



# 3<sup>RD</sup> QUARTER TERRITORY TIPS

**BencoDental**

How to Use OSHA & HIPAA Solutions to **"Beat the Summer Heat"** with Territory Growth in Q3-2019...

Want a way to "Beat the Summer Heat" this year? Let's face it, summer is the season when most patient's plan "more time away" from their routines. That results in Doctors & Staff having slower schedules and a need to fill that "gap time"...

3<sup>RD</sup>  
QUARTER  
FRESH  
START  
WITH  
COMPLIANCE

**Q-3 This summer, why not put a "new spin" on filling-that-downtime?...** "Summer" downtime is a great opportunity for dental teams to get current with OSHA & HIPAA protocols! Suggest the OSHA & HIPAA guided-help modules from the compliance expert coaches at dental enhancements.

These OSHA & HIPAA made EASY Solutions provide everything your dental offices' will need to get comprehensively compliant in no time! Training, manuals, forms, reports,..... are all provided via a streamlined, efficient, affordable training platform.

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.

Better than that, you will receive a copy of each of your client's customized OSHA Facility Report, which is stocked with needed benco product codes! Follow-up with our mutual clients to provide the Benco Products & Services needed to fulfill their OSHA & HIPAA requirements! It's that easy! And super cool.

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 Q3—OSHA & HIPAA Solutions Campaign:

Call 941-587-2864 or email [jill@dentalenhancements.com](mailto:jill@dentalenhancements.com)

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