



**MORGAN**  
PERFORMANCE GROUP



**HELP PATIENTS GET THE REST THEY NEED**

## While Energizing Your Practice

According to the National Institutes of Health, **50 TO 70 MILLION AMERICANS ARE AFFECTED BY CHRONIC SLEEP DISORDERS** and intermittent sleep problems, including snoring, TMJ and sleep apnea.

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An estimated **1 IN 5 AMERICAN ADULTS STRUGGLE WITH OBSTRUCTIVE SLEEP APNEA (OSA)**—and 70 percent of the severe cases are undiagnosed.

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When you are trained in diagnosing and treating sleep disorders, you can tap into a lucrative and widening market, while actively improve the quality of life for your patients. **OUR SHADOW THE EXPERT COURSE** will give you the knowledge and confidence you need to add sleep medicine to your practice, and become a leading provider in your community.

# Shadow the Expert

## OVERVIEW

Developed in partnership with key leaders in the field, this 1 ½ day course allows your dental practice to gain firsthand knowledge and learn clinical skills by directly observing sleep medicine expert, Dr. Todd Morgan, and his team in action. During the course, you'll have the opportunity to:

- Learn how to read sleep studies and select oral appliances
- Gain real-world experience by observing direct patient care
- Review and discuss Dr. Morgan's approach to treatment, appliance selection and problem solving
- Learn best practices for patient care, including initial work up and utilizing your team
- Learn how to manage operational aspects of sleep medicine, including handling incoming calls, patient questions and insurance reimbursement
- Learn how to complete the medical record, letter writing, and claim filing
- A true team-building experience
- What tools you really need to do this work

## DETAILS

Prior to the course, you will speak with Dr. Morgan to assess your needs, and the course content will be tailored to meet your needs and maximize the benefits to your dental practice. Dr. Morgan and his team work with your doctors, clinical assistants and front office staff to provide hands-on learning that you can take back and implement immediately. The benefits of this course include:

### DOCTORS

- Clinical diagnosis and treatment of live patients with resident-style observation and discussion
- Sleep study interview of patient
- Interactive discussions of case presentation and work-up on new patients, including design selection
- Correct use of imaging
- Follow-up cases with clinical management of titration and complications

### CLINICAL ASSISTANTS

- Work-up of the medical patient
- Medical history and chart documentation
- Informed consent
- Simple adjustments to appliances
- Dispense a home sleep test

### FRONT OFFICE STAFF

- Side-by-side learning and observation of handling phone calls, processing medical insurance and appointment scheduling



## SHADOW THE EXPERT SCHEDULE

### THURSDAY SCHEDULE

- 1:30 pm Intro and course outline, forms, tour, CBCT imaging
- 2:30 pm Lecture on DSM basics, sleep studies, handoff demonstration
- 4:00 pm Medical recordkeeping and informed consent
- 4:30 pm Huddle for next day learning, preview tomorrow's scheduled cases
- 5:00 pm Dinner TBA

### FRIDAY SCHEDULE

- 7:30 am Prepare the day: doctors, front office, clinical assistants
- 7:45- 8:15am Coordinating the case:  
*Doctors and assistants, Scheduling, Laboratory, Delivery, Follow-up*
- 8:15 am Clinic
- 12:00 pm Lunch
- 1:00 pm Clinic
- 3:30 pm Wrap-up

PROGRAM COST  
(DOCTOR)  
**\$2,750.00**

PROGRAM COST  
(PER TEAM MEMBER)  
**\$650.00**





## About Dr. Todd Morgan

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Since graduating from the Washington University School of Dental Medicine, Dr. Todd Morgan has built a solid reputation as an expert in the field of dental sleep medicine. During his more than 28 years of practice in California, he has conducted many clinical research trials, developed new apnea treatment devices and published several research papers regarding the treatment of headaches, sleep apnea and snoring.

Dr. Morgan believes that patient care should revolve around information, a comfortable environment and the most effective, innovative treatment solutions. He is excited to help other dental providers expand their practice by sharing his firsthand knowledge and experience in this course.

For more information and to reserve your spot,  
please contact us at 619-955-6103 or  
[info@MorganPerformanceGroup.com](mailto:info@MorganPerformanceGroup.com).