

The Institute of dental Business

ROBUST

shared decision making

and consent



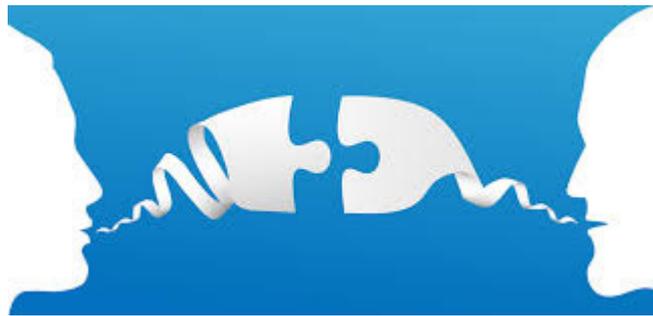
The **Institute**
of **Dental**
Business

Making good practices great



together making your good practices great

ROBUST shared decision making and consent



Reports tell us that two of the biggest fears that dentists have is being called in front of the GDC and being sued by a patient.

When your shared decision making and consent process is ROBUST, you will have the confidence that you can sleep at night.

This workshop is one of our portfolio of specialist courses that are designed specifically to

- ✓ Improve patient care
- ✓ Minimise medico-legal risk
- ✓ Keep you and your team safe
- ✓ Build confidence

2 Hall Cottages, Grendon Underwood, Aylesbury Bucks, HP18 0SZ
E: info@healthyandwealthy.co.uk Web: www.healthyandwealthy.co.uk
T: 01296 770462 M: 07989757884

Registered in England and Wales: **Healthy and Wealthy Ltd** Company No: 6269885 (Companies House, Cardiff, 5th June 2007)
Registered Office: Unit 9D/Upper Wingbury Courtyard Business Centre Leighton Road Aylesbury HP22 4LW



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Dates Various throughout the year -please view Eventbrite for the next date.

<http://healthyandwealthyandtheinstituteofdentalbusiness.eventbrite.com>

Venue Various- Please check Eventbrite for locations

<http://healthyandwealthyandtheinstituteofdentalbusiness.eventbrite.com>

Time 9:00 – 17:00 (Registration 8:30- 8:45)

vCPD 8.0 hours

Lunch and refreshments provided.

What the day brings

Courses delivered by the Institute of Dental Business give you a refreshing approach to Dental Practice Management.

Aims

- ✓ To give you tips and tools that are guaranteed to keep you safe
- ✓ To give you a ROBUST framework, that will ensure that your shared decision making and consent processes are complete and compliant
- ✓ To give you greater confidence when planning and delivering treatment and care

Objectives

- ✓ For you to have a plan and a framework to use with your team.
- ✓ For you to reduce the medico-legal risks in your practice.
- ✓ For you and your patients to have shared expectations.

Who will benefit this workshop?

- ✓ Practice owners and partners
- ✓ Associates
- ✓ Foundation Dentists
- ✓ Hygienists, therapist and technicians
- ✓ Patient care-co-ordinators
- ✓ Practice Managers
- ✓ Dental nurses and receptionists
- ✓ Anyone involved in the consent process and delivery of patient advise, care or treatment.

“Great things in business are never done by one person. They're done by a team of people.”
Steve Jobs

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What to expect from the day

- ✓ The day is designed to ensure that it provides you with excellent value for money and uses the principles of evidence based learning techniques. It will be a mixture of informal lectures, self-guided learning and group discussions.
- ✓ You will leave with bags of enthusiasm and confidence and lots of tips and tools you can implement immediately.
- ✓ If you choose to bring all your team, you will leave with a more committed, eager and supportive team who are more able to support you in the growth and development of the practice.
- ✓ You will have strategies to minimise complaints and litigation, and increasing patient commitment.
- ✓ Ways to ensure that your patient is in the best position to make decisions about their treatment and care.
- ✓ Increased treatment plan uptake
- ✓ This course has a limited number of delegates to ensure that you get individual attention, and your questions answered.

CPD 8 hours verifiable CPD.

Venue Various- Please check Eventbrite for locations

<http://healthyandwealthyandtheinstituteofdentalbusiness.eventbrite.com>

Locations are chosen to have good access to train stations, motorway intersections and free parking.

Time 9:00 – 17:00 (Registration 8:30- 8:45)

Lunch and all day-refreshments provided.

The main themes are:

- ✓ What is shared decision making and why is it important
- ✓ 3 principles of consent
- ✓ Psychology of decision making
- ✓ Consequences of getting it wrong
- ✓ Making your consent ROBUST.
- ✓ How working as a team is essential

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What will the difference be when I get back to practice?

- ✓ Your team will be stronger and more engaged
- ✓ You and your team will be much more confident.
- ✓ Your trust level will increase
- ✓ Your patients will be more inclined to accept treatment
- ✓ Your patients will be less inclined to complain or sue
- ✓ You will feel safer and worry less.

“It was worth the money spent and can be implemented achievably.”

Dr Michelle Wyngaard – Principal dentist- Suffolk

About your trainer:

Your trainer and coach, Dr Jane Lelean, is the only dentist in Europe who has been accredited by the International coach federation as a Professional Certified Coach. Jane Currently works with Dentists and other entrepreneurs in UK, Europe and as far away as USA and Australia, helping them achieve more patients, more money, more time, a significantly better quality of life and achieving results in 3-6 months. Jane has a unique blend of experience and expertise combining her roles as a dentist, practice owner, commercial experience and coach.

“I have got everything I was looking for and most importantly I now have clarity and I know where I am going.” Dr C Reynolds, Principal Dentist, Eire

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Frequently asked questions

I don't have time to do all this extra stuff, can't I just do the dentistry?

Yes, I know many others have felt this way. What would happen if you drove from Land's End to John O'Groats and were too focused on the driving to stop for fuel? Not stepping away from the tools, to develop your knowledge and skills will curb your potential

“Interesting and inspirational to improve working methods.”

Maria Keady, Principal Dentist, Norfolk

Could I just send my Manager?

Yes, you could, if you are satisfied that your practice manager can convey in a practice meeting all that she has learnt over 8 hours. Are you sure that delegating Robust consent and shared decision making is the best way to mitigate risks? I would strongly encourage you to come with all your team.

“Very Inspiring”

Garrett MacEnri, Practice Manager, Co Fermanagh

I have never been sued, do I need to come?

That is great news, and what we also know is that litigation rates are rapidly increasing and patients become more litigious and the Dental Law partnership become more influential. We would like to keep your reputation in tact.

“Thank you Jane, for opening my eyes, before working with you I feel I was walking around with my eyes and ears shut, you helped and encouraged me during very hard times in my business. Because of your guidance, training, coaching and knowledge that you have given me, today I am much healthier and wealthier person.”

Forouzan Pessian, Prosthodontist, London

Can I bring my team?

I love your style, yes of course you can, it will make your life so much easier the transitions smoother and will save you time and money. Bring them all, nurses, receptionists, managers, hygienists, therapists, associates and your life partner and spouse too.

“Jane brings it to a level that everyone can understand. Thank You”

Zelda Palmer, Dental Nurse, Northern Ireland

If you have any questions that you want to ask Jane before you sign up Call 07989 757 884 or e mail jane@IODB.co.uk

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