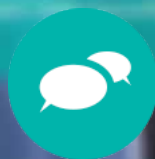




The Benefits of BDIA Membership



Introduction

As the voice of the dental industry, the BDIA champions the needs of our members, not only to benefit their business, but to benefit the industry as a whole, the profession and the public.

We do this by: representing the industry with Government; by working in partnership with national and international bodies and regulators; providing members with the very latest news and developments through extensive communications; implementing and championing campaigns to highlight the dangers of counterfeit products; and promoting members' products and services, having a presence at both UK and international industry events and exhibitions; providing intelligence and insight into key industry and regulatory issues, such as global and domestic trading issues, UK & EU MDR, conformity assessment issues and challenges to oral health provision.

Members gain exclusive access to statistics, research and surveys commissioned by the BDIA. We are able to offer advice to members on technical and regulatory issues. We have also developed a members-only forum to facilitate open communication between our member companies, thereby enabling discussions on topics pertinent to the industry, seeking advice and help from colleagues and peers from the BDIA community. In addition to all of this, BDIA member companies benefit from fantastic exhibition space discounts for **Dental Showcase**, the flagship dental industry event run by BDIA for over 80 years, and since 2017 has been operated by MA Exhibitions.

Our funds as an association are directed to the development of the dental industry.

There are 6 key areas in which BDIA membership benefits can be broken down -

Communications



Community



Insights



Events



Education



Support



Membership business leader testimonials

Gail Vernon, VSM Healthcare
testimonial



Dean Hallows, Dentsply Sirona
testimonial



Daniel Davis, J&S Davis
testimonial



Communications



- Our regular member communications share the latest industry news, updates and events.
- Our monthly e-newsletter includes detailed updates on industry issues, Technical and Regulatory matters. Additional e-Updates provide breaking news and the latest information on current issues of interest to BDIA members.
- Our members-only magazine, Dental Insider, provides a summary of industry and Association news to ensure members don't miss any updates.
- Dental Insider also offers special features and interviews on topical themes to support knowledge transfer across member company teams. Dental Insider is distributed to members in a hard copy form and is also available in a digital format to view online.





LATEST NEWS

Updates from the BDIA as they happen

Dental Infection Prevention & Control clarification & Fone-in-Friday at 3pm this week

Dental Infection Prevention & Control clarification

Following the UK Health Security Agency's withdrawal of its guidance on Infection Prevention and Control for seasonal respiratory infections in health and care settings (including SARS-CoV-2) for winter 2021 to 2022, the BDA has issued a clarification on the implications for dental care settings in England.

The BDA update confirms that practices must make their own decisions about how and when patients are treated and what PPE might be required, following the completion of a risk assessment.

Key points include:

- **Facemasks are no longer mandatory** - patients with respiratory symptoms who are required to attend for emergency treatment should wear a facemask/covering. All other patients are not required to wear a facemask. Health staff are not required to wear a facemask in non-clinical areas.
- **COVID screening questions are no longer required** - routine, pre-attendance screening is no longer an expectation.
- **Risk assessments should be completed**, though it is not mandatory to follow the Dental Framework template.

[Read the update](#)

[Download the Dental Framework](#)



TRAINING UPDATES



BDIA Dental Practice Sales Training Programme Survey

Dear member,

The BDIA is researching the idea of developing a blended sales training programme for dental practices that is aimed at treatment coordinators and staff who are involved in the sales process. The goal of the programme is to fill a potential requirement in the marketplace for this type of training programme. The training will be aimed at helping these members of staff to convert patient consultations into treatments and upskill their selling abilities.

To help us research this idea and ascertain if there is a requirement to develop such a programme, we are calling on members to complete a short survey based on what they offer their clients in a sales training capacity.

The objective of this survey is for research purposes and to identify what members are currently offering their dental clients in terms of sales training and support and to ascertain if there are any requirements for sales training programmes to be developed by the BDIA that is designed for the dental team, front of house staff and treatment coordinators.

[Take the survey here](#)



TECHNICAL & REGULATORY

Information and updates

BDIA Technical and Regulatory Update - May 2022

The Technical & Regulatory Update for May 2022 is now available in the Members Area of the BDIA website.

This month's update features new EU MDR guidance, an update on MHRA device registration, an EU-Turkey customs agreement on medical devices and more.

UK & EU

- MDCG guidance on borderlines under EU MDR
- MHRA device registration update and common registration issues
- Designation of Notified Bodies for EU MDR
- Standards update - EU MDR harmonised standards and dental implants
- European Commission report on delegated acts
- EU-Turkey customs agreement on medical devices
- Team-NB sector survey 2021

International

- US FDA progresses Voluntary Improvement Program
- US FDA updates medical device safety summaries

Best wishes,

Adam Stanley

Policy & Public Affairs Manager

[Technical & Regulatory Update - May 2022](#)



EXPORT NEWS

Representing the UK Dental Industry Internationally

IDEM Singapore 2022 postponed to October



Koelmesse, the organisers of IDEM Singapore, and the Singapore Dental Association have announced that the 2022 edition of the exhibition has been postponed.

The event, which had originally been due to take place from 8-10 April, will now take place from 7-9 October 2022. The decision was announced "in light of current travel and safety restrictions in the Asia-Pacific region".

"IDEM 2022 is intended as an in-person event where practitioners can exchange valuable knowledge, network with other professionals, and view new exhibits with the in-person element playing a central role in the overall IDEM experience. The decision to postpone IDEM to latter half of 2022 was not taken lightly despite receiving strong interest and bookings from exhibitors and country pavilions. Before restrictions were tightened due to the Omicron variant, IDEM would have been on track for the in-person event in April. Ultimately, our goal as the organisers of IDEM is to bring together the Asia Pacific dental community to experience the full offerings of IDEM in a safe manner" added Mr Matthias Kuepper, Managing Director of Koelmesse (Pte) Ltd.

[Read the press release](#)

BDIA Membership - Shaping the Future

BDIA Members' Club



MONTHLY NEWS

Monthly BDIA and industry news round up

May 2022

Dear Colleagues,

Welcome to this month's newsletter featuring information on UKCA regulation, Northern Ireland Protocol update, NHS activity, BDIA Conference and AGM and more.

We hope you find this newsletter useful and interesting. If you have any suggestions or would like to give us your feedback, please email info@bdia.org.uk.

Kind regards,
BDIA Team

[Technical & Regulatory Update - May 2022](#)

[BDIA Conference & AGM - 28th September 2022](#)

[Save the date!](#)



CONFERENCE NEWS

Latest information on BDIA Conferences and events



Will you be attending Dental Showcase?

Dear member,

Only a matter of days now remains before we welcome you back to the great dental event that is BDIA Dental Showcase 2022!

This is just a reminder that there is still time to register to attend Dental Showcase which opens on Friday 25th March.

All exhibition spaces are now sold out. However, you can still register to attend the event for free via the below link. We look forward to seeing you all soon.

[Register to attend Dental Showcase](#)

Email Communications Explained

- **Latest News** — Providing members with the latest news and information on current issues of interest to BDIA members. Frequency - as required - normally 2-5 per week.
- **Monthly News** — A roundup of news covering a range of content, from industry issues, Technical and Regulatory matters and events. Frequency - Monthly
- **Export News** — Information on international tradeshow and export news. Frequency - as required
- **Training Updates** — News, updates and developments on BDIA training programmes. Frequency - as required
- **Technical and Regulatory** — News on legislative changes from the UK, EU and further afield. Frequency - Monthly
- **Conference News** — Information on BDIA events including Midwinter Lunch, Annual Conference and AGM and Dental Showcase. Frequency - as required

Publication Communications

Dental Insider

Written by members of the industry, for the industry, Dental Insider is an informative, educational and entertaining publication that acts as a voice for the BDIA and a tool for communicating what's happening within the whole industry.

Dental Insider is read by a broad audience, making it an effective means of penetrating the UK dental industry.

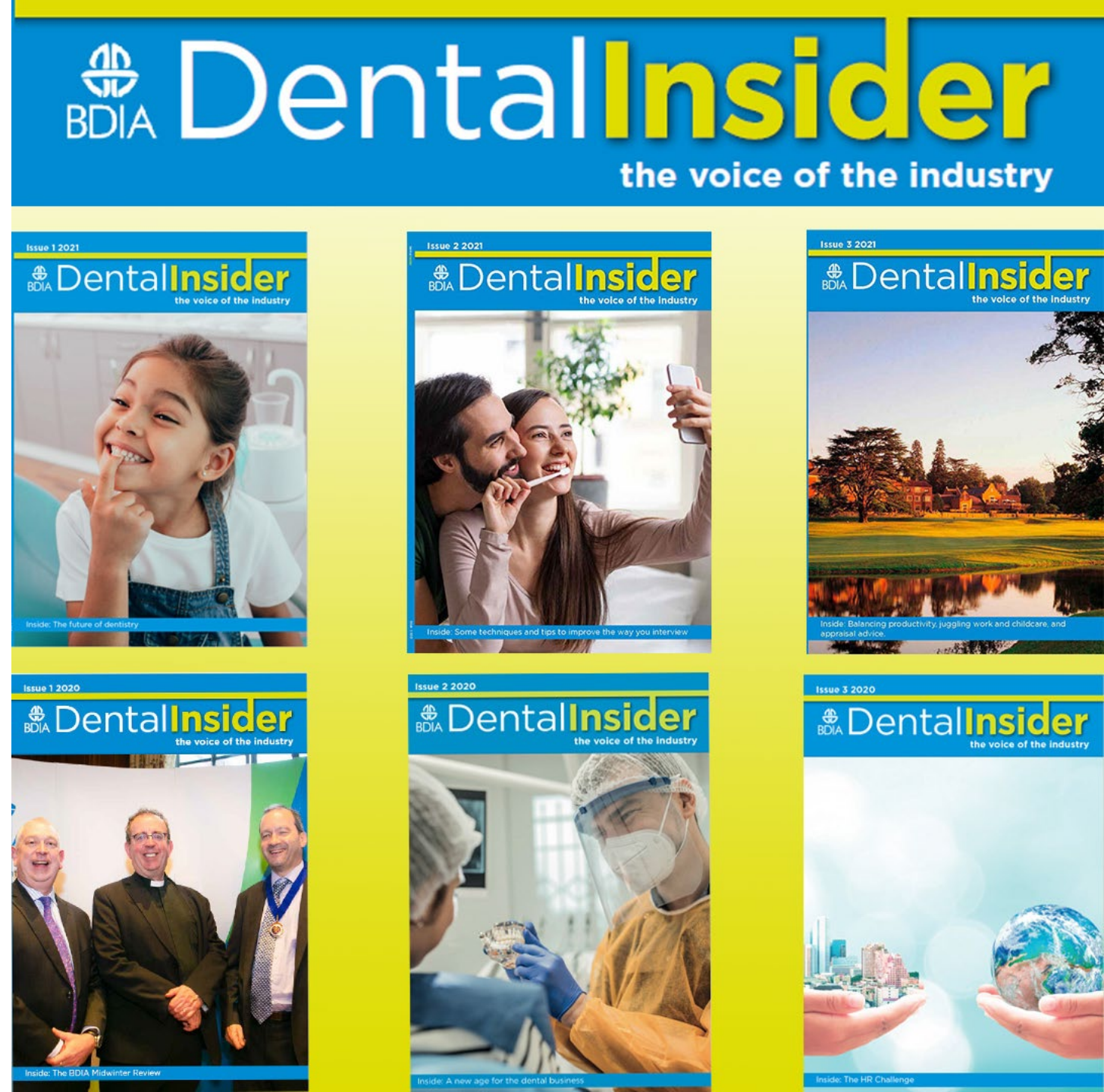
The Editorial Committee oversee the ongoing production of the magazine and have been vital to its development and success over recent years.

Dental Insider is published three times per year in spring, summer and winter issues.

Dental Insider Highlights:

- People news
- Company news
- Product launches
- Topical articles
- Business advice
- Lifestyle content

Read Dental Insider [here](#)



BDIA.org.uk

The BDIA website hosts a wealth of information from the members' Product Directory, member profiles and profession facing campaigns such as CSIDI and Think, the latest industry news and more

CSIDI

Think



Save now **ONLY £19.99**

Pay later

Using counterfeit and non-compliant dental devices is potentially dangerous to patients, users and to your GDC registration.

When purchasing dental equipment, particularly online, the person responsible should be aware of the risks of counterfeit and non-compliant instruments and devices, and exercise common sense and care. There should be systems in place to ensure that equipment is genuine, compliant and safe to use.

The Medicines and Healthcare products Regulatory Agency and the British Dental Industry Association strongly recommend that all purchases, however small, are made from a reputable supplier.

SO WHEN YOU THINK SUPPLIER THINK BDIA MEMBER

To find BDIA member dental suppliers visit www.bdia.org.uk/member-directory

Report anything suspect now at: www.pharmaceuticals.gov.uk

CSIDI
Counterfeit and Non-compliant Dental Devices Initiative

British Dental Industry Association
Product and Service Quality
© 2018 BDIA
© 2018 BDIA
© 2018 BDIA

in partnership with:
Medicines & Healthcare products Regulatory Agency
Medicines and Healthcare products Regulatory Agency
© 2018 BDIA
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CSIDI is a trademark of the British Dental Industry Association



CHOOSE PRODUCTS AND SERVICES FROM SUPPLIERS YOU CAN TRUST

Why Buy From BDIA Members

As BDIA members are bound by a comprehensive professional Code of Practice*, bespoke training and a common vision, choosing to do business with them means you can have confidence that you are choosing a supplier you can trust.

SO WHEN YOU THINK SUPPLIER THINK BDIA MEMBER

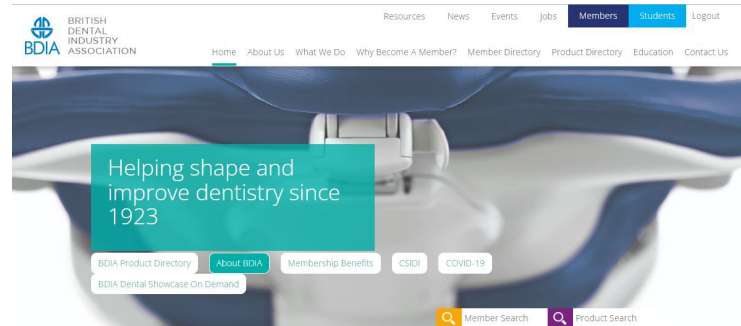
Find bdia member dental suppliers at www.bdia.org.uk/member-directory

The British Dental Industry Association (BDIA) is the UK's dental industry trade body. Since 1923 its members have been working closely with the dental profession to provide the quality, innovative and dependable equipment and services that you need day in day out.

BDIA **BRITISH DENTAL INDUSTRY ASSOCIATION**

T: 01484 782875 E: info@bdia.org.uk W: www.bdia.org.uk

*The British Dental Industry Association is a member of the British Dental Association, "The British Dental Association" is a registered trademark of the British Dental Association. A company registered in England & Wales with registration number 1408285.



Resources News Events Jobs **Members** **Students** Logout

Home About Us What We Do Why Become A Member? Member Directory Product Directory Education Contact Us

Helping shape and improve dentistry since 1923

BDIA Product Directory About BDIA Membership Benefits CSIDI COVID-19 BDIA Dental Showcase On Demand

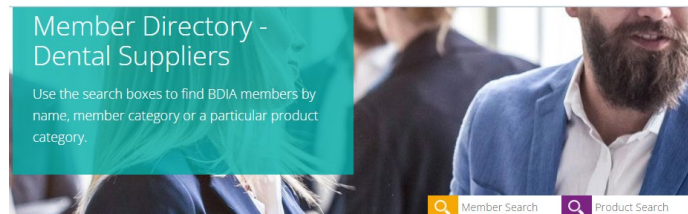
Member Search Product Search

About the BDIA

The UK association for the dental industry.

The British Dental Industry Association (BDIA) is the UK's national trade association, representing and supporting the collective interests of manufacturers and suppliers of dental products, services and technologies. The BDIA has a member community of over 104 companies.

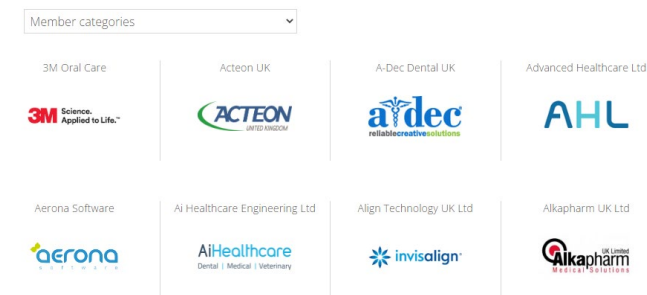
The BDIA plays a pivotal role in driving standards for the provision of quality oral healthcare.



Member Directory - Dental Suppliers

Use the search boxes to find BDIA members by name, member category or a particular product category.

Member Search Product Search



Member categories

3M Oral Care	Acteon UK	A-Dec Dental UK	Advanced Healthcare Ltd
3M Science. Applied to Life.™	ACTEON ORTHO MEDICAL	a1dec reliable creative solutions	AHL
Aerona Software	AI Healthcare Engineering Ltd	Align Technology UK Ltd	Alkapharm UK Ltd
aerona	AI Healthcare Dental Medical Veterinary	invisalign	Alkapharm UK LIMITED

BDIA Product Directory

A DIRECTORY OF DENTAL PRODUCTS AND SERVICES FROM SUPPLIERS YOU CAN TRUST

Product categories

To make life a bit simpler we have grouped together dental equipment, dental supplies and dental services available from BDIA members into 23 key categories that are essential for running a dental business.

Find out more about the BDIA Product Directory below.



Product Search **BDIA**

www.bdia.org.uk/product-directory

Social Media Communications

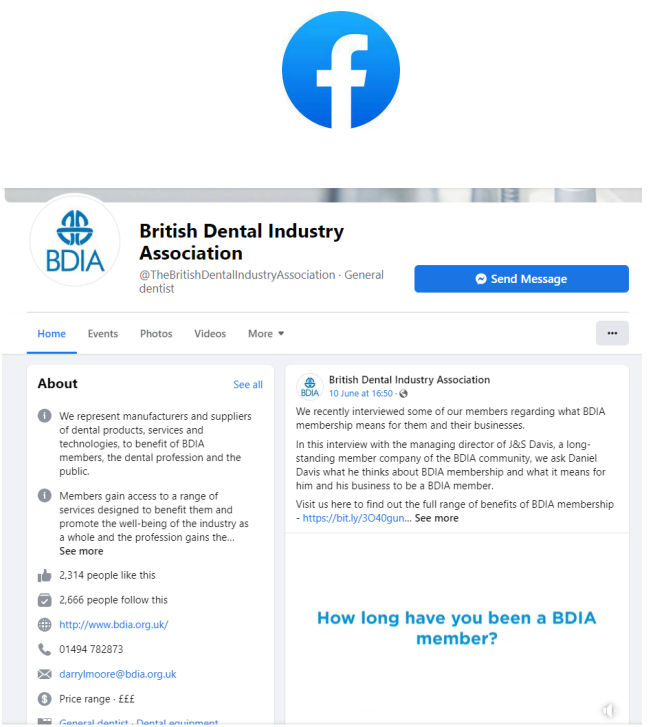
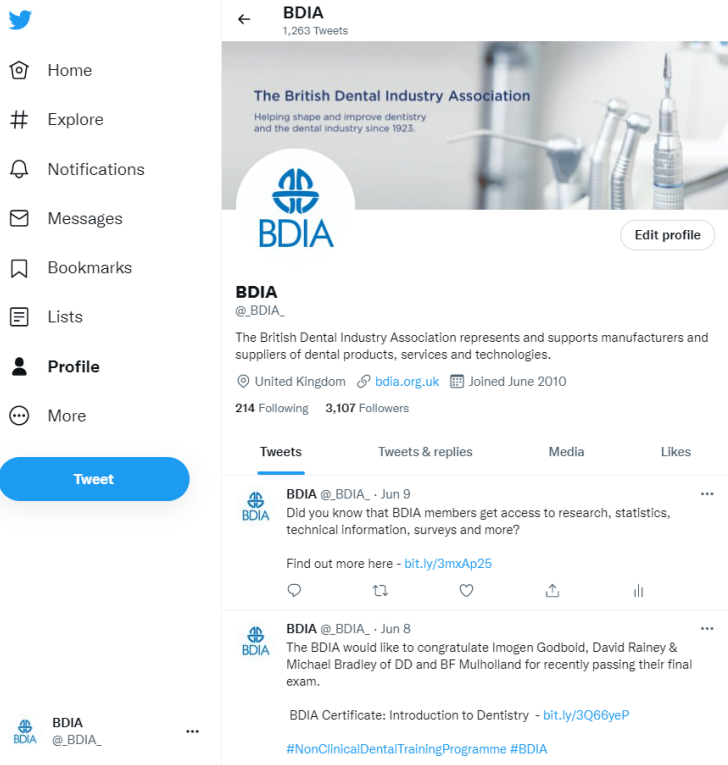
Stay connected and up to date with BDIA news, events, conferences, training updates and membership benefits via Twitter, LinkedIn and Facebook.

Connect with us here:

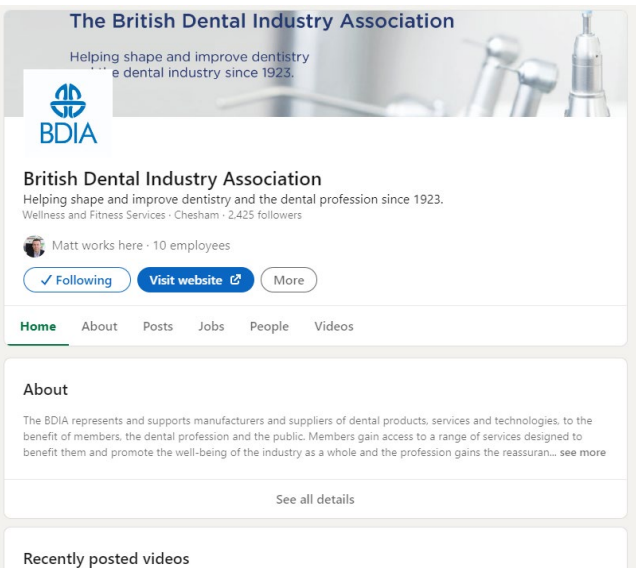
Facebook – @TheBritishDentalIndustryAssociation

Twitter – @_BDIA_

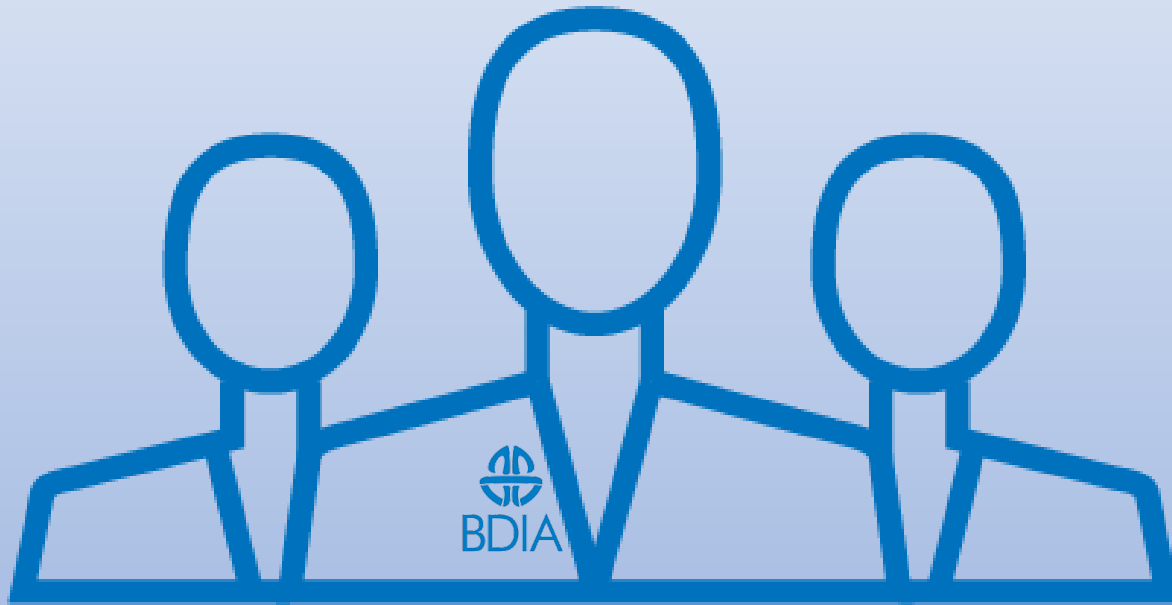
LinkedIn – British Dental Industry Association



See more of British Dental Industry Association on Facebook



Community



The BDIA community is built on a strong foundation of knowledge, expertise and values.

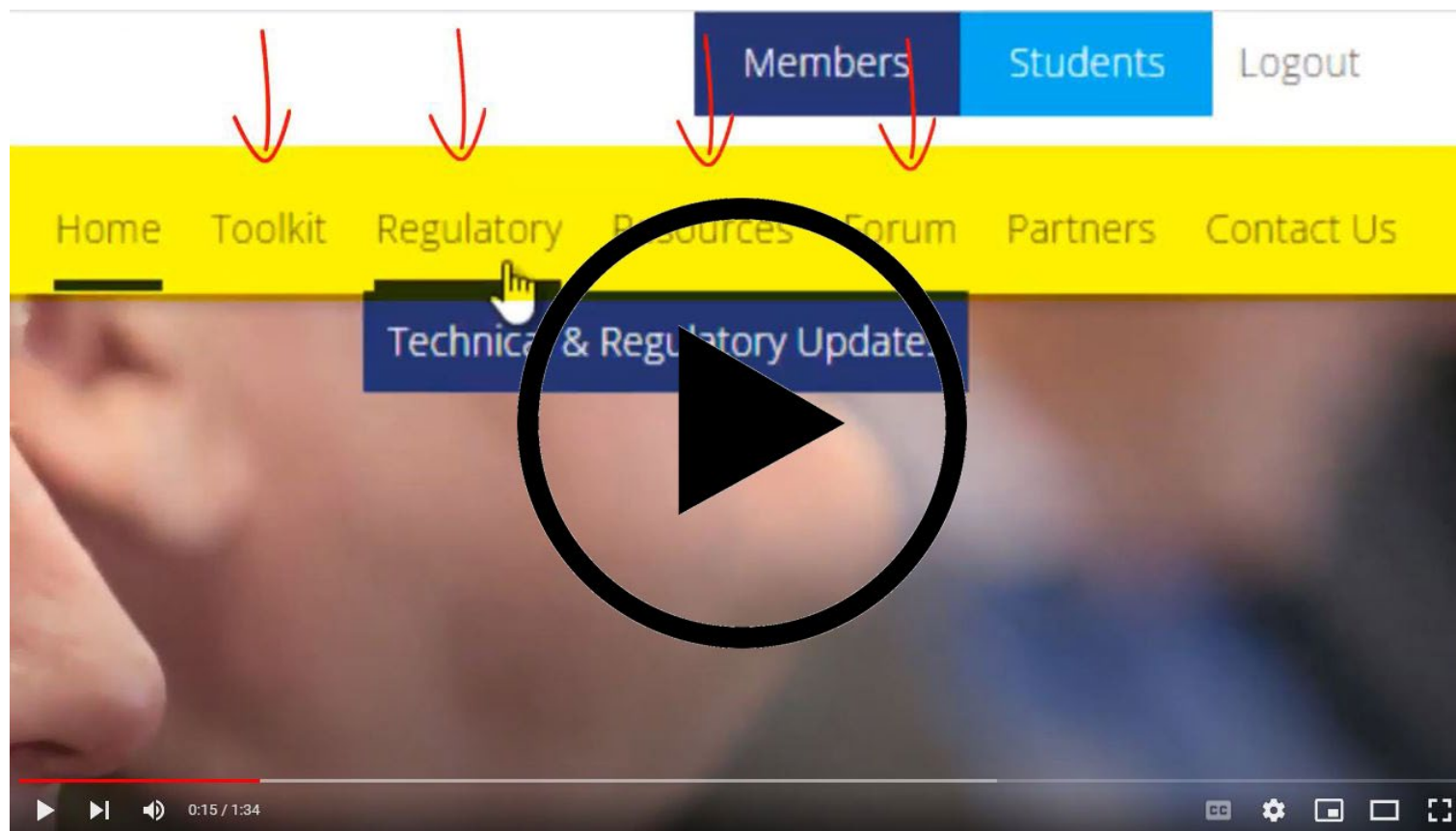
A members-only online area holds information on the latest activities on which the industry is focusing. It is also where members can access latest news, support and advice, policies, research and statistics.

Our members also benefit from a secure forum where they can ask colleagues and peers for help and advice, and reciprocate based on their own knowledge and area of expertise.

Additionally, access to the online toolkit offers members the opportunity to update their company profile, as well as advertise recruitment opportunities and upload their product and services to the BDIA Product Directory.

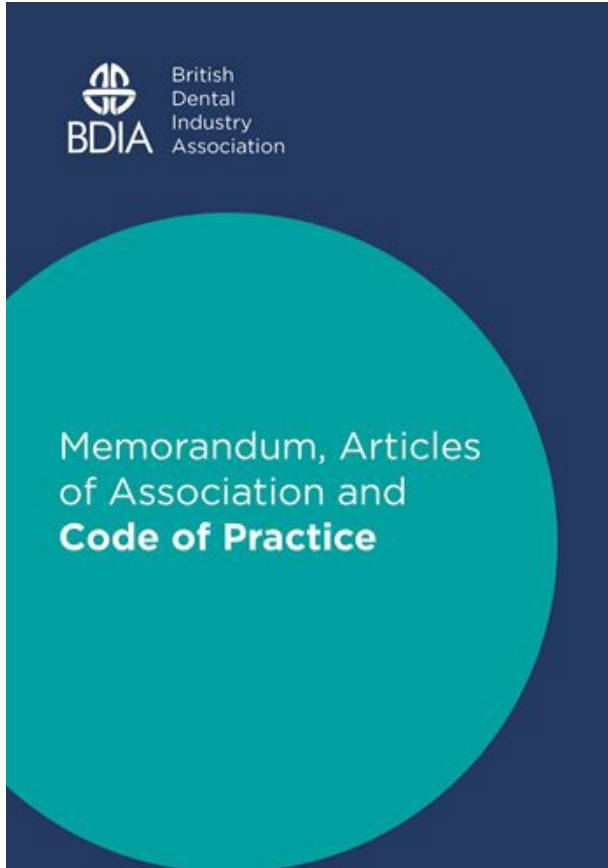
The BDIA Members' Area Explained

Watch the Members' Area Navigation and Explainer Video below



If you would like additional colleagues assigning to the BDIA Members' Area to access our membership benefits, please contact darrylmoore@bdia.org.uk.

BDIA Code of Practice



All of our members adhere to our comprehensive Code of Practice.

This includes:

- Interactions with Healthcare Professionals
- Unlawful Payments and Practices
- Competition/Antitrust and Procurement Laws
- An appendix outlining the BDIA Complaints Procedure

This Code of Practice has been developed to ensure that the highest standards of self-discipline are enshrined in the conduct of Members of the Association. The Code is considered to be highly desirable because Members believe that their commitment to providing high quality, effective products and services brings major benefits to the dental health of the nation and the country's economy. Members are thus required to operate a Quality Assurance system which complies with the appropriate standards where this is not already a legal requirement.

View the [Code of Practice](#)

Promoting Member Networking and Co-operation

The BDIA promotes member networking and co-operation between member companies by creating a close community that encourages communication and an atmosphere of working together for members with common interests and goals to connect and benefit from each other's expertise.



Promoting The Association and Its Members

The BDIA promotes the Association and its members to the dental profession and outside organisations and bodies to enhance industry image and perception.

This is achieved through a communications mix and regular marketing activity to give a firm presence of the BDIA, its members and activities.

An example of this can be seen in these marketing campaigns used to promote BDIA members and their products to the profession.



CHOOSE PRODUCTS AND SERVICES FROM SUPPLIERS YOU CAN TRUST



Why Buy From BDIA Members

As BDIA members are bound by a comprehensive professional Code of Practice, bespoke training and a common vision, choosing to do business with them means you can have confidence that you are choosing a supplier you can trust.

SO, WHEN YOU THINK SUPPLIER THINK BDIA MEMBER

Find bdia member dental suppliers at www.bdia.org.uk/member-directory

The British Dental Industry Association (BDIA) is the UK's dental industry trade body. Since 1923 its members have been working closely with the dental profession to provide the quality, innovative and dependable equipment and services that you need day in day out.

**BRITISH DENTAL INDUSTRY ASSOCIATION**

T: 01494 782873 E: info@bdia.org.uk W: www.bdia.org.uk
The BDIA is a not-for-profit organisation. The BDIA is a company registered in England & Wales with registration number 3488299.



Looking for suppliers you can trust for your dental business?



Play (9)

0:00 / 0:40

The British Dental Industry Association Certificate: Introduction to Dentistry

Upskill your **non-clinical** practice team and expand their capabilities to help **drive results** for your dental business



Perfect as part of a company induction

Start learning online today
24/7 online course access and online examination

The British Dental Industry Association's certificate is an ideal learning resource for members of the dental team who do not come from a clinical background; for example, treatment coordinators, receptionists, and practice managers at dental surgeries.

Developed by specialists, the BDIA Certificate: Introduction to Dentistry delivers benchmark training standards within the dental industry. The course is designed to build knowledge and understanding of dentistry, oral anatomy, dental treatments, equipment and an appreciation of the work of the dental team and profession.

The BDIA Certificate: Introduction to Dentistry consists of 11 self-learning modules, ranging from a general introduction to dentistry and dental practices, an oral anatomy overview, through to oral surgery, dental equipment, laboratory procedures, infection control and implants.

BDIA Certificate: Introduction to Dentistry is suitable for self-learning and supervised training as part of a company induction programme.

BRITISH DENTAL INDUSTRY ASSOCIATION
British Dental Industry Association
Hemel Hempstead, Bucks
HP1 1LS
T: 01494 782873
E: info@bdia.org.uk
W: www.bdia.org.uk
A company registered in England & Wales with registration number 3488299.
This certificate will be awarded to students after successfully passing the online exam.

[Visit BDIA.org.uk](http://www.bdia.org.uk) and click education to enrol



THE BDIA ONLINE PRODUCT DIRECTORY

FIND EVERYTHING YOU NEED FOR YOUR DENTAL BUSINESS REQUIREMENTS FROM BDIA MEMBERS



Visit the directory today
www.bdia.org.uk/product-directory

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A company registered in England & Wales with registration number 3488299.
The BDIA Code of Practice and Code of Ethics are available on the BDIA website - www.bdia.org.uk.

SO, WHEN YOU THINK SUPPLIER THINK BDIA MEMBER



Save now
Pay later

ONLY £19.99

Using counterfeit and non-compliant dental devices is potentially dangerous to patients, users and to your GMC registration.

When purchasing dental equipment, particularly online, the person responsible should be aware of the risks of counterfeit and non-compliant instruments and devices and ensure common sense and care. There should be systems in place to ensure that equipment is genuine, compliant and safe to use.

The Healthcare and Healthcare products Regulatory Agency and the British Dental Industry Association strongly recommend that all purchases, however small, are made from a reputable supplier.

SO, WHEN YOU THINK SUPPLIER THINK BDIA MEMBER

To find BDIA member dental suppliers visit www.bdia.org.uk/member-directory

Report anything suspect now at www.patwardonline.gov.uk

**CSIDI**
CONSUMER SUPPLY INDUSTRY DEVELOPMENT

Medicines and Healthcare products Regulatory Agency
25 South Colindale Avenue
London NW9 1EQ
020 8654 5800
© consumer@mhpra.gov.uk

Visit the BDIA Members' Product Directory







Play (9)

0:00 / 1:13

www.bdia.org.uk/product-directory

Insights

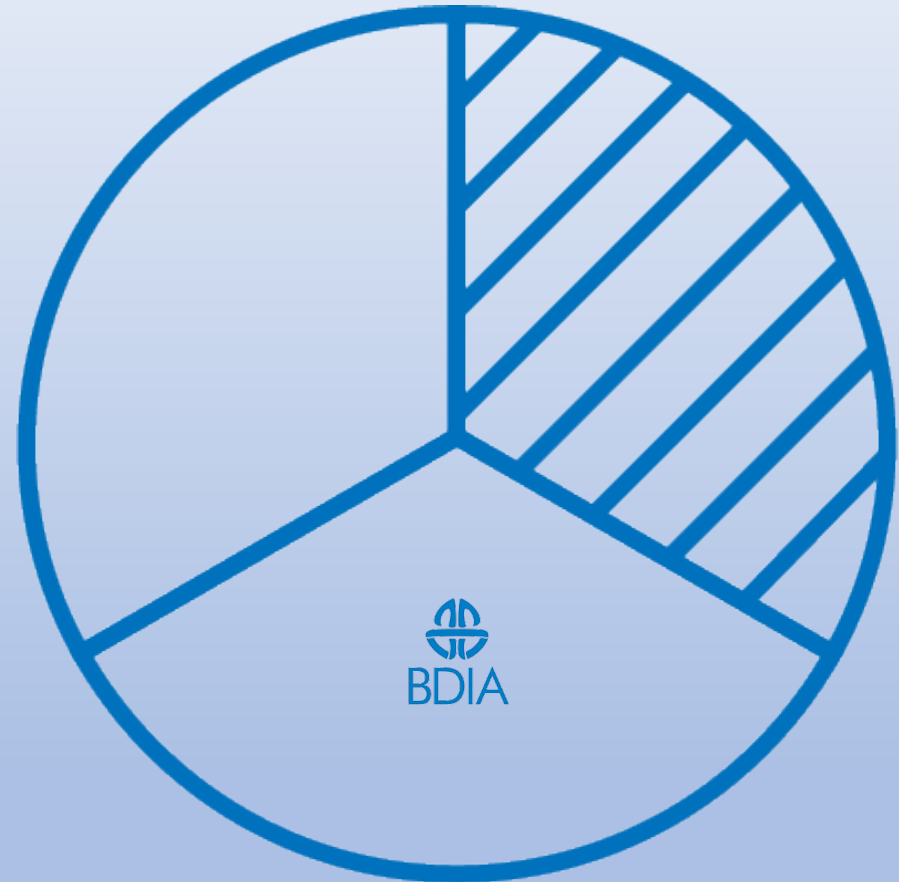


The BDIA provides robust industry insights to members to help support decision making. This easily accessible information saves members both time and resource, and ensures latest available data is at their fingertips.

Spotlight serves as our flagship statistics publication. Published annually, it gathers together all of the Association's regular research activity and also features the Dental Profession Overview. Exclusive to BDIA members, this comprehensive review of the composition, profitability and expenditure of the profession features years of trend data and offers a valuable insight into changes within the profession.

The Association's Statistics Committee works on a range of surveys and research throughout the year, including the Dental Products Business Conditions Survey, Technology & Trends Survey and Buyer Behaviour Survey.

Other research is undertaken on an ad-hoc basis in response to current events, such as our survey examining the impact of the coronavirus pandemic on the dental profession's activities and preferences.



Membership Insight Publications

For the full range of BDIA surveys, click [here](#)



Spotlight is our flagship annual statistics publication, compiled exclusively for members by the Statistics Committee. It contains the comprehensive Dental Profession Overview, as well as collating our other research and surveys undertaken during the course of the year.

[View Spotlight here](#)



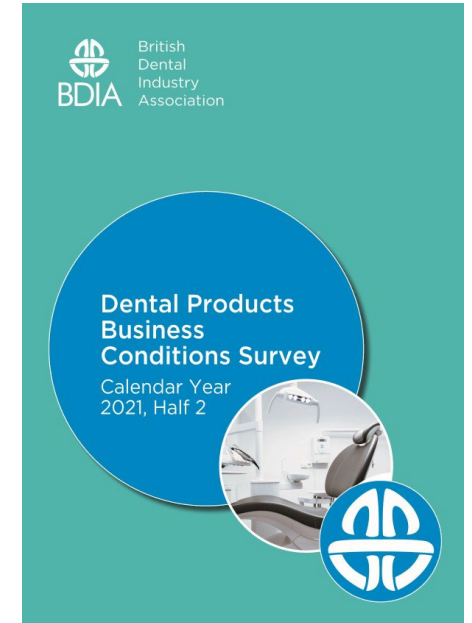
The Buyer Behaviour Survey explores preferred methods of planning, placing and (for large equipment) financing purchases. Further insights include methods of engagement with sales representatives, key decision factors in trying new products as well as influences when choosing a new supplier.

[View the Buyer Behaviour Survey here](#)



This survey examines the dental profession's attitudes towards a range of new and existing products and technologies, while also gathering data on procedure volumes and training preferences.

[View the New Technology & Trends In The Dental Surgery here](#)



The Business Conditions Survey, conducted every six months, reviews BDIA members' sentiment on current business conditions and future expectations across a number of key indicators, including: sales volumes, selling prices, input costs, administrative costs, wage costs, workforce size and regulatory costs.

[View the Dental Products Business Conditions Survey here](#)

Events



Members networking events are a key feature in the BDIA membership calendar - we aim to facilitate useful meetings with colleagues, peers and industry professionals to develop opportunities and connect with the best businesses within the industry.

The annual Summer Conference and Midwinter Lunch are the key industry events. As well as networking they also include a business and social programme, and an opportunity to see the latest activities and news from the BDIA.

Additionally, a range of seminars and webinars throughout the year, utilising expert speakers, are organised by the BDIA to further members' understanding in key areas of new legislation, policy and topical industry issues.



Events

Dental Industry Events

From exhibitions to awards ceremonies, you'll find all industry related events here.

Events form a key part of the dental industry calendar, they are not only a great way for members to showcase their latest products and services, but to also network and interact with colleagues and peers.

Members benefit from a discount on physical Dental Showcase events.



BDIA Annual Conference

Every summer the BDIA holds its annual conference.

Giving members of the BDIA the opportunity to come together for a feature filled conference each year, including the AGM, technical meetings, industry speakers, special guest speakers and lots of networking possibilities.



BDIA Midwinter Lunch

The BDIA annual festive networking event in London.

The BDIA Midwinter Lunch provides members with a round up of the Associations activities throughout the year, with sessions from key industry speakers, as well as a special guest speaker and plenty of time to network with colleagues and peers from the industry.



Events Continued

In addition to the BDIA Summer Conference and AGM and Midwinter Lunch events, the BDIA also provides its members with free online webinars and paid for conferences throughout the year.

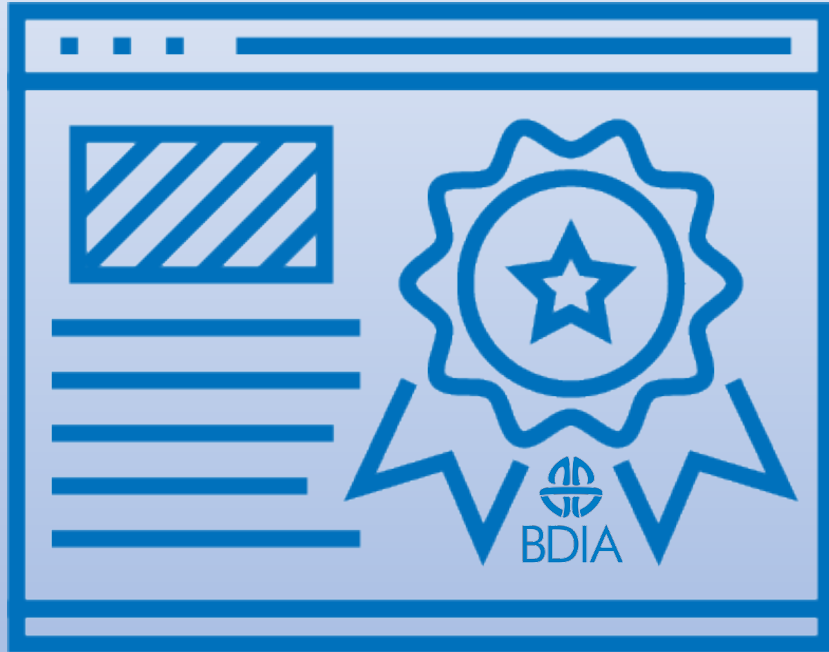
These events, utilising expert speakers, are organised by the BDIA to further members' understanding in key areas of new legislation, policy and topical industry issues.

[Fone-in-Friday](#)

Every week on Friday, the BDIA invites its members to join Fone-in-Friday for an open, informal teleconference chat with BDIA staff and any other members to discuss and share dental industry issues, concerns, updates and news. This is a great platform for members to speak directly with the BDIA on a weekly basis if they want to ask questions, share thoughts and stay up to date.



Education



A number of education and training opportunities are available to member companies to enhance their skills and supply a quality service to their customers.

The BDIA Certificate: Introduction to Dentistry, written by industry experts, allows customer-facing employees to develop an understanding of the dental industry and profession. This course is available as a self-learning package, supervised training or even acts as a company induction tool.

BDIA Certificate: Introduction to Dentistry

Developed by specialists, The BDIA Certificate: Introduction to Dentistry delivers benchmark training standards within the dental industry.

Worth 20 hours of verifiable CPD, our certificate is an ideal learning resource for anyone in the dental industry who does not come from a clinical background; for example, customer facing dental company staff including sales teams, customer services staff, marketing departments and managerial staff, as well as receptionists and practice managers at dental surgeries. The course is designed to fast track knowledge and understanding of the industry and profession, giving students an insight into the basics of dentistry, dental equipment and an appreciation of the work of the dental team.



Features of the programme

The BDIA Certificate: Introduction to Dentistry offers registrants an in-depth learning resource with the following benefits:

- Completely online learning experience including final exams.
- Accessible 24/7.
- Interactive and engaging material that encourages learners to click, scroll and reveal information.
- 11 module subjects break down the learning experience into digestible chunks.
- A competitively priced programme.
- Developed by specialists.
- 2 years completion window from day of activation.

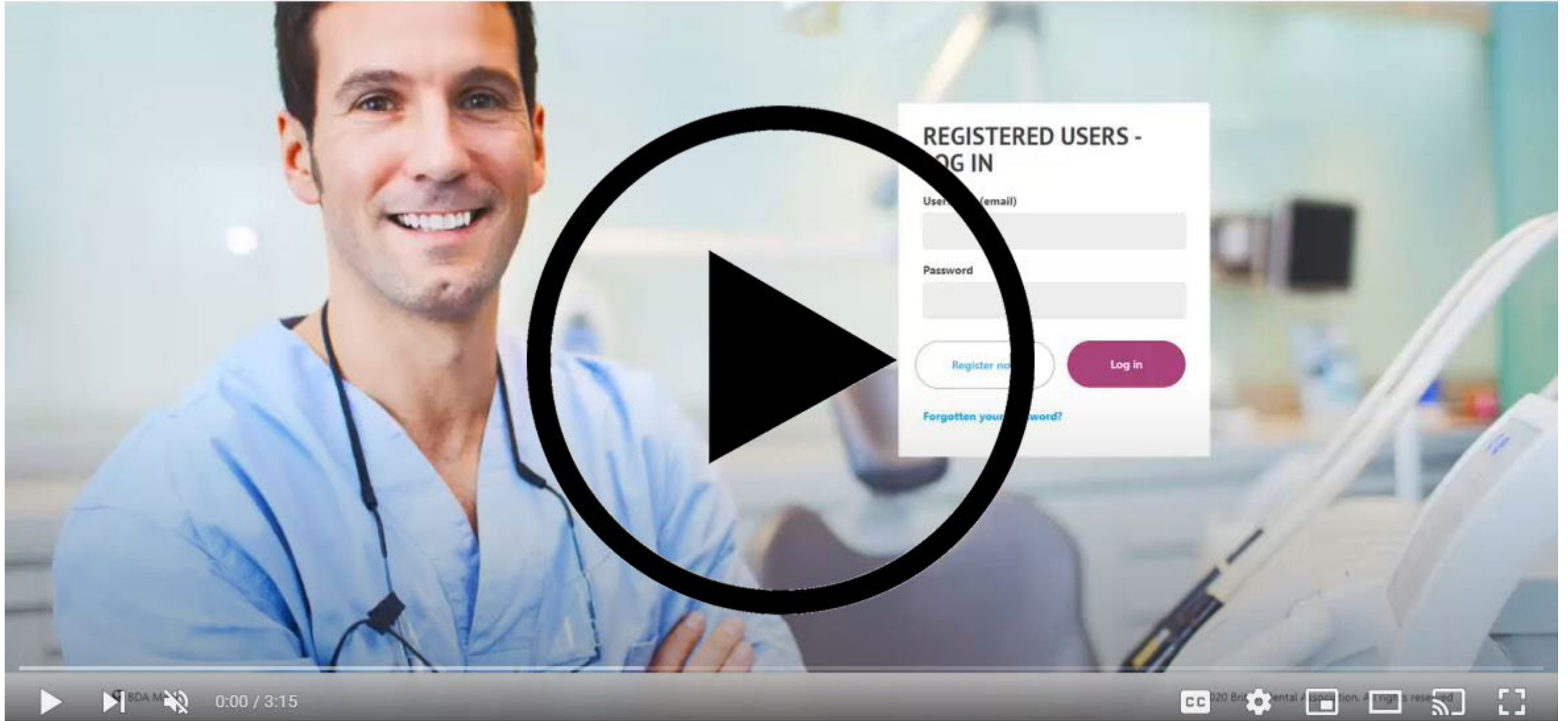


Benefits of the programme

- Registrants will develop their skills to help drive results for in their dental businesses.
- The programme will help registrants become confident communicators backed by the knowledge they have gained during the programme.
- Programme delegates will develop a thorough understanding and knowledge of what is required to work within the industry.
- The programme is competitively priced compared with other programmes of a similar nature.



Programme user interface and navigation



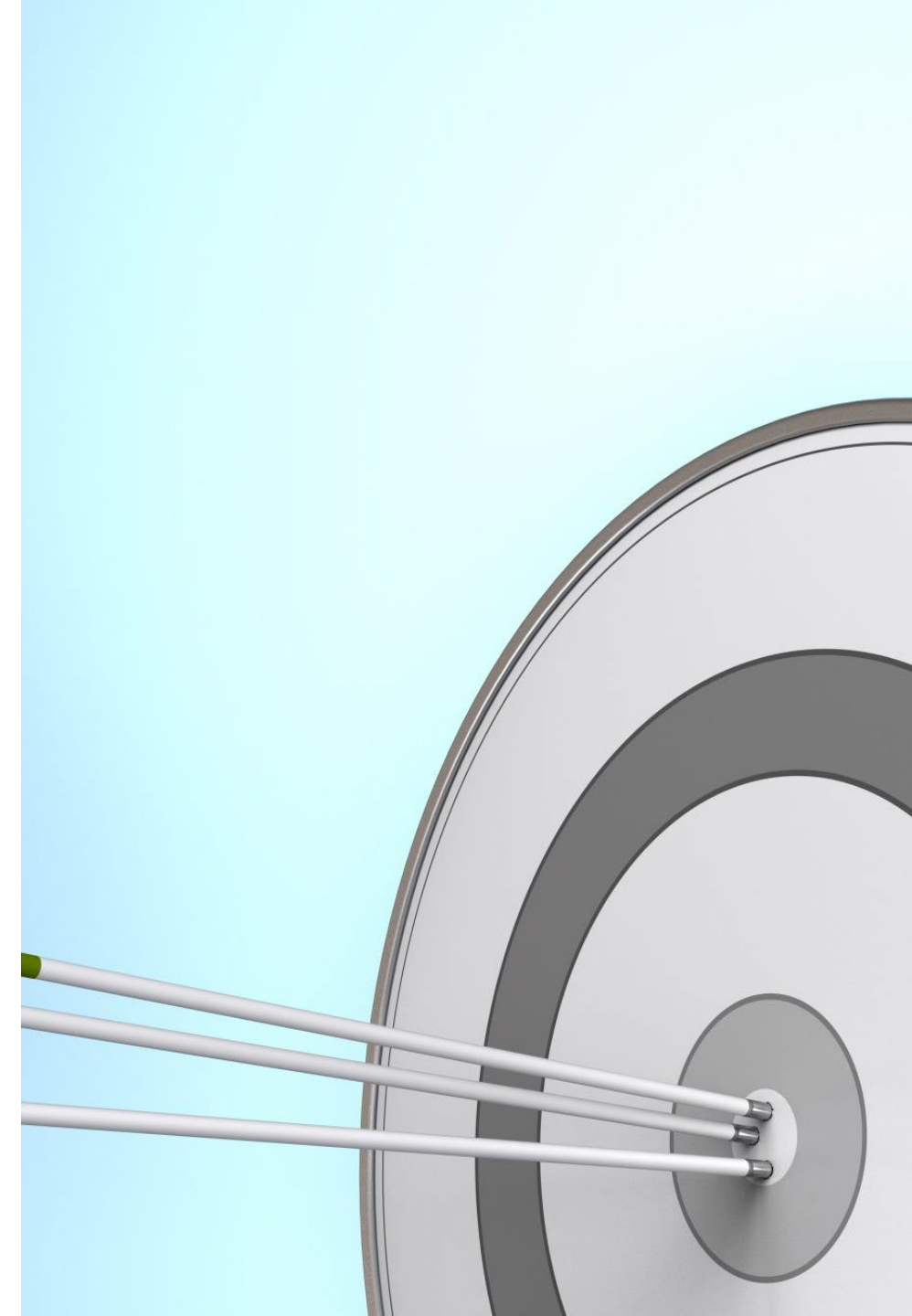
Programme breakdown

- **Module 1:**
Introduction to Dentistry
This module gives an overview of how dentistry is delivered to the population of the UK, the clinicians, and others who are involved.
- **Module 2:**
Oral & Dental Anatomy
This module provides the basic underpinning knowledge of dental anatomy, physiology, terminology and dental charting.
- **Module 3:**
Oral Health & Disease
This module describes the most common oral diseases and conditions and discusses methods of prevention.
- **Module 4:**
Oral Hygiene
This module describes a range of oral hygiene aids, uses and how patients can ensure they are utilising the right methods to meet their needs.
- **Module 5:**
Diagnosis & Radiography
This module describes the process of an oral examination and the equipment used in oral radiography.
- **Module 6:**
Restorative Dentistry
This module describes the disciplines of restorative dentistry, as well as the development of dental materials used.
- **Module 7:**
Dental Technology & Laboratory Procedures
In this module you will understand the skilled nature of the work of dental technicians and the various stages in lab procedures.
- **Module 8:**
The Dental Environment & Equipment
In this module you will understand the dental environment, surgery design and functions of dental equipment.
- **Module 9:**
Infection Control in Dentistry
In this module you will understand the need for infection control, standard precautions and the laws relating to cross-infection.
- **Module 10:**
Minor Oral Surgery, Anaesthesia & Sedation
This module describes the various minor oral surgical procedures that may be performed and the use of oral sedation.
- **Module 11:**
Implant Dentistry
This module describes dental implants, how the treatment works and the clinical indications dental implants are appropriate.



Module objectives

- **Module 1:**
Introduction to Dentistry
Understand how dentistry is delivered in the UK, the professional bodies, training and regulations involved.
- **Module 2:**
Oral & Dental Anatomy
Identify the teeth and their functions.
- **Module 3:**
Oral Health & Disease
Explain the various dental diseases and how they can be prevented.
- **Module 4:**
Oral Hygiene
Recognise the importance of oral hygiene advice and aids in preventing disease.
- **Module 5:**
Diagnosis & Radiography
Identify the different types of radiographic equipment and films used in dental practice.
- **Module 6:**
Restorative Dentistry
Outline the aims and disciplines of restorative dentistry.
- **Module 7:**
Dental Technology & Laboratory Procedures
Explain the work of the dental technician and their relationship with the dentist.
- **Module 8:**
The Dental Environment & Equipment
Appreciate the design and function of the dental surgery and equipment.
- **Module 9:**
Infection Control in Dentistry
Identify the regulations and precautions adopted for infection control in dentistry.
- **Module 10:**
Minor Oral Surgery, Anaesthesia & Sedation
Understand the use and need for anaesthetic and sedation in oral surgery procedures.
- **Module 11:**
Implant Dentistry
Explain implant dentistry and its role in the range of clinical treatments available to patients.



Final examination and passing the programme

- Delegates have 90 minutes to complete the final programme exam.
- The online exam consists of 132 questions.
- Delegates are invited to answer all the questions. There is no negative marking.
- The pass mark is 60%.
- Distinction is awarded to candidates achieving 80% or above.
- Certificates will be emailed to delegates once they have passed the exam.





Business leader testimonials





Delegate reviews

What have you learned from this course?

Responses

I learned more about my role.

Very informative for a non-clinician

The basics of dentistry & an understanding of how it works.

A lot about general dentistry.

A lot more than I knew beforehand.

A lot more about dentistry terms and procedures and oral anatomy.

An awful lot about dentistry! After 2 and a half years in dental, I knew a little about all of the modules but this course helped expand my knowledge 10-fold!

I have learnt more about dentistry.

Really extended my implant knowledge.

This course gives a good basic background to dentistry and the industry we work in.

How will you put what you have learnt into practice?

Responses

I will put my new knowledge into my job role.

Everyday at my new job in Digital Marketing.

I Will be able to communicate with dentists better.

Applying my knowledge in the office.

Understanding dental terminology and dental procedures will help when talking to dental professionals about dental complaints. Dentists are our target customer, and the course has helped me to better understand them, the issues they face and what their jobs entail.

My current role means I listen to dental complaints daily which will help me.

Speaking more knowledgeably with dentists.

It is really good to be able to understand the language of dentistry and feel more equipped to speak with dentists.

What did you like about the programme?

Responses

Good all round course for beginners.

The BDIA course was great. I learned so much to further my knowledge & progress my career in the dental industry.

Well laid out course, easy to follow. Like that you can retake the module quizzes as many times as you like.

Really helpful and a great insight into the dental world.

Excellent introduction to dentistry, included almost everything you every wondered about.

Overall I found the course easy to understand and very thorough - it has helped me to expand my knowledge of dentistry 10-fold!

I likes that the course covered all areas.

This is a well thought through course which will give anyone working in the industry more confidence to be able to work and communicate with dentists.

BDIA Exclusive Members' Sales Training Programme – Inspire, Influence, Sell



About the Programme

The BDIA has partnered with Justin Leigh to bring its members an exclusive training programme at a very competitive price point.

This BDIA exclusive members' programme teaches the full sales process from, 'Making successful first contact' through to 'Developing Long term Loyal Customers'.

Before any delegates enrol on the programme, their selling effectiveness is measured and benchmarked against a database of over 1,200 sales professionals in the UK who have taken the Sales Acceleration Scorecard.

The programme breaks down each stage of the selling journey into easy to learn and apply 1 hour webinars.

You and your team will learn the fundamentals of the sales process and discover how to gain your own competitive advantage, through a consultative selling and influencing approach.

These complete sales training webinars are an excellent investment opportunity for members and their teams, enabling you to benefit from Justin Leigh's skills, expertise and extensive experience.



Justin's experience includes over 20 years working for bluechip companies leading large sales and business teams.

He founded Focus4Growth in 2018 to help sales leaders and teams in the dental industry, by sharing what he's learned from working for (and with) many of the world's fastest-growing companies.

What's New for the 2022 Programme

- A Sales Acceleration Scorecard & Development Plan for each attendee.
- A PDF personal development report showing your sales skill level and a plan to improve in the highest impact areas of selling
- Before any delegates enrol on the programme, their selling effectiveness is measured and benchmarked against a 1,200 other UK sales professionals. This enables you and your teams to better understand your own strengths, development areas and blind spots, and to identify the highest priorities for development.
- Implementation with the INSPIRe Sales Toolkit – an interactive toolkit designed to be a 'bible' for sales professionals to refer to that includes, planning sales tools, progress measurement tools and workbooks to complete.
- Inspire sales process reminder cards - a great reference tool for sales professionals to refer back to when preparing for key customer meetings.
- Additional sales workbooks and sales assets



What Do I Get When I Enrol?

- Join a High Performing Dental Sales community.
- eLearning Portal – access any time, any where.
- Principles & Models from Inspire, Influence, Sell.
- Clear Actions after every session.
- Access to the Webinar/Workshop.
- A copy of each workshop recording.
- Inspire sales process reminder cards.
- Access to a student WhatsApp group to ask Justin questions and discuss course topics.
- Q&A Access.
- PDF of the slides from each web class.
- Signed paperback copy of Justin Leigh's INSPIRE, INFLUENCE, SELL (Amazon Best Seller).
- E-copy of the INSPIRE, INFLUENCE, SELL manuscript.
- Instant access to the 'Cultivating a Positive Growth Mindset' online programme.

Email darrylmoore@bdia.org.uk to enquire about the programme and pricing.



Support



Members networking events are a key feature in the BDIA membership calendar - we aim to facilitate useful meetings with colleagues, peers and industry professionals to develop opportunities and connect with the best businesses within the industry.

The annual Summer Conference and Midwinter Lunch are the key industry events. As well as networking they also include a business and social programme, and an opportunity to see the latest activities and news from the BDIA.

Additionally, a range of seminars throughout the year, utilising expert speakers, are organised by the BDIA to further members' understanding in key areas of new legislation, policy and topical industry issues.



Support for Members

- Technical & regulatory support
- General member questions/enquires support
- Think BDIA member campaign - promoting members to the dental profession
- CSIDI campaign - raising awareness of counterfeit dental devices to the profession
- Online members' Product Directory & Company Profiles
- 24/7 Business Support helpline
- BDIA Dental Showcase exhibition stand discount
- BDIA Committees - Council, Statistics, Editorial, Commercial, Centenary Working Group



BDIA Partners

Employment Law, HR and Health & Safety Services



With Over 75 years supporting successful UK businesses Croner's award winning HR, employment law and health & safety services free you from admin, remove your legal risk and give you more time to grow your business. How do we do it?

Through industry-leading software that cuts the time you spend on workforce management. By providing you with 24/7 expert advice on any workforce challenge. And by giving you access to a team of legal experts ready to fight your case if you face an employee dispute, grievance or tribunal.

We're like hiring an HR team, a health & safety manager and an employment law solicitor all in one. That's why 8,600 UK businesses rely on us to keep them safe and successful. You can do the same.

As a BDIA member you are able to access our Business Support Helpline for comprehensive telephone advice on Tax, VAT, Payroll, Employment & Personnel, Health & Safety and Commercial Legal matters.

Call **0844 561 8133**

If you don't know your Croner membership number, contact darrylmoore@bdia.org.uk to acquire it.

Your BDIA Team

Talk to us

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BDIA Team



Edmund Proffitt

Chief Executive

Edmund brings over 30 years of experience in Trade Association management to the BDIA where he has held the position of Policy and Public Affairs Director since 2013 before taking over as Chief Executive in April 2017.



Adam Stanley

Policy & Public Affairs Manager

Adam has a background in lobbying and public affairs, previously working in political monitoring and think tank settings. His experience includes providing coverage and analysis of policy developments across a wide range of legislative areas.



Darryl Moore

Marketing & Communications Manager

Darryl is responsible for developing communication strategies, with members and potential members, to drive awareness of the Association, its activities, campaigns and initiatives from the BDIA and the industry.