

SAMPLE AGENDA

Hands On DSM Blueprint

Strategic training for dental teams looking to add DSM as a service line or improve efficiency and profitability with existing sleep operations

17 CE
Hours

2.5 Learning
Days

Build a Profitable Sleep Practice

- Proven models for adding a high-value sleep service line
- Avoiding the traps of unprofitable integration

DSM in the Practice: Systems & Strategy

- Practice flow, staffing models, and operational benchmarks
- Aligning the dental team around the DSM opportunity

Clinical Overview: Screening, Testing, Treatment

- How to legally and effectively guide patients from symptoms to diagnosis
- Matching appliances to patient needs for improved outcomes

Understanding Medical Billing & Reimbursement

- Essential documentation practices
- How to get paid consistently and quickly

DSM Success Stories

- Case studies and peer perspectives
- What works in real practices and how to replicate it

Avoiding Common Pitfalls

- What slows growth and implementation—and how to fix it
- Insights from hundreds of practices nationwide

The Road Ahead

- Getting started with the IAOS ecosystem
- Overview of training, software, coaching, and clinical community

Hands-On Learning

- Home Sleep Test (HST) Demo & Review
- Partner DSM Examination with Software Integration
- Hands-On Impressions and Bite Registration
- Oral Appliance Delivery and Review
- Q&A and Case-Based Feedback