



TRINA POULSEN, RDH, BSDH & SANTIAGO VALDEZ, RDH



INFINITE

HYGIENE CONSULTING

SPEAKER PACKET



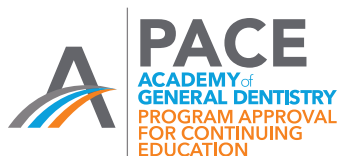


OUR EMPOWERING PRESENTATIONS PROVIDE DENTAL PRACTICES WITH GROWTH AND DEVELOPMENT

Trina Poulsen and **Santiago Valdez**, the co-founders of Infinite Hygiene Consulting, LLC, bring over 60 years of experience as dental assistants, hygienists, educators and facilitators. Their speaking presentations share sustainable systems and strategies for clinical empowerment, team enrichment, and increased practice growth and development. Their knowledge as Arbinger Institute facilitators fuels their results and benefits the high-performing teams and transformed dental practices they serve.

Santiago guides dental professionals in providing top level care for their patients while helping them to reach their full potential and practice success. He teaches a multi-pronged approach that addresses behavioral changes, communication, business development, leadership, and operational systems changes, culminating in a profitable and enjoyable practice experience.

Trina's career has provided her with diverse knowledge of internal business operations and the intricacies of evolving professional environments. She has been a leader and facilitator in her roles as an advisor to dental hygiene students, former President of the Washington Dental Hygienists' Association and leader in her community. Her experience as an educator prepared her to inspire individuals to feel a sense of purpose, autonomy, competence and desire for life-long learning.



INFINITE HYGIENE CONSULTING, LLC
(Nationally or Locally) Approved PACE Program
Academy of General Dentistry
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
07/01/23 to 06/30/2026
Provider ID# 377482



CLIENTS AGREE TRINA AND SANTIAGO'S DYNAMIC PRESENTATIONS BRING VALUE TO DENTAL PRACTICES

"I was not the least bit surprised when Santiago and Trina announced they had joined forces to become the ultimate hygiene consulting team. **Their combined experience and expertise has helped them develop a customized approach to guiding any hygiene department towards greater results.** I wouldn't hesitate referring any one of my clients to Infinite Hygiene." *Jen Bennett, OMNI Practice Group*

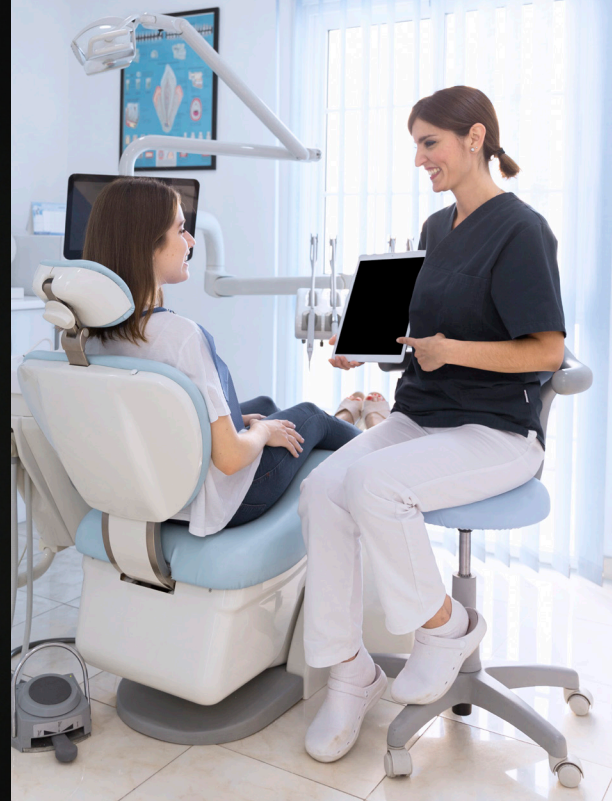
"I worked with Santiago for 7 years. His work ethic is second to none. **Santiago transformed my hygiene program into a clinical and financial success.** I couldn't have been happier with the results for my practice." *Dr. Ronald J. Trepainer, DDS*

"I have had the pleasure of working with Trina for over 20 years. She has a passion for hygiene that is matched by few. She is a gifted communicator with excellent clinical skills and a dedicated team player. **Trina's commitment to the hygiene profession drives her to share her knowledge.** Her training sessions would be of value to any office." *Dr. Anthony Santorsola, DDS*

SOME PAST PRESENTATIONS INCLUDE:

- Faber Study Club
- Hygiene Pankey Learning Group
- Pierce College Dental Hygiene Students
- Snohomish Dental Hygiene Component
- Greater Seattle Dental Hygiene Component
- Washington Dental Hygiene Association Symposium
- Shoreline College Dental Hygiene Students
- Rain City Study Club

HIRE TWO GREAT SPEAKERS FOR THE PRICE OF ONE!
BRING SANTIAGO AND TRINA TO PRESENT
FOR YOUR NEXT MEETING... **AT NO ADDITIONAL FEE!**



ELEVATE PRACTICE HARMONY THROUGH MINDFUL DENTISTRY

In this interactive, engaging seminar, discover strategies and tools for nurturing self-directed leaders.

Gain skills for communicating for connection, generating more respectful and authentic interactions with both team and patients. Learn a co-discovery process to move patients toward optimal oral health. Explore skills for having challenging conversations and how to effectively resolve conflict. Illuminate systems for hiring and retaining 'right fit' team members. Remove barriers in your practice that keep your team from reaching success!

In a world of increasing wages, lowered reimbursements, and a workforce shortage, the cost of doing dentistry continually rises. **What can your practice do to not only survive... but thrive?** Develop a culture based on trust, collaboration and commitment where team member actions and behaviors are in support of the practice's goals.

LEARNING OBJECTIVES:

- Generate collaboration, innovation, and fulfillment for the individual and the practice
- Recognize how to cultivate behaviors which improve the team's collective mindset
- Gain insight to lead more effectively through organizational and self-awareness
- Explore techniques for accountability and influencing positive change in others
- Understand conflict roles, resolution strategies, and how to promote practice values and trust
- Pinpoint techniques for asking the right questions in the right way
- Examine relationship vs. transactional dentistry — listening skills, humble inquiry and vulnerability
- Learn a co-discovery partnership approach for dentist and hygienist to move beyond "sell and tell"

SUGGESTED FORMAT: Full or Partial Day; Lecture, Workshop, Keynote

SUGGESTED AUDIENCE: Dentist and Team



ELEVATE PRACTICE PROFITABILITY THROUGH CURRENT TRENDS IN PERIODONTAL STAGING AND GRADING

Increase patient conversion and practice production with the actionable steps gained in this fast-paced, robust seminar. Calibrate your hygiene hand-offs to eliminate inefficiencies, inaccurate diagnoses, and improves patient standard of care. Learn a co-discovery strategy that invites the patient into the conversation about their oral health and strengthens communication between patient and team members. Gain clarity and confidence with the American Academy of Periodontology's revised classifications for periodontal and peri-implant diseases and conditions.

Explore AAP's diagnostic tools, assessments and considerations for providing a higher level of definitive diagnosis. Strengthen communication skills for helping patients move toward optimal oral health. Learn a co-discovery process which elevates patient awareness/ownership and standard of care. While the hygiene department is the backbone of the practice, it can also be a source of missed opportunities and lost revenue. **It doesn't have to be this way!**

LEARNING OBJECTIVES:

- Explore how staging and grading help us diagnose a patient's periodontal health
- Learn the factors that influence staging and grading of periodontal disease
- Illuminate how to utilize AAP Staging and Grading Periodontal Classification
- Identify levels of disease that might have previously been interpreted as healthy
- Discuss how to implement periodontal assessment and calibrate your hygiene hand-offs

SUGGESTED FORMAT: Full or Partial Day; Lecture, Workshop, Keynote

SUGGESTED AUDIENCE: Dentist and Team