



BencoDentalTM

4TH QUARTER TERRITORY TIPS

How to Use OSHA & HIPAA Solutions to Grow Your Territory

SELL MORE DENTAL EQUIPMENT

Fourth quarter. It's "push" time! With a focus on encouraging larger equipment purchases for Doctors to take advantage of end-of-year taxdeductions. This year, why not pair a valuable twist to your **4th Quarter End-of-Year Tax Deduction** push. Use these OSHA & HIPAA value-added selling points and get your dental teams to update their OSHA & HIPAA Compliance status simultaneously:

HOSPITAL-GRADE STERILIZATION:

INTRODUCE YOUR CLIENTS TO THIS NEW REQUIREMENT. DOWNLOAD A COPY OF THIS REQUIRED OSHA DOCUMENT AND REVIEW IT TO SELL MORE:

- ◆ High & Low-Speed Handpieces
- ◆ Upgrade/ Build-Outs on Central Sterilization Areas
- ◆ Redesign Treatment Room Countertop Disposal Drops for : Red Bags,
- ◆ Sharps & Pharmaceutical Waste Containers

4-STEP STERILIZATION PROCESS:

This is required to meet *new Hospital-Grade Sterilization Standards* (see page 12-13). Many dental offices may want to purchase a secondary autoclave or StatumTM Heat Sterilizer unit to keep up with more stringent sterilization requirements.

2019 OSHA & HIPAA COMPLIANCE UPDATES:

Use Dental Enhancements flyers to open an OSHA & HIPAA discussion. Enter qualified leads & we will contact your client to provide a complimentary **OSHA & HIPAA Discovery Session** via phone. We will guide your client to enroll in the most appropriate OSHA & HIPAA Solutions Update.

USE OUR "CLIENT NEEDS "REPORT:

After their initial OSHA / HIPAA training session, a customized client report will be emailed to you (Benco TR) specifying needed Benco supplies and equipment upgrades. Interface with your client to order infection control items and equipment upgrades.

Need an OSHA & HIPAA Flyer Kit?

[Email us a request](#)

HIPAA made EASYTM

OSHA made EASYTM



DentalEnhancements.com

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