

# THE IMPACT OF SEDATION ON A PRACTICE

The investment that keeps on giving back

## My training:

- ▶ \$18,000.00 base tuition
- ▶ \$9,000.00 clinical at practice

## CDA training:

- ▶ 5 CDAs X \$800.00 = \$4000.00

## Office set-up:

- ▶ \$15,000.00

## Missed practice billing:

- ▶ \$15,000.00

Total = \$61,000.00

## Fee guide:

- ▶ \$315.00/1 hour;
  - ▶ \$437.00/1.5 hour;
  - ▶ \$559.00/2 hour.
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- ▶  $\$61,000 / \$437.00 = \sim 140$  cases/ 1.5 years
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- ▶ In 4 years, I have done about 400 cases

Total = \$174,000.00

RECOVERY OF COSTS: DR. TREVOR SHEW

- Referrals from within the practice and new patients for IV moderate sedation
- Cases that I could never do before, surgical and non-surgical
- Large, efficient treatment plans, more production per hour
- Predictable and efficient sedation
- Almost no sedation failures 1/400 cases
- Midazolam has superior amnesic effects compared to triazolam
- Intranasal can be very effective

## BENEFITS

- ▶ Easier, less stressful and more efficient appointments
- ▶ Happy patients!
- ▶ Happy staff!
- ▶ Happy dentist!

## BENEFITS

- ▶ Better understanding of the medical status of patients and how to handle their situation
- ▶ Better trained for medical emergencies
- ▶ Better communication with our medical colleagues
- ▶ Improved my ability to perform phlebotomy for Platelet Rich Fibrin and Platelet Rich Plasma
- ▶ Good information for board exams

## BENEFITS

- ▶ Bring your CDAs to the course and get as many trained as possible (CDAAC and clinical sessions).
- ▶ Talk to your front end staff about IV Moderate sedation.
- ▶ Do the clinical sessions in your office.
- ▶ Talk to your patients and start booking those patients for IV Moderate sedation – NOW!

## SUGGESTIONS

- ▶ Do IV Moderate sedation as soon as possible when you get back to the office.
- ▶ Don't delay! Use it or lose it!
- ▶ If you lose it, call Michael for support and to get you up and running.
- ▶ Remember the definition of Moderate Sedation !
- ▶ Practice safe sedation!

## SUGGESTIONS



DON'T BE A COWBOY







Have fun!