



Speaker Packet



95% of patients suffer from common illnesses that could be *diagnosed, treated, or simply avoided* by receiving comprehensive treatment.



The Comprehensive Process: Health, Function & Aesthetics

The mouth is the gateway to the body. Too often patients approach the care of their mouths independently from the rest of their bodies. Empower patients to advocate for their health through a comprehensive and “*wholistic*” approach to dentistry while simultaneously increasing your value and their perception of dentistry. From increased production and collections, to improved administrative and clinical team morale, and greater service excellence, the Principles of Health, Function, and Aesthetics are the key to practice growth and define the role of dentistry in healthcare.

Dr. Hazel Glasper, leader of the “Teach Me Dental” movement, is redefining how the public understands and treats their dental health. In this fast-moving, transformative course, attendees will learn the Health, Function and Aesthetics Process while expanding on the business of dentistry and the role of the team in communication, treatment presentation and case acceptance. We will evaluate the perception and history of dentistry as a branch of medicine. Emphasis is given to understanding the total health of the patient, how the systems function and always staying mindful of aesthetics.

We have a responsibility to treat the whole patient. Coupled with open communication and complete patient education, the comprehensive approach can transform your patients into informed, health-conscious decision makers and your practice into a wellness center: promoting quality dentistry and saving lives.

Dr. Hazel Glasper
Sell More Dentistry • Save More Lives

301-873-3994 | Hazel@DrGlasper.com | www.DrGlasper.com



Course Objectives

- ▶ Explore clinical insights and best practices learned from the most successful educators in the industry
- ▶ Re-learn important lessons taught in dental school that will advance your skills
- ▶ Gain a clear understanding of comprehensive dentistry and its importance
- ▶ Ascertain the team's role in the success of the comprehensive approach
- ▶ Rejuvenate your dental practice and be proud of the work you produce
- ▶ Learn techniques which can increase productions and collections by 35% immediately
- ▶ Understand how to manage insurance while not allowing insurance to dictate treatment
- ▶ Participate in case studies and comprehensive treatment planning sessions
- ▶ Explore how technology can expand the patient's understanding and increase case acceptance
- ▶ Understand how to use imaging technology effectively and diagnostically
- ▶ Share your experiences, concerns and issues with other clinicians
- ▶ Optimize clinical integrity. Increase your profits.



Suggested Format: Full or Partial Day; Keynote; Lecture and/or Workshop

Suggested Attendees: Dentist, Team Members

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The days of dentistry as a disparate entity are over.

For many years, the focus of oral health has been on teeth or soft tissue. As physicians of the head and neck, dentists have the responsibility to adopt a comprehensive approach looking beyond the conventional processes of oral care, and considering the overall implications of both the oral and systemic health of our patients.

Committed to advancing the perception of oral health, Dr. Hazel Glasper founded a national oral health campaign, Teach Me Dental, and The Comprehensive Dental Continuum (TCDC), a consulting agency for dentists. Dr. Glasper's training programs demonstrate methods to effectively educate patients, enabling a more complete approach to care and better patient experiences.

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Dr. Glasper's post-graduate work has included training with some of today's most renowned restorative and cosmetic dentists. Dr. Glasper's practice, Revive Dental, has been listed numerous times as a Top Doctor by Baltimore Magazine. She is a regular contributor to Maryland's Women's Journal on topics relating to comprehensive dentistry and has also written for Black Enterprise Magazine. Dr. Glasper was appointed the Spokesperson on Oral Health for the American Heart Association in Maryland. She has partnered with Morgan State University to bring oral health education to the institution and the community. On her crusade to change the perception of dentistry, she is frequently featured in the media and has appeared on CNN, Fox News, NBC, ABC NEWS Digital, PBS, and multiple radio shows, including Sirius XM and the Tom Joyner Show.

For more than 20 years, Dr. Glasper has inspired patients and audiences to be their own healthcare advocates through a comprehensive, holistic approach to dentistry. Her authentic, high-energy presentations encourage and guide professionals to achieve deeper personal satisfaction while embracing their ability to transform lives through comprehensive care.



Memberships

Academy of General Dentistry
American Academy of Cosmetic Dentistry
American Dental Association
National Dental Association

Volunteerism

Maryland Dental Action Coalition of Oral Health
Literacy and Education; Committee Member
WELLNESS 101 LIFE National Campaign; Co-Host
WOLB 1010 AM Baltimore; Co-Host

Past Presentations

Alpha Phi Sorority Red Dress Gala Keynote;
University of Maryland
American Heart Association; Panelist
1st Women of Dentistry; Washington, DC
Fortis College Hygiene and Dental Assisting
Program; Landover, MD
General Electric Symposium; Panelist
Robert T. Freeman Dental Society (Howard Dental
School); Washington, DC
Women's Expo—Keynote Speaker; Baltimore, MD

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“I had the distinct pleasure of sharing a program with Dr. Glasper at the Robert T. Freeman Dental Society this year. I was impressed with Dr. Glasper’s unique approach to Dentistry and the fact that she treats the ‘total patient’ and collaborates with her patient's physicians. As Dr. Glasper so eloquently put it, ‘Dentist are truly physicians of the head and neck’. I am excited about her revolutionary approach to the profession and would certainly recommend she teaches this approach to many other dentists.”

—Nora Davis; Practice Management Consultant

“Dr. Glasper shared her message about the importance of comprehensive dental treatment and prevention with my students. She left an unforgettable impression, helping bring context to what they were learning through their coursework. She lifted their thinking from the usual scale and polish to provide them with an alternative way of thinking about their role as registered dental hygienists. She provided vision for my students and empowered them to think of themselves as someone who could save a life.”

—Joy D. Void-Holmes, RDH; Hygiene Professor, Fortis College

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