Levin Group launches ‘1Day Training Division’

Dental Tribune recently caught up with Dr. Roger P. Levin, chairman and CEO of Levin Group, a leading practice management and marketing consulting firm, to find out more about the company’s new training division. Levin spoke enthusiastically about 1Day Training — innovative, highly effective training courses delivered in-office over the course of a workday.

As a third-generation dentist, Levin knows first-hand the challenges faced by dentists and dental teams. For more than 24 years, Dr. Levin and Levin Group have been at the forefront of practice management and marketing consulting. Levin Group’s leading-edge programs have resulted in more productive and less stressful practices for thousands of dentists.

Why did Levin Group recently launch 1Day Training?

We created 1Day Training for dentists who are looking for solutions to practice challenges in a highly focused and effective one-day experience. This is a powerful training experience that occurs right in the practice at a time of the doctor’s convenience.

As dentistry continues to evolve, the need for training is greater than ever before. Compared to even 10 years ago, operating a dental practice is much more complex. Management systems require regular updating to remain effective. Employee turnover is an issue for many dental practices.

Having a well-trained team ensures far less stressful environment. Team building requires teams tools they need to succeed, but it is not always convenient, especially for most GPs who are open on average four and a half days a week.

Has the need for training changed over the years?

The need has grown more critical during the last 10 years. The pace of innovation and technology in dentistry has increased exponentially in the last decade. That puts a heavier burden on dentists and their teams to stay abreast of all these changes — software, digital equipment, new services, etc. Some dentists even have difficulty staying on top of everything, so you can imagine the difficulty faced by staff members.

1Day Training is our way of making things easier for dentists and dental teams. An experienced trainer comes to their office and conducts targeted, leading-edge training in areas that matter the most to each dentist.

What training courses are being offered?

Our 1Day Training offerings include 1Day Case Acceptance™, 1Day Marketing: That Matters™, 1Day Immediate Collections™, 1Day Hygiene Maximizer™ and 1Day New Patient Experience™. We want to provide dentists with opportunities to learn, update and enhance their practices in numerous areas.

Is 1Day Training for the entire team or select employees?

It’s for the entire team because most management systems impact the whole team. 1Day Training is designed to get the entire team on one-day training as an option for their teams. Outside-the-office training can be extremely beneficial, but it is not always convenient, especially for most GPs who are open on average four and a half days a week.

What are the benefits of 1Day Training?

There are many benefits for dentists using 1Day Training. It’s extremely convenient. No travel is involved. It’s targeted and highly focused. It’s conducted by Levin Group’s experienced trainers who are subject matter experts in their chosen fields. There’s no long-term commitment. You pick the course or courses that fit the needs of your practice. This is a cost-effective way to enhance a team’s ability to do its job better than ever before. For more information, I advise Dental Tribune readers to go to www.levingrouptraining.com. The Web site has in-depth information on each course.

New I.V. Sedation Course for Dentistry by DOCS

T here are less than 100 continuing education slots per year available for dentists to acquire the licensure that allows them to perform I.V. sedation in the U.S. Now, thanks to DOCS Education, that number has increased by another 50 due to their new course, I.V. Sedation for Dentistry. Specifically planned to minimize time away from office, the didactic portion of the course takes place over three weekends (Friday to Sunday) in Pittsburgh. The 2009 inaugural course will occur on the following weekends: March 20–22, May 29–31 and June 12–14. The Fall 2009 program will be in October and November.

In comparison to the I.V. sedation courses already available, DOCS Education has created a program
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that surpasses them all. The reasoning behind this approach was that DOCS Education wanted to ensure that every student in the I.V. sedation course would be extremely confident in performing the procedures upon graduation. Knowing that DOCS Education has been around since 1999, whom else would you trust for an I.V. course that not only meets but also exceeds the American Dental Association's minimum requirements for such courses?

The didactic portion is taught at Duquesne University by university faculty and DOCS Education faculty members, and comprises a total of 60 hours. The clinical rotations include 45 to 60 cases in a one-on-one student/teacher ratio, along with its 20 total cases, are exceeded as well.

The DOCS I.V. sedation program tallies to an impressive 84 hours of education, and this translates into only two days away from the practice during the didactic portion if a clinician schedules office hours from Monday to Thursday.

DOCS Education faculty member Michael E. Mermigas, DDS, who is also a pharmacologist, is the course director. In addition, DOCS faculty member Eugene Pester, DDS, FADSA, a dental anesthesiologist, rounds out the DOCS presence on the Duquesne University campus. Because of Mermigas' involvement, the program is deeply rooted in the pharmacology of dental sedation while Pester brings a highly attuned knowledge of sedation techniques and patient assessment.

The ability to offer patients I.V. sedation means less chair time for them due to the faster induction phase, but it is also a benefit to those patients who have challenges brought on by medications or physiological conditions.

For more information about the I.V. Sedation for Dentistry course, please visit www.DOCSeducation.com or call (877) 325-3627.