



# Dr. Jonathan A. Bregman, DDS, FAGD, CAFL

Speaker, Consultant, Coach & Author

While dedicated to improving the dentist, team, and patient experience, Jonathan A. Bregman, DDS, FAGD CAFL has a strong passion for educating dental professionals about early oral cancer detection, the oral systemic connection and growing a practice “from the inside”. He utilizes facilitated learning concepts and audience interaction to help attendees retain key concepts. Attendees leave refocused, energized and with their own action list to implement these principles back in the office.

With over 35 years in dentistry, Dr. Bregman remains committed to learning – as evidenced by his Fellowship in the AGD. As a continual student, he easily relates to his audiences. He has walked in their shoes, sat in their chairs and understands their challenges. He has had conversations with thousands of audience members and has a finger on the pulse of the industry in regard to these topics.

In addition to speaking, writing, and training, Dr. Bregman has had great success with his dentist-to-dentist success coaching and onsite clinical consulting. By using the specially developed “Clinical Treatment Analysis” software, he can accurately and effectively understand any dental practice and thus effectively guide the dentist/entire team.

Dr. Bregman has personally led successful dental practices, worked as a part time Adjunct Faculty member at the University of North Carolina School of Dentistry as well an Attending Faculty member at the University of North Carolina Hospital Dental Clinic. He has presented over 200 programs on early oral cancer detection in over 45 states and abroad in the past three years and over 200 webinars. Dr. Bregman launched the website [www.endoralcancer.com](http://www.endoralcancer.com) as a way to improve awareness and enhance prevention of oral cancer.



“The goal for all dental practices must be to maximize the quality of patient care which directly enhances the financial bottom line.”

- Dr. Jonathan Bregman

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## TESTIMONIALS

Dr. Bregman is passionate about early oral cancer detection. The educational skills he brought to the lecture helped ensure on-site learning. Bravo.

—**JOE CALDERONE, DENTIST, FLORIDA**

You must take Dr. Bregman's course! I was very impressed with the amount information in Dr. Bregman's lecture and I'm excited about informing my patients about early oral cancer detection and confident in being able to effectively screen each and every one of my patients.

—**CHRISINE SKOLYAK, DENTAL HYGIENIST, GEORGIA**

Wonderful learning experience. Fabulous fund of knowledge. Very practical techniques. Helps save lives. I highly recommend his course.

—**VIVEK GANDOTRA, DENTIST, NEVADA**

Dr. Bregman's lecture was very informative and he is a very enthusiastic speaker. He keeps you involved and part of the lecture. An excellent experience.

—**SONIA TURKI- RAINA, DENTIST, FLORIDA**

Dr. Bregman's seminars are full of valuable information. He teaches with passion and integrity. Anyone attending his courses is sure to come away with valuable tools, increased knowledge and renewed passion for dentistry.

—**LOIS BANTA, SPEAKER/CONSULTANT, MISSOURI**

Dr. Bregman is an extremely knowledgeable and experienced speaker who delivers a great dental message with powerful passion. Through a unique perspective, wonderful humor and his own clinical cases, he lets us clearly know that the future of dentistry is right here and right now.

—**DAVID M. REZNIK, DDS, SPEAKER  
AND CONSULTANT, GEORGIA**

Passionate and inspiring. Dr. Bregman's experience comes across clearly to a broad audience, making him an accessible and valuable speaker.

—**ROBERT MCDOWALL, ANESTHESIOLOGIST, NEW YORK**

This course was great! I stayed focused and learned a lot. Dr. Bregman's passion makes me want to incorporate what I learned into my practice and into my life.

—**DAWN DAMERON, OFFICE MANAGER, MICHIGAN**

Absolutely an eye- opening seminar. Kept my attention the whole time!

—**BRITTANY BONDS, DENTAL ASSISTANT, MICHIGAN**

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## PARTIAL LIST OF PREVIOUS PRESENTATIONS

### 200+ Programs Nationally and Internationally

- The Hinman Dental Meeting
- Star of the South
- California Dental Association
- Yankee Dental Society
- NC Academy of General Dentistry Annual Meeting
- SC Academy of General Dentistry Annual Meeting
- TX Academy of General Dentistry Annual Meeting
- Florida Dental Society Annual Meeting
- Alabama Dental Society
- 4 week international tour Australia and New Zealand
- Texas Oral Health Coalition Summit Facilitator/Presenter
- Over 150 all day programs in 47 states on oral cancer detection and the new technologies for CrossCountry Education
- Puerto Rico 25th Annual Scientific Summit
- 5th Annual Puerto Rico Dental Health Symposium
- Chicago Dental Society
- Greater New York Dental Meeting
- Numerous regional/state dental and dental hygiene associations

### Memberships

- American Dental Association
- Academy of General Dentistry
- North Carolina Dental Society
- Durham/Orange Dental Society
- National Speakers Association
- Academy of Dental Management Consultants; Member-at-Large (2010)
- Speaking Consulting Network; Steering Committee
- Directory of Dental Speakers
- American Association of Oral Systemic Health
- The Duke Cancer Patient Support Program Board of Directors
- Pankey Institute One Triple Plus Club and Alumni Association

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# Enhanced Oral Cancer Detection<sup>®</sup>

## Guide Your Practice To Thrive While Saving Lives!

### INTENDED AUDIENCE

The dentist and the entire dental team

### PROGRAM FORMAT

1-3 hours, half-day or full day lecture hands-on workshop

### SUGGESTED GROUP

Any size

Oral cancer kills one person in the US every hour. The five-year survival rate has not changed in over 40 years. It's about time... for these statistics to change.

Health care experts recommend that all adults beyond the age of 16-18 receive annual oral cancer screenings. Are we seeing everything that we should by merely doing traditional extra/intra-oral screening examinations? How effective are we really? It's about time...that we know.

This course offers a comprehensive study in four core competencies:

- Identifying the target population
- The basic screening examination process and critical record keeping skills
- Enhanced early detection tools and technologies
- Effective patient discussions: results and referral protocols

Learn how to create a 'wow' patient experience through the effectively performed and communicated oral cancer screening examination. Significantly enhance clinical effectiveness, patient care, and the financial bottom line of your practice every day.

It is about TIME... for the patient, for the practice, for the industry... and the time is NOW.

### Participants Will Learn

- Four key motivating factors to fully engaging the oral cancer screening system
- How to develop a "living mission statement" for oral cancer screening in the practice
- Key statistics for oral cancer: past and present
- How to identify the changing target population for oral cancer screening examinations
- The steps to the complete visual/bi-manual white light extra/intra-oral cancer screening
- The why and how of new tools available to enhance screening
- How to create seamless referral and follow-up
- Communication skills for informed consent to perform oral cancer screening, the examination itself, delivering the difficult message of a positive finding, and creating urgency for effective patient follow-through



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# Enhanced Oral Cancer Detection<sup>®</sup>

A Hands-On Experience

## INTENDED AUDIENCE

The dentist and dental hygienist

## PROGRAM FORMAT

1-3 hours, half-day hands-on workshop

## SUGGESTED GROUP

A more personalized experience can be achieved with groups of < 30

Physically seeing and experiencing any new technology brings a significantly enhanced appreciation of how that new tool works "in one's own hands". See, touch, feel, and experience the new technologies that are available to enhance detection of oral cancer beyond the basic white light examination.

The group discussion, after experiencing each technology as well as at the conclusion of the program, will provide critical insights into how you and your colleagues might choose one over another.

### Prerequisite:

- Participants must attend the accompanying lecture "Enhanced Oral Cancer Detection: Guide Your Practice to Thrive While Saving Lives!" the morning or day prior.

This course combines well with both oral cancer programs to create a two-part full-day workshop.



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# The Morning Huddle as a Must Do®

Effective patient care, well organized day, and maximized profitability

## INTENDED AUDIENCE

The doctor and entire team

## PROGRAM FORMAT

Lecture and workshop:  
short program,  
half day, all day

## SUGGESTED GROUP

Any size

## Overview:

The way we begin our day lays the groundwork for the entire day. Our morning huddle needs to include every team member reporting to the group to open critical lines of communication. This communication will ensure excellent quality of care and 'customer service' but keep us organized from start to finish. The end result is lowered stress for everyone, a better patient experience, and greater profitability.

## Learning points:

The key elements for an effective morning huddle:

**Today:** what is happening and with whom today

- **Clinical Team:** what each department reports including reviews of patients on their schedule (doctor schedule by CDA, RDH- each treatment room/ schedule of patients): special needs, family issues, treatment, lab work, etc
- **Business Team:** discuss where are openings in the hygiene schedule or doctor schedule that can be filled in by patients scheduled that day. Also special circumstances with patients like time constraints, medical issues, etc. Also encourages all team members to look for treatment not completed for patients in doctor treatment or in hygiene department and encourage them to stay for treatment that same day.

**Yesterday:** important information to share from the day before

- Any patient comments of importance
- Any patient compliments
- Business office: if you want to include: daily stats/ lost time/ etc
- Business office: additional if you want to include: month to date stats

**Goal:** create a written protocol for the morning huddle that is used daily.



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# Make Your Practice POP!®

## The Enhanced Oral Assessment

### INTENDED AUDIENCE

The dentist and the entire dental team. Presentation can be focused to Hygiene, Doctor/Team, or Doctor Only.

### PROGRAM FORMAT

Full day, half-day or 1-3 hour (if half day, some topic areas might be deleted)

### SUGGESTED GROUP

Any size

To discover your practice's untapped potential, look 'inside' the practice with Dr. Bregman's four step approach to understand and effectively enhance the aspects of **P**atient care, **O**rganizational effectiveness and **P**rofitability (P.O.P.)

Choose from these topics to create your customized full day, half day, or 1-3 hour breakout session:

- **The basic building blocks of profitability:** How does each component relate to increasing the financial bottom line? Understand the basic numbers and statistics ("health numbers") of a practice.
- **Which services can be added to a practice rather than referring out?:** Consider different types of services offered to enhance practice growth. Which services can—and should—be added to a practice?
- **The importance of using proper coding for all procedures performed:** Avoid leaving "money on the table."
- **Practical clues to enhancing practice performance and patient care:** Utilize "service intensity" or number of each procedure performed by dentist and hygienist
- **New technology choices to consider:** Become familiar with the options and select those that will maximally improve patient care, the practice image, and the financial bottom line.
- **Effective scheduling tips:** Significantly grow production-per-hour and production-per-appointment. Learn best practices in treatment planning, financial options for patients, and team utilization that works.
- **Phone-care to Re-care™:** Creating an outstanding new patient experience that ensures treatment acceptance, continued long term care and referrals.

Develop your personalized comprehensive 'Key Concepts' sheet as the source of future in-office training/projects plus a prioritized 'To Do' list that will be ready for implementation your next practice day.

How can a practice not only survive, but thrive?  
What are the key factors that will make that happen?



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## INTENDED AUDIENCE

The dentist and the entire dental team

## PROGRAM FORMAT

Lecture and Workshop

## SUGGESTED GROUP

Any size

## OVERVIEW

- You as a dental healthcare provider: a career for your lifetime
- The hygiene department as the center of patient and team education
- New oral cancer detection technologies+updates
- Identifying possible sleep apnea: the role of the entire office
- Clarifying the oral systemic connection
- Necessary written protocols for the office to provide maximally and consistently effective patient care
- Treatment planning in the hygiene department and doctor's chair: understanding codes actually DOES matter

## COURSE DESCRIPTION

### The DDS/DMD, RDH, CDA and business team: careers for your lifetime

The enhanced role of the dental hygienist: 2016 and beyond

- Will you be a 'cleaning person' or do your patients have a hygiene or recare or preventive recare appointment with you, the dental hygienist.

You've heard of preventive recare. What about preventive burnout? Keep learning and growing to stay excited!

- Consider all that you do during any recare appointment or while performing definitive periodontal care
- Hygiene department as the important central point of the dental office...what must you do to be most effective

Education: for Patient and Team: What is the 'hook' for each? Personality styles? Scripts? Written protocols?

- Oral Hygiene instructions
- Periodontal disease
- Caries
- Restorative and cosmetics
- Oral systemic connection
- Oral cancer
- Sleep disorders
- High caries risk child? Teenager? 20's? others



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**Treatment planning:** hygiene department and CDA: play a central roles to ensure accuracy and and effectiveness.

- The CHANGING dental codes: SORRY but you have to learn them!
- Laying the groundwork for needed treatment

### **Oral Cancer Update:**

Review: target population and risk factors

New technologies for enhanced early oral cancer detection

- AdDent: rolled out new system October 2015
- VELscope: rolled out new system July 2015
- OralID: company launched 1-2 years ago

### **Learning points: or objectives**

- Understand the critical role that the dental hygienist plays and will continue to play in all dental practices
- How to deliver effective patient education on a variety of topics
- Know how you can/must guide the dental practice that you will or have joined to develop/agree upon numerous written protocols to ensure consistency and excellence of patient care
- Updated information about oral cancer plus the most recent technologies for enhanced detection of oral cancer
- What are some new systems and technologies that will enhance how the dental practiced runs and enhance patient care

# Total Health Focus as Standard of Care in the 21st Century<sup>®</sup>

## The Enhanced Oral Assessment

### INTENDED AUDIENCE

The dentist and the entire dental team

### PROGRAM FORMAT

1-3 hours, half-day or full day

### SUGGESTED GROUP

Any size

The future is now with the total health focus for our patients. Total health focus includes previously utilized and standard oral assessment as well as enhanced oral assessment for: oral cancer, periodontal disease through salivary diagnostics, and sleep disorders. These are three areas where the up-to-date dentist will focus his/her practice now and into the future to ensure outstanding patient care. Learn about the newest research and approach to educate your patients and incorporate important clinical protocols.

The dentistry of today is about more than just fixing teeth. It's about saving lives.

### Participants Will Learn

- Where we were and are going as a profession: tooth focused vs. total patient care
- Defining total patient oral assessment: focusing on four key areas
- Enhanced Oral Cancer Detection: going beyond the basic white light cancer screening examination (saving lives through early detection)
- Enhanced Salivary Diagnostics: the oral systemic connection addressed through determining oral bacterial levels and DNA markers (moving patients to say 'yes' to definitive periodontal care)
- Enhanced Sleep disorder assessment: 'sleep/systemic' connection, frightening statistics, and the growing role of dentistry (dentist delivered sleep assessments and oral devices to enhance airway patency)

### Partnered Program

- "What's new in 2016 or...preventive burnout"
- Stay excited about dentistry and prevent professional burnout
- Fast paced program highlighting new technologies and systems in dentistry.



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# The Challenges of 21st Century Dentistry® and the Oral Systemic Connection

## INTENDED AUDIENCE

The doctor and the entire dental team

## PROGRAM FORMAT

Half day or full day lecture and/or workshop

## SUGGESTED GROUP

Any size

## Course Overview

There are 7.3 million Americans who are considered baby boomers. That large number does not include those who are older than the oldest identified in that group. With this large aging population shift, we are facing an aging group with specific oral and health concerns. Viewing our important move toward a 21st century 'total oral assessment', we must become more keenly aware of how dry mouth, periodontal disease, and oral cancer affect this population of patients. Beyond awareness, we must have effective written protocols so that total care is not hit or miss but consistently provided.

## Learning Points

- The causative factors for dry mouth: age, chemotherapy, radiation therapy, medications, diet, allergic reaction
- The dental and overall oral affects of dry mouth
- What makes up an effective written protocol for dry mouth patients: Fluoride, diet, wetting agents, oral hygiene, re-care follow-up, patient education, radiographs- where/frequency, role of the doctor, role of the hygienist, role of the dental assistant, role of the business team
- The updated health history of the 21st century: the 'how to' to ensure that your forms are current and effective

Dentistry today is more than just fixing teeth. It is about maintaining good health, preventing disease and saving lives



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# Reduce Risks, Save Lives, Grow Your Practice®

## Cancer Screening Examination

### INTENDED AUDIENCE

The dentist and the entire dental team

### PROGRAM FORMAT

1-3 hours, half-day or full day

### SUGGESTED GROUP

Any size

Learn how you can protect your practice and your patients while enhancing the financial bottom line of your practice through the effective oral cancer screening examination. This interactive, high energy program brings the topic of early oral cancer detection and the new technologies clearly into focus for implementation by the dentist and all team members. Maximizing both an understanding of oral cancer detection and how the dentist/team are at the front line for early detection brings clarity to this critically important issue facing all dental practices.

### Participants Will Learn

- Understanding the frightening core statistics about oral cancer and how they affect both young and old.
- Gaining clarity about who the target population is today due to changing risk factors.
- Establish clarity in performing, communicating, and recording the basic cancer screening exam.
- Currently accepted protocol once an abnormality is discovered.
- The new technologies for enhanced early oral cancer detection.
- Four steps to comfortably and effectively deliver the message of an abnormal finding.

Malpractice claims against dental professionals related to oral cancer rank #2 behind periodontal disease.

Are the communication, protocols, and record keeping surrounding the oral cancer screening examination the best that they can be in your office?



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# The Future of Dentistry is NOW<sup>®</sup>

## What's New This Year?

### INTENDED AUDIENCE

The dentist and the entire dental team

### PROGRAM FORMAT

1-3 hours, half-day or full day

### SUGGESTED GROUP

Any size

The profession of dentistry continues to grow and change. Each year is an even more exciting time to practice dentistry than ever before experienced in the past. New technologies, materials, and systems become available to us daily.

Do the current practice philosophy of care and written protocols reflect the integration of changing technologies, materials, techniques and business/clinical systems? In this fast-paced program attendees will gain insight into many ways to enhance patient care and the practice. The future of dentistry is now!

### Participants Will Learn

To achieve a core understanding of following technologies and systems:

- **OralDNA/Salivary Diagnostics:** The proven diagnostic tool that has changed the way we look at treating periodontal disease and peri-implantitis.
- **Sleep Disorders:** What is new and the 'must knows' for total patient care (going beyond teeth and gums!)
- **CareCredit:** Patient financing options — even more important than ever.
- **Smile Reminder:** Connect to your patients through education, effective, easy confirmation, re-care systems that work, and re-activation.
- **VIVA:** Become inspired with this effective new patient referral system.
- **Canary:** Dramatically enhanced caries detection that is proven to work.
- **BioScreen:** the newest direct tissue fluorescence technology on the market. A comfortable compact hand-held unit with five light sources that create the most effective wavelengths for enhanced early oral cancer detection
- **Six key areas of contribution:** The dental hygiene department at the core of the dental practice.
- **The hygienist as the lead educator:** NINE areas of connection for periodontal disease and systemic disease.
- **Dry Mouth:** new products for wetting as well as protocols to dramatically reduce root/ rampant caries

Which should we try?  
How might these changes affect current protocols for patient care? Am I providing the best that dentistry has to offer my patients?



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**ADA C.E.R.P.<sup>®</sup>** Continuing Education Recognition Program

# Have You Bought Your Boat Yet?®

## INTENDED AUDIENCE

Both dental and general audiences – plus dental spouses

## PROGRAM FORMAT

1-3 hours, half-day, or keynote

## SUGGESTED GROUP

Any size

**T**his program helps attendees understand and identify their personal ‘scripts’ that guide and often times get in the way of personal happiness and fulfillment. True happiness and peace in one’s life can be achieved by everyone. Be inspired to prioritize what is important in your life...and “Make Someday Now...go from dreaming to doing FAST!”

How do you get yourself to stop, to smell the roses, and to accomplish things that you promise to do?



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# From Phone-Care to Re-Care<sup>®</sup>

## The Effective New Patient Experience

### INTENDED AUDIENCE

The dentist and the entire dental team

### PROGRAM FORMAT

Half-day  
(2-3 hours)

### SUGGESTED GROUP

Any size

Considering that the new patient who becomes a recare patient can account for 40%-60% or more of doctor and hygienist 'busyness', it is very important to ensure that the new patient experience from first contact to re-care appointment is handled smoothly and effectively. This process involves the doctor and entire team.

A practice can boast a very high number of new patients. How can we make the new patient experience so outstanding that not only will the new patients accept recommended treatment and continue with long term care but will also refer other new patients?

This course will identify and clarify the key areas of patient contact before, during, and after a new patient enters your office. From 'phone-care' to clinical experience and finally 're-care', systems must be in place to ensure maximally effective process of patient care. You will finish this course with knowledge needed to establish consistent and effective protocols for your new patient experience.

### Participants Will Learn

- The four key points of contact: it happens before the patient even walks into your office.
- Your best first impression: it only happens once!
- The comprehensive patient assessment: creating a 'WOW' experience!
- Moving your patient to 'yes': the necessary steps to treatment acceptance PLUS the dreaded dental coding.
- The hand off: what makes you look great in the eyes of the patient.
- Financial arrangements: separating the 'doing of' dentistry from the 'paying for' dentistry.
- The must-have systems: educate, motivate, contact, and re-care.

Would you prefer to have 75 new patients and retain 25?

Or would you rather attract 25 new patients and retain 25?



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# Dispelling The Myths

## About Oral Cancer

### SESSION TIME FRAME:

Webinar or 1 ½ or 3 hours

### AUDIENCE:

Dentists+the entire dental team

### LEARNING POINTS:

Each myth plus corresponding truth

Oral Cancer is an 'epidemic' in our country and around the world. As more people become aware of the risks, demographics, and treatments, there have developed many areas of misunderstanding or 'myths' about oral cancer and the new technologies for enhanced detection both by patients and the dentist/entire dental team. Dispelling these myths is critical for the profession and for effective patient care.

**Goal: Educating the doctor+entire dental team in regards to oral cancer. Through this education, patient care will be enhanced.**

Having been a frequent presenter on oral cancer throughout the country as well as coach and consultant, I have become keenly aware of these myths. The goal of this program is to move both patients and dental healthcare providers in a positive direction using the 'facts' as their guide.

## Myths

### Myths of patients:

- I cannot get oral cancer. I don't smoke nor drink.
- Oral Cancer is a rare disease so my chances of getting it are very rare.
- My teeth and gums are in great shape. There is no reason for me to go to the dentist regularly.
- I have full dentures. I don't need to go to the dentist regularly for an examination that includes an oral cancer screening.
- Oral Cancer is for older people. I am young so I do not need to worry about it now.
- If I should be diagnosed with oral cancer, it will be easily treated and I will be cured.

### Myths of dentists/ entire dental team

- I'm not qualified to diagnose oral cancer.
- I should not use the words 'oral cancer' because it will unnecessarily frighten my patients.
- The dentist does an oral cancer screening examination, so it is not necessary for me, as a hygienist, to do that as well.
- The more basic cancer screenings I do, the more needless referrals to a specialist will occur.
- Using any enhanced detection technology creates many false positives.
- If I use an enhanced oral cancer detection technology, I will increase my exposure for a malpractice suit.



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## Truths: 'Facts' For Moving Forward

### Truths: For Patients

- **Oral cancer is a very common disease affecting over 40,000 people in the US alone.** The number of people with oral cancer is growing exponentially. Every 60 minutes of every day someone in our country dies from oral cancer. Oral Cancer is literally becoming an out of control epidemic.
- **Oral Cancer is an oftentimes fatal or disfiguring disease.** The biggest concern is that 2/3 of all oral cancers are detected 'late stage' thus making the average survival rate for the disease is 50% at five years. This overall oral cancer survival rate is worse than almost all cancers that we commonly know.
- **The earlier oral cancer is detected, the better the chances there are for limited surgery intervention and a much longer survival rate.** Therefore, if you have teeth with healthy gums or no teeth at all, routine screenings are very important
- **Oral cancer is no longer a disease of people over 45 who use alcohol or tobacco.** The incidence of oral cancers at 30 years or less have spiked because of the spread of HPV (human papilloma virus). If a person has never used tobacco nor had a drink of alcohol, the risk of oral cancer is still VERY high if they have had repeated exposures of HPV.

### Truths For The Dentist/ Entire Dental Team

- **The goal of all general dental offices is detection.** A diagnosis through a biopsy (by a surgeon) is determined if the area of concern remains after a 2-3 week waiting period. Detection does NOT equal diagnosis.
- **Using the words 'oral cancer' screening is educational not fear provoking.** When an area that looks abnormal is discovered, using the words 'an area of concern' verses 'pathology' or 'lesion' will reduce unnecessary patient anxiety.
- **Malpractice risk does not increase with more screening examinations nor with the use of any of the six enhanced oral cancer detection devices.** As long as the protocols for these examinations are being performed and recorded properly with accepted patient follow-up, the risk is reduced to almost zero.
- **False positives are almost totally eliminated by using the 2-3 week waiting rule.** The vast large majority of 'areas of concern' will go away in 2-3 weeks particularly if irritational and environmental factors are eliminated. Also, only those areas that remain after this aforementioned time are evaluated/biopsied by the oral surgeon.

# You've heard of Patient Preventive-Re-care... what about Professional Preventive-Burnout?

....Keep learning and growing to stay excited

## SESSION TIME FRAME:

The program can be 1 ½ hours, 3 hours, or all day

## AUDIENCE:

This course can be focused on dentists + entire dental team or any sub-group.

## OPTIONS:

A smaller/hands-on training is also available

**W**e professionals in dentistry work very hard in offices, educational centers, and a variety of healthcare facilities. We begin our work lives focused and excited. For some, this excitement continues for many years. For others, there comes a time(s) that we feel bored, uninspired, and 'have to go to work' vs 'get to go to work'. The purpose of this program is to understand the reasons for this burnout and how we can get and stay energized about the important work in our profession.

## Goal: To learn about and commit to continued growth

### Generally:

- As a person
- As a professional

### Specifically:

- Learning
- Thinking
- Facing challenges with a positive attitude

### Topic areas:

For RDH/ CDA/ Business Team/ Dentists (this course can be focused on one or a combination of these groups)

The words we use with each other and with patients influence how we see ourselves plus how others see us; which often leads to a positive or negative influence.

In-depth view of the role each person plays in the office and with patient care.

New and exciting advancements in dentistry: systems and clinical technology.

- Anesthetics
- Periodontal diagnostics
- Patient communication systems
- Patient financing
- Enhanced oral cancer detection devices
- Social Media/ Marketing

Development and implementation of important written protocols

- Oral Cancer Detection
- Dry Mouth
- High Caries Risk
- Sleep disorders
- Periodontal
- Others



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