



JAMESON

SPEAKS



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JAMESON SPEAKS

Nancy Miller

JAMESON ADVISOR & CHIEF HYGIENE INDUSTRY CURATOR

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Nancy has been a Jameson team member since 1998. Her area of expertise is in clinical procedures and periodontal therapy and instrumentation. She promotes the concept of the entire team being involved in periodontal treatment and continuous care of their patient base. Nancy has provided extensive knowledge and expertise to the profession through writing, lecturing, advising and supporting several large endeavors over the years. The passion runs deep and the results are great when Nancy has the opportunity to invest into a high-performing dental team.

ACCOMPLISHMENTS

- Adjunct faculty/clinical instructor at Northeast Wisconsin Technical College
- Past president of the Wisconsin Dental Hygienist Association
- Consultant with Jameson Management, Inc., since 1998
- Clinical technical advisor on products for Hu-Friedy Manufacturing



"Nancy is a well spoken and engaging speaker -- thanks for putting so much work/care into your presentation."

"Very relaxed, but thorough coverage of what can be a confusing topic."

"Nancy is very entertaining and knowledgeable on her subject"

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9636 N. May Ave., Ste. 279, Oklahoma City, OK 73120



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Calculated Hygiene:

THE BUSINESS SIDE

SYNOPSIS:

Your hygiene department should be the force moving the rest of your practice forward. It's calculated that approximately 60% of the productivity in the doctor's treatment room comes from the hygiene room. Calculating how to keep the hygiene department running smoothly and efficiently will ensure the practice a healthy, long life.

And the hygiene team is more than the hygienists; it includes support from the Business Team, Restorative Clinical Team, and the Dentist. In order to gain "case acceptance" from the patient and to calculate the hygiene team's effectiveness, the whole team must understand the total Hygiene Department mission and objectives.

Calculating optimum productivity requires understanding "the numbers" and what they mean in terms of care delivered to your patients.

BUSINESS SIDE HIGHLIGHTS:

- Performance benchmarks to assess department efficiency
- Increasing current knowledge of dental disease/disorder
- Technological assistance in efficient delivery of care
- Increasing treatment acceptance via case presentation skills
- Increasing patient understanding of dental benefit plans
- Considering utilization of assistants for optimum performance
- Patient retention strategies for long lasting relationships

OBJECTIVES:

At the completion of this seminar, participants will be able to:

- Understand department benchmarks and optimize department efficiency Correlate the oral-systemic health connection
- Have awareness of the new treatment paradigms and technologies
- Present treatment options in a manner to gain acceptance
- Know how to implement a hygiene assistant
- How to calculate hygiene retention and strategies to an efficient system

WHO SHOULD ATTEND: The lecture is open to dentists, hygienists, dental assistants, and business members of the dental team interested in an improved understanding of dental hygiene therapy and how to gain case acceptance.



JAMESON SPEAKS

The Hygienist's Role in a Patient's Path to Yes

SYNOPSIS:

JUST A CLEANING.....JUST A HYGIENIST.....JUST A QUICK APPOINTMENT.....JUST A QUICK LOOK.....JUST A SPIT AND SHINE.....JUST A LITTLE BLEEDING.....JUST A RECALL.....JUST A MINUTE!!!

What you say and how you say it determines how your patient hears it and understands it, and how they ultimately value and act on the message.

How can we expect our patients to value our time if we unwittingly diminish the importance of what we are doing? How can we expect patients to willingly accept beneficial treatment if they don't understand what they are being offered?

OBJECTIVES:

- Build value for the Hygiene Appointment
- Professionalism personified
- The Stakeholder mentality
- Raving Fan Service
- Critical Communication for treatment acceptance
- Strong words vs. weak words
- Scripts to make your message heard
- 3 x 5 Handoff to an appointment successfully scheduled and kept
- Collaborative diagnosis and treatment planning
- Make it Simple
- Make it Clear
- Make it Relevant
- Make it Productive
- The Productivity Booster to Treatment
- Paradigm shift for patient care
- Clear the path to "yes"
- How the Dental Hygiene Assistant Model pays for itself

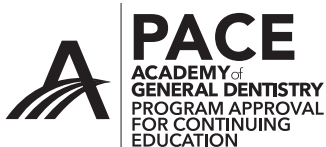
2020 SCHEDULE:

- Western Society of Periodontology - Palm Desert, CA
- Swiss Dental Academy Workshop - Chicago, IL
- Vestrand Consulting - Hudsonville, MI
- California Society of Periodontology - Costa Mesa, CA
- Hu-Friedy DSO Summit - Chicago, IL
- Educate the Educator Rowan College - Mount Laurel, NJ
- Seattle Study Club - Rosemont, IL



Want to learn more about having Nancy at your next meeting?

Email info@jmsn.com or call 877.369.5558 to learn how to make your next meeting fun and informative for your attendees!



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