



Dear IAOS Members,
 We want to wish you a happy March and have so many wins and exciting events to share with you! We're truly lucky to have such an incredible group of dental sleep superstars. 🌟

April Member Retreat

REGISTER NOW: **Members Retreat on April 28-29, 2023, in Coronado, California!**

The most successful sleep dentists have a team working with them, and this event is one of only two chances to bring your staff with you to an IAOS Members Retreat!

We'll have lectures and sessions from incredible sleep experts like Dr. Mark Murphy, Dr. Vernon Greene, and Dr. Anja Hoffstrom!

At IAOS, we don't just work hard, we play hard too! You'll get the opportunity to meet the other member dentists and create some memorable moments together.

Don't forget: You can use your 'Golden Ticket' to bring someone with you to the retreat!

[\[Register for the retreat here!\]](#)

Sleep Coordinator Training

Our next Sleep Coordinator training will take place on March 25-26 at Dr. Brandon Hedgecock's office in Austin, Texas.

Grow your new sleep coordinator's skill set with this in-depth training delivered **completely free of charge.**

[\[Sign up for the training here!\]](#)

If your sleep coordinator can't make it to the next private training, IAOS will be hosting a two day course at the [Summer Retreat from July 21-22 in Phoenix, Arizona.](#)



The Dental Hygiene Academy of Sleep

The Dental Hygiene Academy of Sleep has officially launched! 🎉

This is the course your hygienist has been asking for – and the course you need to invest in to get their buy-in to sell sleep!

Katrina Sanders is leading this 12-month program, and she'll teach your hygienists how to identify and support potential sleep patients in your general dentistry practice – and how to help you sell through sleep treatments, by taking the effort, time, and stress away from you!

Hygienists won't sell what they don't understand. This course is built by hygienists, *for* hygienists and focuses exactly on what your hygiene team needs to know to believe in, and sell, sleep.

Just imagine how many more patients you can treat by having someone *other* than yourself dedicated to serving sleep patients simply by providing them with the right education and training! You don't work in your general dentistry practice by yourself, so why do it with sleep?

Remember, **this super affordable course pays for itself in just 2 new appliances delivered.** It's the surest investment you'll make in 2023.

[\[ENROLL IN THE DENTAL HYGIENE ACADEMY OF SLEEP.\]](#)

1:1 Hygiene Column Audit

IAOS is offering you the opportunity to get a 1:1 hygiene column audit and uncover thousands of dollars in hidden sleep revenue! With this audit, Katrina Sanders will go through your hygiene column and identify which of your existing patients are great oral appliance therapy candidates. You can get this for \$1800, which pays for itself after adding just 1 additional appliance!

In fact, Katrina has already done 2 of them and found over \$30k in 1 day's worth of hygiene columns across two practices.

[\[Book your Hygiene Column Audit here\]](#)

Member Referral Contest

We told you about the incredible location for SleepCon, but how would you like to get your flight AND hotel *completely paid for*?

IAOS is hosting a member referral contest and 1 lucky winner will get their flight and hotel for FREE when they attend SleepCon 2023 in Cancun!

Here is how you can participate:

1. When you get a friend to register for a Blueprint event, you will be entered into the contest for a chance to win FREE flight & hotel for SleepCon. There will only be 1 winner for this contest.
2. Additionally, if you get someone to sign up to become an IAOS member, you automatically receive the prize as well! There is no limit to how many prizes will be given out to those who get a new member signed up.

SleepCon in Sunny Cancun

SleepCon will be hosted on October 27-28 in beautiful Cancun, Mexico!

SleepCon is the premier event for dental sleep professionals – and we're accepting vendor applications now. If you know someone who'd be a great vendor, or if you're interested in becoming a vendor for this year's SleepCon, [you can apply here.](#)

Don't miss out on this incredible event – apply for a passport! If you already have one, check that expiration date! It can sneak up on you and you won't want to get left behind.

DS3 Live! Dental Sleep Billing for Success

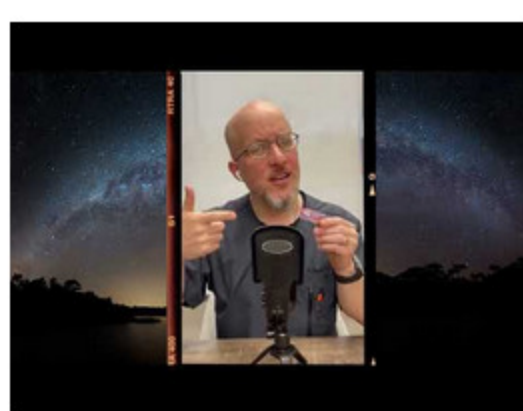
Join Medical Billing Expert, Lisa Fischer-Herd, CPB in San Antonio, Texas March 23-24 for her medical billing course.

Lisa's 25+ years of experience will bring you detailed information on how to bill and collect from medical insurance and Medicare. In this course, attendees will learn the tips, tools, and techniques needed to simplify processes, manage financial arrangements, and maximize profitability for your life-saving treatment.

[\[Register for DS3 Live! Dental Sleep Billing for Success here!\]](#)

I Can't Sleep Right!

Check out this awesome music video from our very own Dr. Silver!



Click the thumbnail above to watch

Welcome Our New Member!

Dr. Disha Pennington

Dr. Pennington is Dr. Zuhair Hadi's sister, which means we have our first sibling members!

We're thrilled to have you join our incredible community of dental sleep professionals and are excited to watch your journey!

Coaching Corner

- Congratulations to Murrell S. Tull, Jr who received his Medicare credential! He has also built a relationship with a local sleep doctor to refer for HSTs and will be receiving referrals from them. Way to go!
- The April retreat will mark Dr. Vernon Greene's 21st consecutive IAOS retreat!
- Dr. Zuf received 48 referrals last month! 🎉

- Dr. Brandon Hedgecock, Dentist Coach, Vendor Relations

Important Announcements & Reminders

Make sure you've marked your calendars for the next retreat dates:

Dear IAOS Members,
 Welcome to July! Tomorrow is the Fourth of July and while barbecues and fireworks are already on our minds, so is freedom. And thanks to IAOS, many of our members are taking back their freedom from the crush of traditional dentistry. Let's take a look at some of their accomplishments and the exciting events we have planned!

Featured Member of the Month

