Every year in the United States, 30,608 emergencies occur in dental offices, according to the American Dental Association. So that they can respond when one of them inevitably occurs in their office, dentists must have an appropriate emergency response plan and appropriate emergency response equipment to match.

Savalife’s Quick Response M100 emergency drug kit includes the pre-filled syringes, sprays and inhalants needed to quickly and effectively treat common patient emergencies, including those related to angina, asthma, insulin problems, allergic reactions, fainting, heart attacks and more.

As convenient as it is necessary, the kit saves patients’ lives while also saving dentists’ practices, as appropriate emergency response can reduce dentists’ exposure to risk and liability.

What’s more, because the kit is free when they sign up for Savalife’s Automatic Drug Refill Program, it allows dentists to invest their time and money where it belongs — with their patients.

For more information or to order, call (800) 933-5885 or visit www.savalife.com.

Savalife M100: Save time, money ... and lives

Boost success with sedation dentistry and team training

By Alex Harris

Taking your dental practice to a higher level requires a thorough examination of what your practice may be missing and what can be done better. For most dentists, it isn’t giving their office a new look, playing relaxing music or conducting more marketing. Attaining a high level of success requires taking the steps necessary to stand out from the rest.

More and more dentists are finding that step to be training in sedation dentistry. Through these learned skills, protocols and acquired certifications, dentists are able to meet the needs of the 90,000,000 people in the United States who suffer from dental fear or anxiety.

In addition to the millions of healthy adult patients who can benefit from sedation dentistry, there are millions of others who have unique needs that necessitate specific training.

This type of training is available nationwide from top C.E. programs like DOCS Education — North America’s leading provider of sedation dentistry and dental emergency preparedness education.

The organization offers courses on oral sedation, IV sedation, medically complex and pediatric patients, advanced cardiac life support (ACLS), pediatric advanced life support (PALS) and much more.

Some things just can’t wait. Learn more about emergency planning problems — and solutions — at savalife.com.

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continued
The adaptability of methods and protocols based on a patient’s unique characteristics benefits both patient and dentist. A strong understanding of needs, risks and behavior makes treatment easy and efficient for the dentist as well as safe and pain-free for the patient.

In a perfect world, a dentist receiving training in a particular area or method would be able to effectively implement his or her new skills immediately upon returning to the practice. However, anyone who has worked in the dental profession knows that a dentist is not just a “one-man-band.”

A dentist’s entire team has a hand in ensuring the successful outcome of all procedures. Lack of knowledge or resistance to implementation of new methods can be detrimental to office productivity.

While most training programs include segments designed for the dentists to relay to their teams, effective implementation can only be ensured by educating the team firsthand.

When dealing with high-fear patients for sedation dentistry, team members need to be educated in communication skills, patient monitoring, emergency training, and necessary documentation before, after and during procedures. Team training helps boost implementation by allowing the dentist to focus on incorporating his or her new skills rather than educating the team. The dentist can hit the ground running because his or her team is already up to speed and ready to go.

Team members can also serve as resources for each other rather than monopolizing the dentist’s time.

Equally important to a successful practice is team morale. Attending training creates excitement among team members and allows them to take ownership of their role in the office. Morale is boosted when team members feel valued as an integral part of the process. Team members who do not receive training are much more likely to be resistant to implementation.

All of these factors combined create a 55 percent higher success rate in implementation for dentists who bring their teams to training sessions.

To learn more about sedation dentistry, team training and available courses offered nationwide, contact DOCS Education at (866) 592-9617 or visit DOCSeducation.org.

References
2. Statistic based on DOCS Education sales and equipment records using purchase of a pulse oximeter as an indication of sedation implementation.

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