

20  
26

COURSE

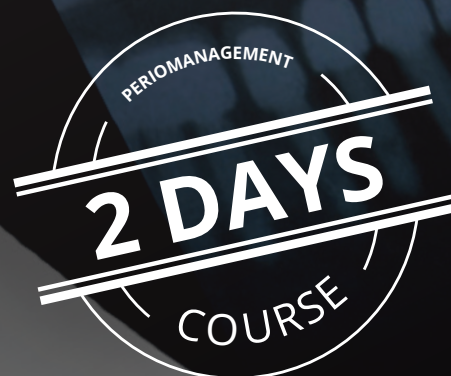
PERIOMANAGEMENT

FEBRUARY 11-12

## PERIOMANAGEMENT COURSE

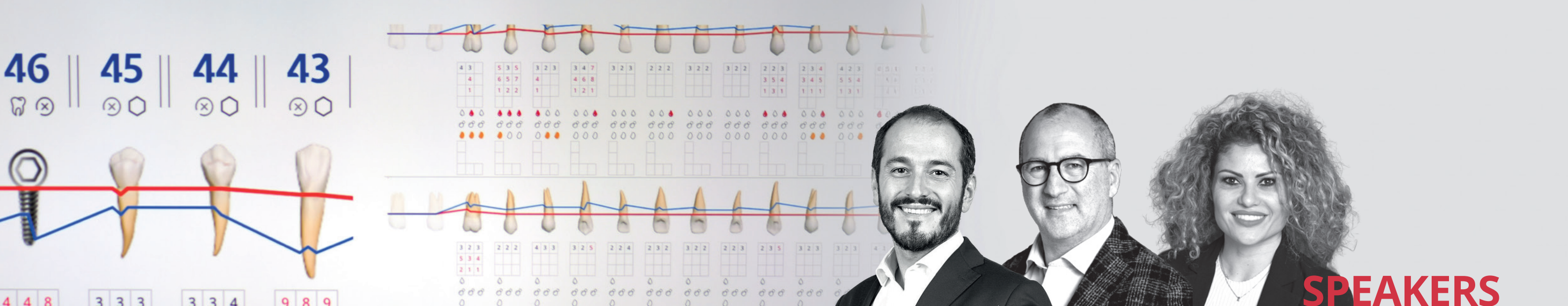
PLAN AHEAD - COMMUNICATE BETTER - WORK EFFICIENTLY!

FEBRUARY 11-12



- CLINICAL
- ORGANIZATION
- MANAGEMENT





The organizational and pricing systems commonly used for periodontal treatment are fundamentally flawed. **Acknowledging that extra-clinical management is just as critical as clinical care for achieving long-term success, we have developed an innovative organizational model.**



In this approach, communication with the patient is regarded as a **strategic therapeutic tool**, while the fee structure becomes a powerful means of communication. This method eliminates misunderstandings and fosters shared treatment goals between the patient and the dental team, thereby enhancing therapeutic outcomes.



By shifting from a fee-for-service mindset to a fee-for-care perspective, patients are engaged in a true therapeutic alliance. With this system, **practices can significantly improve patient adherence to periodontal treatment**. For external collaborators, **it provides a distinctive value, allowing them to position themselves not only as periodontal specialists but also as proactive partners within the dental team.**

## Dr. Giorgio Pagni

Giorgio Pagni is a Periodontist practicing in Florence, Italy and a Lecturer at Harvard School of Dental Medicine. He got his Master in Periodontics and Oral Medicine at the University of Michigan and is a Diplomate of the American Board of Periodontology. Co-Founder of iPerio, he is active member of the Italian Society of Periodontology and Implantology (SIDP) and of Florence Perio Group, co-founder of the National Osteology Group Italy (NOGI) and SIDP Giovani. He is also a member of the American Academy of Periodontology (AAP), of the Italian Dental Association (ANDI), and is part of the Expert Council of the Osteology Foundation. Founder of ANDI Firenze Giovani and Council member of ANDI Firenze. He serves as reviewer for the Journal of Dental Research (JDR), the International Journal of Periodontics and Restorative Dentistry (IJPRD), and Plos One.

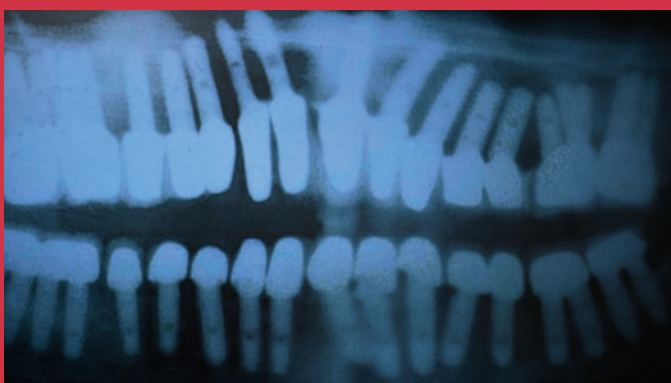
## Dr. Michele Modoni

Graduated with honors in Dentistry and Dental Prosthetics in 1993 at the Università Cattolica in Rome. Attended numerous advanced training courses in Italy and abroad in periodontology, implantology, and prosthetics. Member of the Italian Society of Periodontology and the Italian Academy of Osteointegration. Author of two articles published in international journals. Speaker at various scientific congresses. Works as a private practitioner in his offices in Galatina and Casarano, exclusively in periodontology and prosthetics.

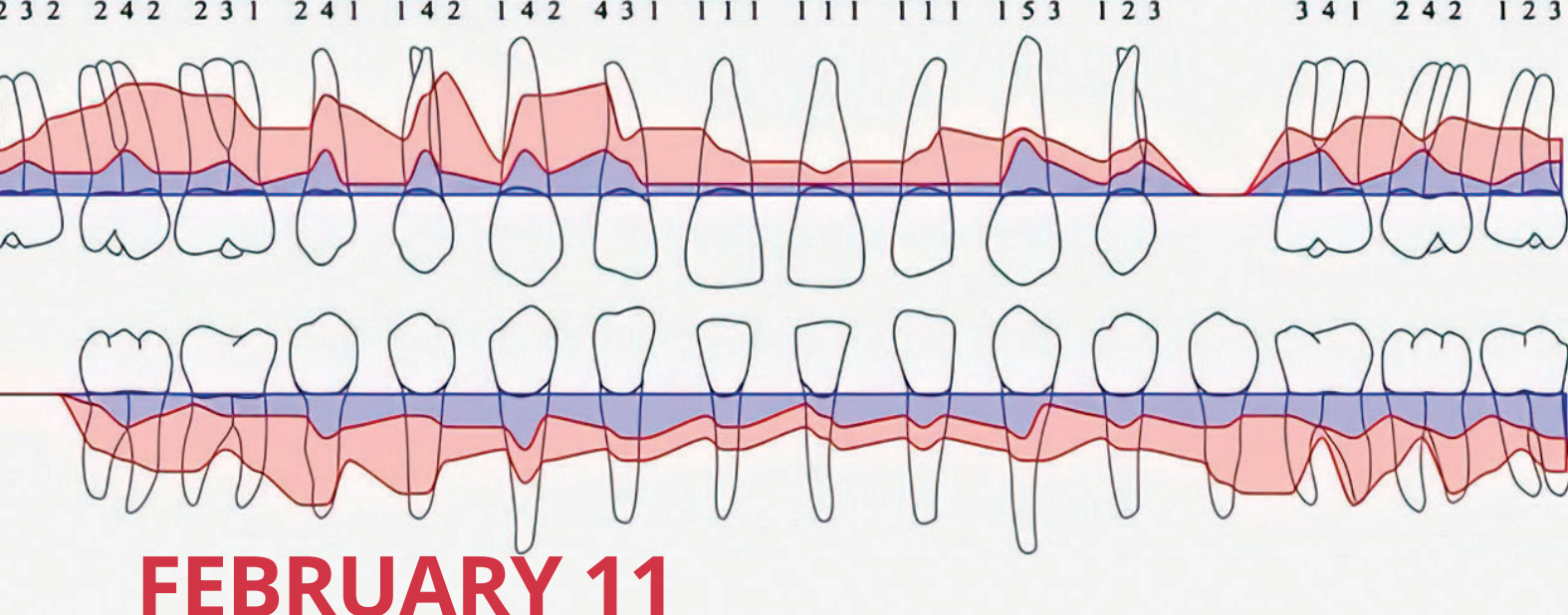
## Isaura Scorrano

Office Manager and Trainer at Studio Modoni Romano – The Smile Designers. Expert in negotiation and patient communication, coordinator of Perio Team activities. Speaker in several courses on communication and presentation of treatment plans tailored to different areas of dentistry, such as:  
Ceramic Veneers Course  
Orthodontic Aligners  
PerioManagement

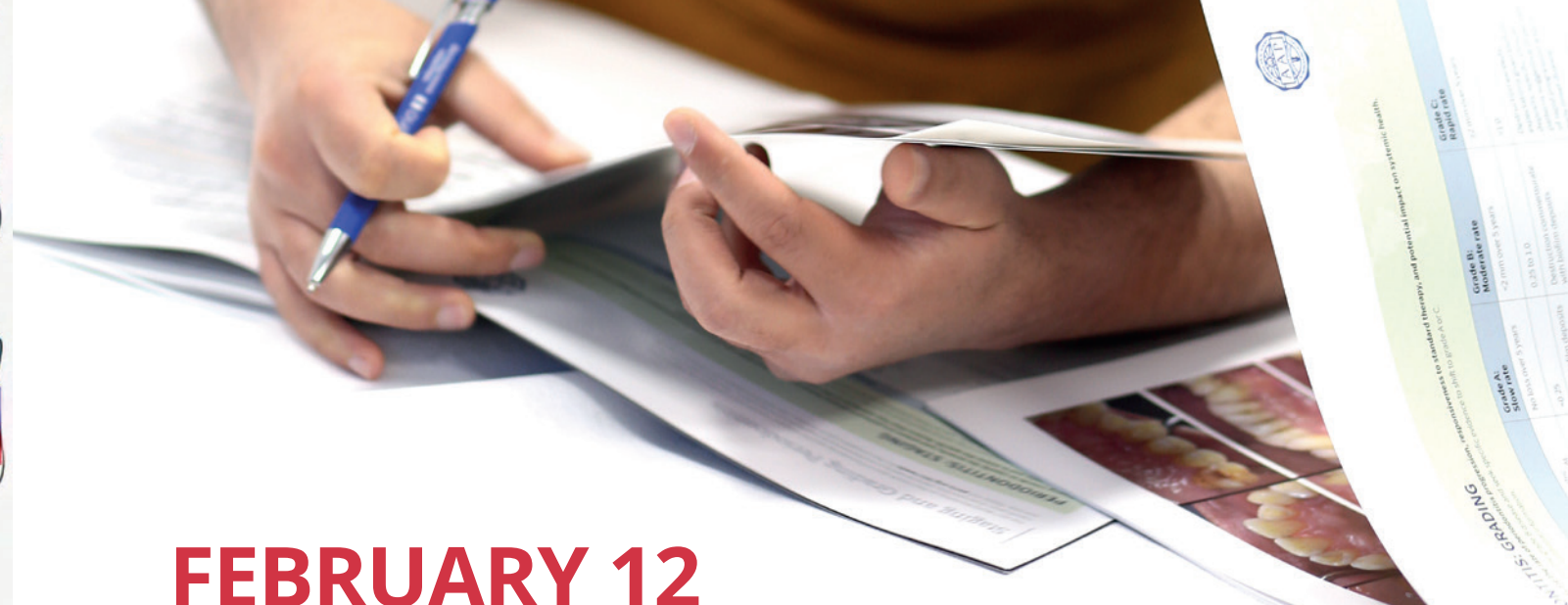
*The good doctor treats the disease;  
the great doctor treats the patient who has the disease*





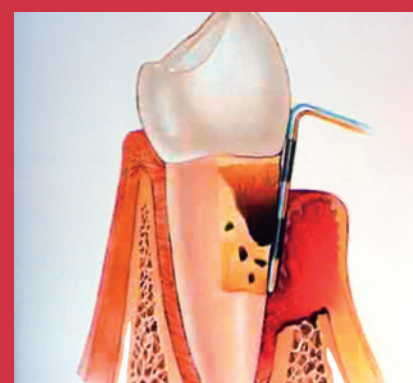
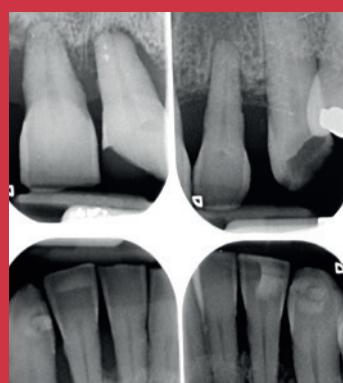
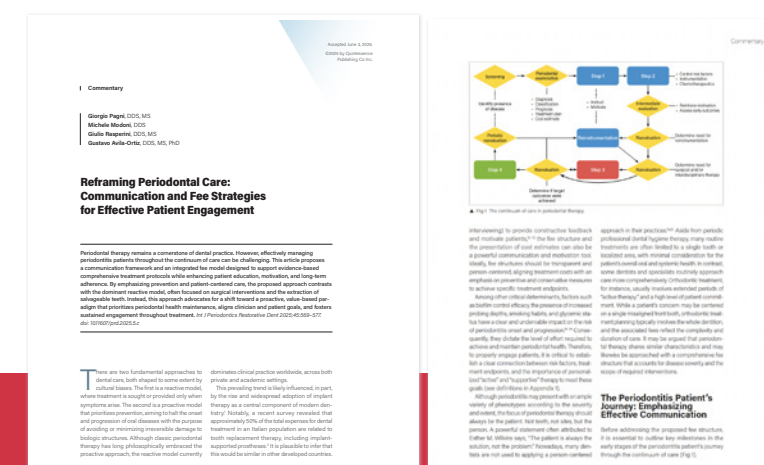


- 09:00 - 10:30** Periodontitis in Italy: epidemiological data and its impact on the dental profession in the coming years
- 10:30 - 11:00** Coffee break
- 11:00 - 13:00** How to organize a “perio-based” dental practice to make periodontology more profitable in our clinical reality
- 13:00 - 14:00** Lunch
- 14:00 - 15:30** Recognizing the periodontal patient and involving them in the therapeutic alliance
- 15:30 - 16:00** Coffee break
- 16:00 - 19:00**
  - Organizing the “journey” of the periodontal patient in our practice – from the first diagnosis to follow-up**
  - How to explain periodontal issues to the patient
  - How to help the patient perceive the value of periodontal therapy
  - How to present a cost estimate for periodontal therapy to the patient
  - How to organize the sequence of appointments according to EFP guidelines



- 09:00 - 10:30**
  - PRACTICAL EXERCISES**
  - Presenting periodontal treatment to the patient: Role Play
  - Preparing the presentation for the patient
  - Presenting the cost estimate and payment plan to the patient: Role Play
- 10:30 - 11:00** Coffee break
- 11:00 - 13:00**
  - Pricing periodontal therapy – Organizational methods**
  - Pricing periodontal therapy – How to get paid**
  - How to organize follow-up: Clinical, managerial, and organizational strategies**

## Reframing Periodontal Care: Communication and Fee Strategies for Effective Patient Engagement







# WHAT IS INCLUDED

At the end of the course, each participant will receive material to illustrate periodontal treatment to patients according to the course guidelines:



Handouts with PPT or Keynote templates



Mutual commitment contract for treatment



Informational documents for patients on the therapeutic pathway



# REGISTRATION

### REGISTRATION FEES

**Dentist**  
1200 € + IVA 22 % upon registration

**Dentist + one team member**  
1500 € + IVA 22 % upon registration

**Dentist + two team members  
(hygienist, office manager)**  
1800 € + IVA 22 % upon registration

It is recommended to involve at least one staff member.

**Location**  
iPerio Education  
Via XX Settembre 119  
29121 Piacenza - Italy

\* As this is a limited-capacity course, in order to guarantee participation, payment must be made in a single installment.

**Payment method**  
Bank transfer payable to iPerio Education  
IBAN: IT66G0515612600CC0000042384  
SWIFT: BCPCIT2P  
Reason for payment:: PERIOMANAGEMENT

**Registration contacts**  
Email: education@iperio.org  
Whats App: +39 342 839 8701

**Language**  
EN

[Register here](#)



# INFORMATION

### BED & BREAKFAST

**Domus San Martino**  
Via Roma, 51

**Il Cortiletto**  
Via Roma, 155 A

**Casa Michela**  
Corso V. Emanuele, 118

**La Meridiana**  
Via Roma, 64

### HOTEL

**GrandeAlbergo Roma**  
Via Cittadella, 14

### PARKING

**Cavallerizza Parking**  
Stradone Farnese, 39  
29121 Piacenza

**San Francesco Parking**  
Via S.Francesco D'Assisi, 6  
29121 Piacenza

# IPERIO EDUCATION

INTERNATIONAL

FEBRUARY 13-14

## PERIO FOUNDATION LEVEL 1

THEORY AND PRACTICE ON  
NON-SURGICAL PERIODONTAL TREATMENT  
FOR DENTAL HYGIENISTS AND PERIODONTISTS

JUNE 30 - JULY 04

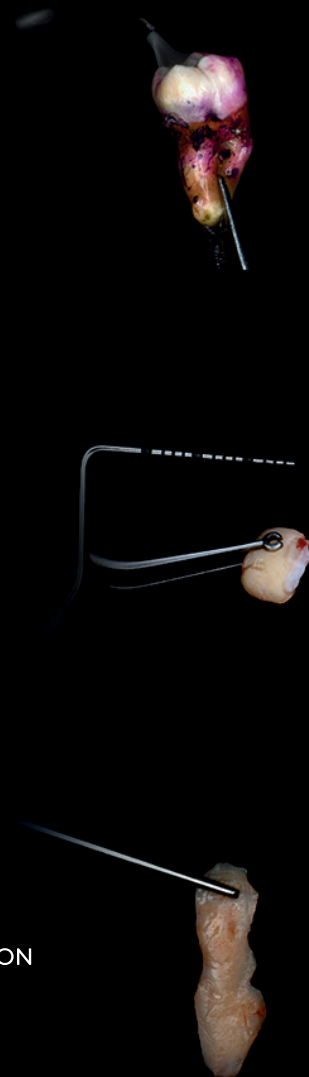
## SURGICAL MASTERCLASS LEVEL 2

PERIO FOUNDATIONS  
PERIODONTAL REGENERATION  
MUCOGINGIVAL PLASTIC SURGERY  
RESECTIVE PERIODONTAL THERAPY  
MULTIDISCIPLINARY APPROACH

NOVEMBER 19-20-21

## ADVANCED TECHNIQUES LEVEL 3

PERIODONTAL SURGICAL TECHNIQUES AND REGENERATION  
INTERPROXIMAL ATTACHMENT REGENERATION  
PAPILLA LOSS DIAGNOSIS CLASSIFICATION  
PAPILLA GAIN SURGICAL TECHNIQUES



**3 LEVELS**  
**LIVE SURGERY**  
**HANDS-ON**  
**MICROSCOPE EXERCISES**

SINGLE	PERIO FOUNDATION LEVEL 1	SURGICAL MASTERCLASS LEVEL 2	ADVANCED TECHNIQUES LEVEL 3
EARLY REGISTRATION	€ 1.200,00	€ 4.500,00	€ 3.500,00
REGULAR REGISTRATION	€ 1.500,00*	€ 5.000,00	€ 3.800,00
PACKAGES	PERIO FOUNDATION LEVEL 1  SURGICAL MASTERCLASS LEVEL 2	SURGICAL MASTERCLASS LEVEL 2  ADVANCED TECHNIQUES LEVEL 3	PERIO FOUNDATION LEVEL 1  SURGICAL MASTERCLASS LEVEL 2  ADVANCED TECHNIQUES LEVEL 3
EARLY REGISTRATION	€ 5.500,00	€ 7.500,00	€ 8.500,00
REGULAR REGISTRATION	€ 6.300,00	€ 8.300,00	€ 9.600,00
COMPLEMENTARY	COURSE PERIOMANAGEMENT FEBRUARY		
REGULAR REGISTRATION	€ 1.800,00**		** Dentist + two team members (hygienist, office manager)

CHOOSE THE PACKAGE THAT BEST FITS YOU !

\*For groups of three participants or more the fee € 900,00

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NOTE

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NOTE

# SAVE THE TEETH

*Save the date!*

**20  
26** **PERIO**  
FOUNDATION  
LEVEL 1



**FEBRUARY 13-14**

**20  
26** **COURSE**  
PERIOMANAGEMENT  
FEBRUARY 11-12



**FEBRUARY 11-12**

**20  
26** **SURGICAL**  
MASTERCLASS  
LEVEL 2



**JUNE 30 - JULY 04**


**20  
26** **ADVANCED**  
TECHNIQUES  
LEVEL 3



**NOVEMBER 19-21**

*i*Perio   
E D U C A T I O N

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[education@iperio.org](mailto:education@iperio.org)

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