

Confidence boosting with the correct training

Although many dentists attend cosmetic orthodontic courses, they can lack the confidence to take that first step. **DR JAS GILL** and **DR JAN EINFELDT** explain how they addressed the need



OCQC = Orthodontic Confidence + Quality = Cases

Dr Jas Gill and Dr Jan Einfeldt created OCQC when they identified a need for training of dentists, who'd already attended a cosmetic orthodontic course, but still lacked the confidence to put this training into action back in their practices.

INSTRUCTORS

Over the years Dr Jas Gill and Dr Jan Einfeldt have worked with many dentists and dental teams, helping them enhance their abilities and improve their confidence to provide cosmetic orthodontics. Dr Jas Gill has been a clinical instructor for Six Month Smiles for five years and he is a Platinum Provider for both Invisalign and Six Month Smiles. He has shared the stage with Ashley Latter in Florida and now also teaches ethical sales and communication alongside him. Dr Gill has also completed advanced orthodontics and is now able to provide comprehensive orthodontics to both adults and children.

Dr Jan Einfeldt is also a clinical

instructor for Six Month Smiles and is a professional speaker and was the keynote speaker at the first annual conference for mydentist in 2015. He has delivered seminars for mydentist for three years and helped many dentists on their path in orthodontics.

APPROACHING PATIENTS CORRECTLY

Throughout their professional journey, Dr Gill and Dr Einfeldt have met an abundance of fantastic clinicians lacking the skill set and confidence, to approach patients regarding their orthodontic needs. When a dentist attends cosmetic orthodontic training, they are shown everything needed to know to provide the orthodontic treatment to a patient.

However, they are not shown how to approach patients, how to help them understand their requirements and not be perceived as just another 'sales pitch'. A high percentage of dentists, who have completed their orthodontic course have expressed how they left their

course feeling a lacking in confidence to make that jump into becoming a regular provider.

Unsurprisingly, many dentists don't end up carrying out any cases due to hesitation and lack of self-assurance. These dentists are still perfectly capable providers; they just lack the conviction to apply their newly learnt skill to their existing working life. That is where OCQC comes in....

OCQC

What does OCQC stand for? Orthodontic Confidence + Quality = Cases. OCQC seminars provide all the necessary techniques to help dentists fill in the gaps where they have confusion or concerns, whilst being guided in being more confident.

With the correct skills and confidence, a dentist naturally leads to better results and a higher turnover of cases.

OCQC seminars cover a wide range of topics in one days training. The overall aim is for dentists to learn the necessary

core skills in all aspects surrounding cosmetic orthodontics, to enable them to provide high quality cosmetic orthodontic cases. During the seminar delegates will cover the following topics in great depth;

- Orthodontic photography skills - OCQC will show you how to correctly take high quality photographs during orthodontic treatment. They will also point out the do's and don'ts of orthodontic photography and explain the simple errors that lead to poor treatment photos.
- Accurate record keeping - during the seminar delegates are given an in-depth understanding of how to create accurate, contemporaneous records that meet all current regulations and standards.
- Effective treatment planning - seminar attendees benefit from a detailed look at treatment planning and how to make your treatment planning as effective and efficient as it can be.
- Using the Confidex facility - the seminar fully covers the Six Month Smiles new Confidex system, how to use it, and how to get the most from it.
- Tips and tricks - this aspect of the course is a rare treat. It provides a wide, and varied, range of useful tips and tricks to achieving the best possible results.
- Reviewing current cases - During the OCQC seminar, the instructors review past cases with the attendees. They encourage dentists to submit their own cases to be reviewed live at the seminar.

DELEGATES BENEFITS

- A rare, low priced, combined course covering a wide range of topics that would ordinarily cost a lot more time and money if you were to attend each course topic individually.
- The course is presented by two highly skilled; highly experienced Six Month Smiles clinical instructors in the UK.
- A fantastic networking opportunity, where like minded dentists can liaise and exchange tips and techniques.
- Outstanding after-course support is provided to all delegates, allowing access to a restricted Facebook group providing an open forum for attendees.
- Seven hours of verifiable CPD.

This fantastic, informative seminar has been designed to enable unconfident and unsure dentists to find the self-belief and skills to confidently help patients gain fantastic, life-changing results through cosmetic orthodontics.



WHAT THE ATTENDEES HAVE SAID ABOUT THE COURSE

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‘Very good course. Recommend to every dentist that provides short term ortho’

“ If you want to increase your cosmetic orthodontic cases, with more confidence and better quality end results, then this course is ideal for you. The OCQC course will enable you to re-start, improve and increase your confidence in providing cosmetic orthodontic treatments, which will lead to an increase in cases for you and your practice.

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‘Increases your confidence’

“ ‘It's a really great course! It's really informative and there's lots of tips and tricks’

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‘I really enjoyed this course. I'm so glad I came’

“ ‘Feeling more confident to start cases + have a better overall understanding now of 6MS’

There are two seminar dates currently available:

- Saturday 30th September 2017 - BDA, London
- Friday 1st December 2017 - mydentist Academy, Manchester

FOR MORE INFORMATION

For more information regarding OCQC and their upcoming seminars visit www.ocqc.co.uk or email info@ocqc.co.uk