


# Course Outline

Meeting 1-6

- *Dr. Jason Yamada, DDS*





**(THIS OUTLINE IS ONLY A GUIDE AND ALTHOUGH WE WILL  
THOROUGHLY COMPLETE THE ENTIRE CURRICULUM, THE ORDER  
MAY CHANGE DEPENDING ON OFFICE CIRCUMSTANCES, PATIENT  
NEEDS, AND SCHEDULING)**

# Meeting 1 - Meeting with the Office, Staff, and Doctor



1. Office walk thru by Dr. Yamada to see baseline
2. Introduction to Dr. Yamada, philosophy and outline of the 3P course
3. Dr. Yamada will go over the overall general curriculum and suggest some simple modifications and additions if needed and let the doctor and staff know what needs to be ordered for future sessions, what forms to copy and prepare for their patients. (All paperwork for implant surgery including consent, risks, and options will be provided.)

## PERSONAL AND PERSONNEL MANAGEMENT

1. What makes a TEAM? vs. What makes a great team?
2. Life goals and mission for individuals and for each other
3. Teddy's Story
4. Goals and mission for the office
5. Realization exercises and assignments (distribution of your Masterkey)
6. LifeCard exercise
7. "Picket fence" exercise

### (BIG LIFE CHANGER)

Assignment: Go back to your family members and have them redo the "picket fence" exercise for you.

## OFFICE MANAGEMENT

- 1.-Evaluation of website and social media platforms
2. – “The Book” (BIG PRACTICE BUILDER)
- 3.-Understanding each team player’s role

## BONUS DENTAL TRAINING(S)

- 1.-Basic bone and implant biology and physiology
- 2.-Basic extraction and bone grafting procedure for dental implant site preparation
- 3.-Understanding of bone grafting, why and what works as well as what to use
- 4.-Basic Dental Implant knowledge for staff and Doctor including maintenance
- 5.-The clinical Psychology of your patient and in particular dental implant patients and how to overcome their obstacles. What to say in order to have the implant patient say “yes. I want an implant”. (BIG PRACTICE BUILDER)
- 6.-Dr. Yamada will go over with staff on what supplies to order for the next meeting and what needs to be prepared for the next series of patients
7. -Dr. Yamada and doctor will decide what dental implant system the office will be using and Dr. Yamada will set up contact with vendors
- 8.-How to prepare and fabricate models, radiographic and surgical guides, obtain proper radiographs for the next series of patients
- 9.-Dr. Yamada will go over with Doctor and staff on the surgical protocol, draping the patient properly, setting up the room, post-op instructions, and paperwork
- 10.-Dr. Yamada will go over with and practice a universal suture technique with the doctor on suture board
- 11.-Basic dental implant surgical protocol

\*\*\*Assignment: Prepare models, guides, and schedule as many extractions/bone grafts, other surgeries for implants, or pre-implants.

# Meeting 2- Meeting with Office, Staff, and Doctor

1.-Questions and answers.

## PERSONAL AND PERSONNEL MANAGEMENT

- 1.-Review of the last meeting.
- 2.-Understanding what stress really is and how it can affect us or can it?
- 3.-Techniques for reducing stress long-term.
- 4.-Techniques for reducing stressful situations instantaneously.

### (BIG LIFE CHANGER)

\*\*\*Assignment: Remember to use stress break techniques daily. Remember to catch yourself in real-life



## OFFICE MANAGEMENT

- 1.-Recap of last meeting and progress. Pre-surgical planning for treatment of the new patients.
- 2.-Explanation of The “Call” (BIG PRACTICE BUILDER).
- 3.-Evaluation of current referral base and new patient number growth and devising a customized plan.
- 4.-Use of Virtual Assistants for cost savings as well as efficiency improvement (dependable referral given).

\*\*\*Assignment: Utilize the “Call” and make note of the results. Start on a customized new patient office growth plans. Start working with outside services, VA.

## BONUS DENTAL TRAINING(S)

- 1.-Set up and sterilization process of surgical kit and implant inventory system
- 2.-Practice (models) implant placement utilizing a loaner kit or sales rep. kit
- 3.-Onlay bone graft procedure overview and technique
- 4.-Sinus Augmentation/bone graft procedure overview and technique both external and crestal
- 5.-Practice Sinus augmentation and a bone graft on models
- 6.-Review implant surgery protocols
- 7.-Surgical extraction and site preparation bone grafting cases/ treatment  
REAL PATIENT TREATMENT (one extraction in the morning and one extraction in the afternoon) with or without bone grafting

\*\*\*Assignment: Prepare models, guides, and schedule implant surgeries leaving 2 hours for each procedure for the next meeting. (Maximum 2 patients; 1 in the morning and 1 in the afternoon)

# Meeting 3 - Meeting with Office, Staff, and Doctor

- 1.-Questions and answers.

## PERSONAL AND PERSONNEL MANAGEMENT

- 1.-Meeting of the minds- One-to-one staff and Dr evaluation
- 2.-Future individual and office goal setting
- 3.-Breakdown of the workday for maximum efficiency
- 4.-What makes an exceptional leader (Dr only)

### (BIG LIFE CHANGER)

\*\*\*Assignment: Go back to your family members and have them redo the “picket fence” exercise for you.

## OFFICE MANAGEMENT

- 1.-Evaluation of website and social media platforms
- 2.-“The Book” (BIG PRACTICE BUILDER)
- 3.-Understanding each team player’s role

## BONUS DENTAL TRAINING(S)

- 1.-Questions and answers from previous surgery
- 2.-Recap of last meeting and progress with new patients
- 3.-Practice multiple implant placement on the model
- 4.-Revisit Onlay and sinus augmentation procedures
- 5.-Revisiting office referral plan implementation and results
- 6.-Preparation for Implant surgery
- 7.-Surgical implant placement REAL PATIENT TREATMENT (one implant surgery in the morning and one in the afternoon)

\*\*\*Assignment: Prepare models, guides, and schedule bone grafting/Implant cases for the next Meeting. Check previous patients to see if ready for uncovering/impression.

# Meeting 4 - Meeting with Office, Staff, and Doctor

## PERSONAL AND PERSONNEL MANAGEMENT

- 1.-Questions and answers
- 2.-Recap of last meeting and progress with new patients
- 3.-Go over team player roles and description with Dr



## BONUS DENTAL TRAINING(S)

- 1.-Revisit dental implant placement on models
- 2.-Restorative impression taking and `restorative plan
- 3.-Follow-up with current surgical patients (extraction, bone grafts, sinus augmentation, Implants). Take necessary radiographs
- 4.-Uncovery of lower arch initial cases, restorative impressions
- 5.-Implant complications and solutions REAL PATIENT TREATMENT (two in the morning, one uncover/impression and one implant surgery and one in the afternoon/uncover and implant surgery)

\*\*\*Assignment: Prepare for the next Meeting by scheduling 1 surgery (extraction implant and bone graft) in the morning and 1 (implant and sinus augmentation) in the afternoon along with 1 uncover each half day.



# Meeting 5 - Meeting with Office, Staff, and Doctor

- 1.-Questions and answers
- 2.-Recap of last meeting and progress with new patients

## OFFICE MANAGEMENT (meeting with Dr only)

- 1.Office evaluation
- 2.Insurance needs and recommendation



## BONUS DENTAL TRAINING(S)

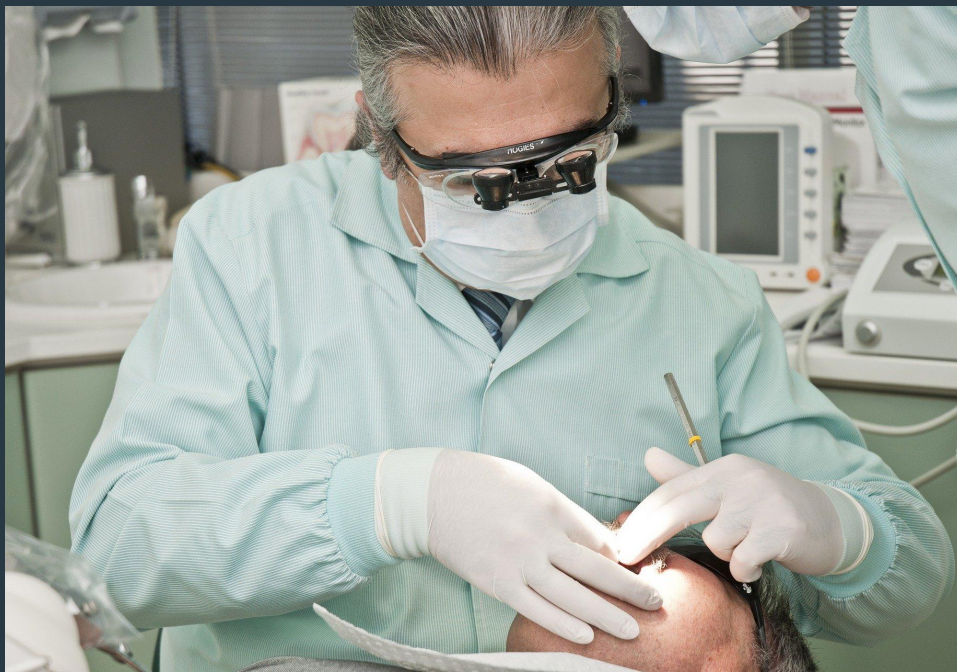
- 1.-Complications lecture and solutions
- 2.-Uncovery and/or impression taking on previous patients
- 3.-REAL PATIENT TREATMENT (two surgeries in the morning and two in the afternoon maximum) Impressions/and restoration of previous patients)

## EVENING DINNER WITH DR.

- 1.-Future goals and plans
- 2.-Financial evaluation/passive income
- 3.-Protection and Preservation

Assignment: Prepare models and radiographs for next meeting/surgeries on patients

# Meeting 6 - Meeting with Office, Staff, and Doctor



- 1.-Questions and answers
- 2.-Recap of any previous topics and progress with new patients
- 3.-Revisit any topics previously discussed
- 4.REAL PATIENT TREATMENT (Surgeries in the morning and afternoon)

- 1.Office evaluation
- 2.Insurance needs and recommendation

\*\*\*Speed in which curriculum will be processed and completed may vary throughout the 6 mentoring meetings depending on the office and will be customized at the rate of consumption for each office and team.

\*\*\*\*Dr. Yamada will have interim online meetings with Dr. throughout the entire curriculum to ensure the progression of materials and assignments as well as answer any questions Dr or staff may have.



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