Medical/Dental Integration Strategies

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Strategy #1-Get Past the Introductions

- Lunch
- Early Morning pop in visit
- Find common ground......
- “I read this great article....”
Strategy #2- Social Events

- At the Health Center
- Community Events
- Charity Functions
- Mutual Friends
Mutual Patient with Peds Department
Strategy #3 Lunch time Inservices

• “Tell us about …..”
• “How do you handle...”
• “Here’s what we see in Dental......”
• “One of our patients has this medical condition”
Linking Physicians to Oral Conditions
Strategy #4-Feed the Hungry- For FUN

- Luncheons in Dental Department
- Potluck Buffets/Dental Society Meetings
- “Cookoffs” with “celebrity” judges from other departments
Strategy #5

• Journal Club
• Sporting Events
• Early Morning Workouts
• **Toothbrush/Toothpaste Giveaways**
• Art Shows/Photography at the Health Center
• Wine Tastings at your House (fundraiser?)
• “Dental Champion of the Year” award
First Dental Exam: 12 months
Other Strategies

• Be available to talk about oral health
• Be affable and easy to reach
• Continue to educate by department the oral health manifestations of THEIR medical specialty- and use hospital meetings also!
• “Divide and Conquer”
• Don’t forget about front desk/managers and clinical staff of ALL departments
Any Questions? Comments?