

FROM CONSULTATION TO CONSENT

Improving Case Acceptance Through Patient-Centered Communication

Presented by: Manuella Felix Brodfuehrer

Date/Time September 4, 2026	Location La Jolla Conference Center	CE Credit 2 Credits AGD 550
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Course Overview

This highly practical course focuses on the conversations that move patients from fearful and unsure to confident and ready to proceed with treatment. Using examples from surgical practices, participants will learn communication structures and language that increase understanding, build trust, and support ethical case acceptance.

Educational Objectives

- Use a structured consultation script to explain treatment options, risks, and benefits clearly.
- Demonstrate communication techniques for addressing financial and anxiety-related objections.
- Create a follow-up protocol using email, phone, or text to support undecided patients and track outcomes.

Teaching Method

Live lecture with role-play demonstrations and sample scripts.

Target Audience

Oral surgeons, specialists, treatment coordinators, and administrative team members involved in case presentations.

Tuition

Complimentary Registration

Registration & Information

LIVV Consultants

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