



2ND QUARTER TERRITORY TIPS

BencoDental

How to Use OSHA & HIPAA Solutions to **"Spring Ahead"** with Territory Growth in Q2-2019...

Each year we "Spring Ahead" in the USA, to preserve time and work more efficiently. The clocks change: There may even be some "Spring Cleaning" on our agendas to Clear-out-the-Clutter and welcome the season ahead.

2ND
QUARTER
FRESH
START
WITH
COMPLIANCE

Q-2, of every new year promotes a fresh start! It's encouraging and it's a great time for dental teams to focus on their annual obligations to keep-up with the ever-changing facets of OSHA & HIPAA Compliance. Many practitioners are clueless to the most recent, extensive changes in **OSHA Infection Control** & the intricate updates of **HIPAA Privacy & Security Monitoring Protocols**, that are now mandatory for all dental offices. And, pleading ignorance to the constant barrage of compliance updates, does not make a practice owner exempt! The good news is, you can provide a valuable and significantly new approach, that will help your dental offices to easily keep-on-pace... This year, why not provide OSHA & HIPAA insight, using "a dynamic twist" to conventional compliance updates. Here's a streamlined, easy approach for presenting up-to-date OSHA & HIPAA compliance to your dental teams. Your dental clients will be able to accomplish total compliance, by implementing **comprehensive OSHA & HIPAA updates**. And, your territory will see growth – when you provide all the necessary, coordinating, **Benco Support Products/Services**.

LET'S LOOK
AT THE
FOCAL POINT
FOR OSHA IN
2019?

TIP #1: Did you know, that all Dental Offices in the USA, now must be operating at the new Hospital-Grade Level Sterilization: This is a mandated 4-step process:
The CDC & OSHA have created a new (mandatory) dental offices sterilization document. It is called the: **SUMMARY OF INFECTION PREVENTION IN THE DENTAL OFFICE SETTING**. This 44-page guidebook, provides specific instruction on the new infection control standards for all dental offices. Showing a copy of this CDC Summary to your dental offices, will provide an opportunity to introduce & review this new mandated material with your dental teams to encourage:

- ▶ High & Low-Speed Handpiece Purchases
- ▶ Upgrades & Build-Outs on Central Sterilization Areas
- ▶ Treatment Room — "Countertop Disposal Drop" Upgrades for:
- ▶ Red Bags, Sharps & Pharmaceutical Waste Containers

WHATS NEW
THIS YEAR
WITH HIPAA?

TIP #2: The HIPAA Risk Assessment Report: this Report, is required at least Annually in all Dental Offices, yet, it has **baffled dental practice owners** for years! Many times, it gets overlooked or ignored, because of its complexity and cost to create. This is a grave mistake for Practice Owners, as this is typically the first document HIPAA Auditors will ask for during a HIPAA Inspection. Help your Doctors & Office Managers to understand why the HIPAA Risk Assessment is so important and how they can easily and affordably implement one with the assistance of the Dental Enhancements HIPAA Experts.

HOW CAN
YOU GET
THE BALL TO
ROLL?

TIP #3: USE OUR OSHA & HIPAA TOOL KIT:
The **Dental Enhancements OSHA & HIPAA Flyer Pitch Kit is the perfect way** to open the discussion. A hard copy of the CDC & OSHA's: **SUMMARY OF INFECTION PREVENTION IN THE DENTAL SETTING** is included in your Pitch Kit! You can introduce it & profile specific upgrades & equipment on all of your territory visits. And remember, to enter your qualified leads from your C.R.M. Then Dental Enhancements will contact each lead, to provide a complimentary **OSHA & HIPAA Discovery Session with them**, via phone. We will guide your client to enrol in the most appropriate OSHA & HIPAA Solutions Update.

DON'T
MISS OUT
ON CLIENT
ORDERS!

TIP #4: USE YOUR OSHA & HIPAA "CLIENT NEEDS" REPORT:
After your Dental Team's initial OSHA / HIPAA training session, **a customized client report will be emailed to you (The Benco TR) specifying needed Benco supplies and equipment upgrades!** Use it to interface with your client to order infection control items and equipment upgrades.

WANT TO GET STARTED?...ORDER YOUR OSHA & HIPAA FLYER KIT:

Email us: [Your Name & Current Mailing Address]

We are also happy to provide Private Mentoring, on "How to Launch Your Q2—OSHA & HIPAA Solutions Campaign:
Call 941-587-2864 or email jill@dentaleenhancements.com

