

## SAMPLE AGENDA

# Over-the-Shoulder DSM Blueprint

Comprehensive training for clinicians who want immersive education and hands-on observation of a high-performing dental sleep practice.

**20** CE  
Hours

**03** Learning  
Days

## Over-the-Shoulder Experience

- Observe a live, successful dental sleep practice in action
- Understand real-world patient flow, staff roles, and operational setup
- Learn how each team member contributes to screening, testing, and treating sleep patients

## Understanding the Framework of a Profitable Sleep Business

- Why traditional integration fails
- Foundational elements of a profitable, standalone sleep business model

## Principles of Dental Sleep Medicine

- Overview of the science behind sleep-disordered breathing
- Clinical relevance and treatment pathways

## The Landscape of DSM

- Business and clinical dynamics of dental sleep medicine
- Introduction to the full care continuum from patient identification to treatment

## DSM Principles Series

- **Patient Acquisition:** Where patients come from and how to reach them
- **Testing:** How to guide patients from screening to a legal diagnosis
- **Treatment & Appliances:** How to select, deliver, and titrate oral appliances
- **Billing & Documentation:** How to document for predictability and reimbursement

## Efficient and Effective Learning

- Common mistakes made in DSM integration
- How mindset and structured education accelerate implementation

## Correcting Course with IAOS Innovations

- Real-world problems and how IAOS solutions transform outcomes
- Systems that turn mistakes into momentum

## The Patient Journey in DSM

- Mapping out a replicable patient and practice experience
- Tools for improving communication, retention, and outcomes

## The New Wave of Dental Freedom

- How DSM can unlock growth and personal freedom for dentists
- Examples of transformational career outcomes

## Getting Started with IAOS Support

- Bootcamp, coaching, community, and certification pathways
- Software and support designed to grow with your practice

## Legal and Compliance Essentials

- Contracts, billing, and agreements to protect and scale your DSM practice