event #7

Treatment Presentation
Presented by T Management



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EST 2005

8/18/23 – 2:00 PM to 5:00 PM
3 CE Credit Hours
999 Peachtree Street NE
Atlanta, Ga 30309



PACE
ACADEMY of
GENERAL DENTISTRY
PROGRAM APPROVAL
FOR CONTINUING
EDUCATION

T Management
Nationally Approved PACE Program Provider for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
4/1/2023 to 3/31/2025.
Provider ID# 417732





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Treatment Presentation

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Treatment presentation is truly an art form and a critical component of modern dentistry. There is no better expert in presenting treatment than Dr. Steven Wingfield. He is a recognized authority on presenting treatment options and has helped countless dentists improve their communication skills and patient outcomes. In his presentation, Dr. Wingfield will share practical tips and strategies for presenting treatment options to patients in a clear, concise, and understandable way. He will discuss the importance of effective communication, building rapport with patients, and understanding their unique needs and concerns.

Dr. Wingfield's presentation is based on his extensive experience as a clinician and educator. He has trained a multitude of dentists on how to improve their presentation skills, and his methods have been proven to increase case acceptance rates and improve patient satisfaction.

Some of the course objectives will be:

- Using Dental Intel to enhance patient experience.
- Discussing the anatomy of the perfect patient visit.
- Learning the value of Wellness Scans.
- Discussing how taking a more comprehensive approach to treatment planning is the key to success.
- Revisiting Cosmetic Plans and the proper way to approach them.

This course will feature break-out sessions and small group training to improve your overall efficiency in treatment planning and presentation.



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