

3rd International Conference on

PROSTHODONTICS & RESTORATIVE DENTISTRY

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Successful treatment presentation for the dental team

The dental school education is very limited when it comes to presenting treatment to patients. All dentists and their team can benefit from learning how to do this in a way that will help more patients. Communication is a key. Utilization of intra-oral photographs and other visual aids are useful in this communication process. Our treatment presentation system for the dental team is designed to have more effective communication with patients that allows them to understand their treatment and say YES! Their agreement is fundamental to the presentation process and must be achieved in order to discuss their financial arrangement. Once financial agreement is made, the treatment can be delivered and the cycle of their presentation is completed.

Biography

Mark Gilbert attended Rutgers University and received Bachelor's in Science Degree (1979). He then attended Fairleigh Dickinson University, where he received his DMD Degree in 1983. He was in private practice in General Dentistry in New York and Florida for over 30 years. He has held faculty positions at New York University School of Dentistry as an Associate Professor of Oral Medicine and at NOVA South-eastern University School of Dental Medicine as an Adjunct Professor of Oral Medicine - Oral Histology and Embryology. He has been a Consultant in Dentistry since 1987, working as an Expert with workers compensation, dental malpractice and personal injury. He also worked as a Consultant/Coach helping doctors and their teams become more productive and profitable. He was a Dental Director with the Sage Dental Group in South Florida, helping to oversee 40 offices with over 100 Doctors. He maintains a position as Clinical Dental Director with Downtown Dental Care in Palm Beach Gardens, Florida. He is now the CEO and Senior Dental Consultant with the Dental Management Institute.

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