

# Elevate Practice Profitability through Current Trends in Periodontal Staging and Grading



While the hygiene department is the backbone of the practice,  
it can also be a source of missed opportunities and lost revenue.

*It doesn't have to be this way!*

Increase patient conversion and practice production with the actionable steps gained in this fast-paced, robust seminar. Calibrate your hygiene hand-offs to eliminate inefficiencies, inaccurate diagnoses, and improves patient standard of care. Learn a co-discovery strategy that invites the patient into the conversation about their oral health and strengthens communication between patient and team members.

Gain clarity and confidence with the American Academy of Periodontology's revised classifications for periodontal and peri-implant diseases and conditions. Explore AAP's diagnostic tools, assessments and considerations for providing a higher level of definitive diagnosis. Strengthen communication skills for helping patients move toward optimal oral health. Learn a co-discovery process which elevates patient awareness/ownership and standard of care.

**Trina Poulsen, RDH, BSDH**

**Santiago Valdez, RDH**

[www.InfiniteHygieneConsulting.com](http://www.InfiniteHygieneConsulting.com)

[info@InfiniteHygieneConsulting.com](mailto:info@InfiniteHygieneConsulting.com)

888-320-3120



## LEARNING OBJECTIVES:

- ∞ Understand the 2017 AAP staging and grading periodontal classifications
- ∞ Explore how staging and grading help us diagnose a patient's periodontal health
- ∞ Learn the factors that influence staging and grading of periodontal disease
- ∞ Illuminate how to utilize AAP Staging and Grading Periodontal Classification to help patients with conversion
- ∞ Identify levels of disease that might have previously been interpreted as healthy
- ∞ Discuss how to implement periodontal assessment/diagnosis and calibrate your hygiene hand-offs

## SUGGESTED FORMAT:

Full or Partial Day; Lecture, Workshop, Keynote

## SUGGESTED AUDIENCE:

Dentist and Team

