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THOMAS A. VIOLA, B.S., R.PH., C.C.P.
"It's All About The Medical History!" :
Essential Pharmacology for Busy Dental Professionals"

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Concord Dental & Medical Seminars announces
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for the Entire Dental Team!

"It's All About The Medical History!": Essential Pharmacology for Busy Dental Professionals

with

Thomas A. Viola
B.S., R.Ph., C.C.P.



FRIDAY, DECEMBER 4, 2026
Feasterville, Pennsylvania

SATURDAY, DECEMBER 5, 2026
Hershey, Pennsylvania

SUNDAY, DECEMBER 6, 2026
Cherry Hill, New Jersey

www.concordseminars.com



About The Speaker

Thomas A. Viola, R.Ph., C.C.P., is a board certified pharmacist and has been in community practice for over 30 years. He received his pharmacy degree and specialty training from St. John's University in New York. Throughout his career, Tom has been appointed to serve on many national committees involved in pharmacotherapeutics, disease state management, medication safety and pharmaceutical care. In addition, Tom also serves as a consultant pharmacist in the state of New Jersey, where he specializes in the medication therapy management of high-risk pediatric and geriatric patient populations.

Beyond his practice of the profession of pharmacy, Tom also serves the professions of dentistry, dental hygiene, and dental assisting as a clinical educator, published writer and professional speaker, in the areas of oral pharmacology and local anesthesia.

As an clinical educator, Tom is a member of the faculty of ten dental professional degree programs and he has received several awards for outstanding teacher of the year. Tom is also a member of the faculty of the American Dental Hygienists' Association's National Board Exam Review and has presented numerous board exam review courses for recent graduates. In addition, Tom is a recipient of the 2012 New York State Dental Hygienists' Association Award and the 2016 Pennsylvania Dental Hygienists' Association Award for his contributions to the advancement of the profession. Tom has also been recognized as a leader in the presentation and administration of local anesthesia certification programs for dental hygienists in several states.

As a published writer, Tom is well known nationally and internationally for his online webinars on pharmacology, pain management and local anesthesia. Tom is also well known for his contributions to several dental professional journals, including *General Dentistry*, *AGD Impact*, *Access Magazine* and *RDH Magazine*. In addition, Tom has served as a contributor, chapter author and peer reviewer for several dental pharmacology textbooks and national board exam review books.

As a professional speaker, Tom has presented hundreds of continuing education courses, nationally and internationally, and has earned his reputation as the go-to specialist for correlating pharmacology concepts to the every day practice of dentistry. Through his informative, humorous and engaging seminars, Tom provides an overview of the most prevalent oral and systemic diseases, the most frequently prescribed drugs used in their treatment, pertinent dental therapeutic considerations and strategies for implementing effective patient care plans. Tom is a featured presenter for Seattle Study Clubs and, in addition, has presented seminars to sell-out audiences at the Thomas P. Hinman Dental Meeting, the Greater New York Dental Meeting, the Chicago Midwinter Meeting, the Yankee Dental Congress, and the Symposium of the International Dental Professionals of Switzerland.

Seminar Locations

FRIDAY, DECEMBER 4, 2026
The Buck Hotel
1200 Buck Rd • Feasterville, PA 19053
(215) 396-2002
Day of Parking: ***Complimentary.*** Use open lots.

SATURDAY, DECEMBER 5, 2026
Hershey Country Club
1000 E. Derry Rd • Hershey, PA 17033
(717) 533-2360
Day of Parking: ***Complimentary***. Use open lots.
Rooms: Available at Hershey Lodge. Ask for best available rate.

SUNDAY, DECEMBER 6, 2026
DoubleTree by Hilton Cherry Hill
2349 Marlton Pike W • Cherry Hill, NJ 08002
(856) 665-6666
Day of Parking: ***Complimentary***. Use open lots.
Rooms: Reserved at ***$119/night*** until 11/5.
Email: info@concordseminars.com for the booking link to reserve.

Special Needs / Requests?
Please call the office for assistance.

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Course Details

TUITION (per person)
$310 - Dentists
$205 - Hygienists & Auxiliaries
$180 - RDH & Aux w/ Dentist*
*(*Staff rate applicable only when Dentist pays full price & registers at the same time)*
Add $15/person if registering after 11/27.

EARLY BIRD TUITION
Save $10/person when registering on or before 9/1

INCLUDES: Continental breakfast, coffee break, lunch, dessert break, bound course manual & certificate for **8 CE Credit Hours.*** ** 8 CE Credit Hours are awarded based on attendance of entirety of lecture. Late arrival or early departure will result in adjustment of credit.*

REFUND POLICY: Full refund less a $75/registrant non-refundable deposit with an emailed notice received NO LATER than **11/27**. No refund will be given after that date. A 2 year credit *(with $75/person administration fee)* for another seminar will be issued.

CDS reserves the right to cancel this seminar at any time with no liability to registrants other than full refund of registration fee. CDS is responsible for the seminar, but not for the accommodations, travel or personal services required in connection with the program. In the event of an "act of God" leading to the cancellation of this seminar, the following options are available. If CDS reschedules the course within 90 days, you may: (A) re-register at no additional charge; or (B) receive a credit good for two years. No refunds for rescheduled "act of God" cancellations.

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Concord Dental and Medical Seminars designates this activity for 8 continuing education credits.

8 CEUS

7:45 am - 8:30 am
Registration & Continental Breakfast

12:30 - 1:00 pm
Lunch Included

8:30 am - 5 pm
Course Hours

8 CEUS

Mysteries Behind the Medical Histories! (2 hrs)

Course Description

What potential complications lurk behind the patient's medical history that may impact dental therapy, alter treatment plans and perhaps even result in medical emergencies? Armed only with a summary of past and current disease states and a list of current medications, will you be able to decipher the clues, solve the mystery and employ innovative treatment strategies to save the day?

This program will provide an overview of the dental implications of the medications, supplements and substances of abuse most frequently used by patients. ***This course will provide practical tools dental professionals can apply every day to assist them in interpreting the information contained in a patient's medical history and understanding the impact on dental treatment planning and patient care.***

Course Outline

I. The Medical History
- A. Importance of the Medical History
- B. Essential Components of the Medical History
- C. Strategies for the Successful Patient Interviews

II. Patient One
- A. Review of Medical History As Presented
- B. Review of Systemic Diseases
- C. Discussion of Oro-Systemic Connections
- D. Review of Medications and Treatments
- E. Review of Dental Considerations
- F. Discussion of Treatment Planning Strategies

III. Patient Two
- A. Review of Medical History As Presented
- B. Review of Systemic Diseases
- C. Discussion of Oro-Systemic Connections
- D. Review of Medications and Treatments
- E. Review of Dental Considerations
- F. Discussion of Treatment Planning Strategies

IV. Patient Three
- A. Review of Medical History As Presented
- B. Review of Systemic Diseases
- C. Discussion of Oro-Systemic Connections
- D. Review of Medications and Treatments
- E. Review of Dental Considerations
- F. Discussion of Treatment Planning Strategies

Learning Objectives

Upon successful completion of this program, participants will be able to:

- Discuss the medications, supplements and substances of abuse most frequently encountered on a patient's medical history and their impact on dental therapy.
- Describe medication-induced and systemic illness-induced xerostomia and specific clinical technologies dental professionals may employ to combat its negative effects.
- Explore innovative treatment options available with injectable and topical anesthetics for managing pain in medically complex patients.
- Identify the clinical signs and symptoms of undiagnosed systemic illness which may be present during routine oral examination.

The speaker receives no support from any commercial organization and does not promote any commercial products or sell any tapes, books, instruments, forms or other materials for this course.

Appropriate Prescribing Practices for Opioid Analgesics in the Dental Office (2 hrs)

Course Description

Management of acute dental pain is accomplished with the use of non-opioid and opioid analgesics. However, this normally occurs outside the dental office, away from the immediate supervision of the clinician, who is often faced with the difficult task of managing patient pain while also avoiding adverse outcomes for both the patient and their communities. Thus, it is critical for clinicians to be able to accurately identify the need for pain control, individualize patient care based on this need as well as associated risks, assess the efficacy of analgesic agents prescribed and monitor for their appropriate use. ***This program will provide participants with an overview of the pharmacology of pain control and the effective management of acute dental pain using non-opioid and opioid analgesics.*** Special emphasis will be given to appropriate prescribing practices for opioid analgesics.

Course Outline

V. The Concept of Pain
- A. Pain Threshold and Pain Tolerance
- B. Psychosocial and Emotional Factors
- C. Pathophysiology of Pain

VI. Identification of Opioid Addiction
- A. Techniques and Cues For Identifying Opioid Abuse
- B. Strategies For Managing Opioid-Abusing Patients

VII. Management of Acute Dental Pain - Non-opioid Analgesics & Acetaminophen (APAP)
- A. Clinical Pharmacology
- B. Equianalgesic Doses
- C. NSAIDs
  1. Mechanism of Action
  2. Pharmacologic Effects
  3. Clinical Considerations - Adverse Reactions, Drug Interactions & Contraindications

VIII. Management of Acute Dental Pain - Opioid Analgesics
- A. Clinical Pharmacology
- B. Available Formulations
- C. Codeine, Hydrocodone, Oxycodone
  1. Mechanism of Action
  2. Pharmacologic Effects
  3. Clinical Considerations - Adverse Reactions, Drug Interactions & Contraindications

IX. Appropriate Opioid Prescribing Practices

X. Preventing Opioid Abuse and Diversion

Learning Objectives

Upon successful completion of this program, participants will be able to:

- Describe the pharmacology and mechanism of action of non-opioid and opioid analgesics, as well as their potential for abuse.
- Explain the intended role of non-opioid and opioid analgesics in the treatment of dental pain, as well as situations which may preclude their use.
- Describe strategies useful in developing a pain management plan that is individualized for a patient's needs and underlying medical conditions.
- Understand appropriate prescribing practices to utilize in everyday clinical situations.

Pharmacology and Therapeutics of Local Anesthesia: An Overview & Update (4 hrs)

Course Description

Due to their potential for producing life-threatening systemic adverse reactions, a thorough knowledge of the pharmacological and clinical properties of local anesthetic agents is essential for their safe and effective use. ***This program will provide participants with an overview of the pharmacology and therapeutics of local anesthetic agents.*** Special emphasis will be given to those agents commonly administered in dental practice and patient management techniques necessary with specific disease states.

Course Outline

XI. Local Anesthesia Pharmacology Basics
- A. Neuroanatomy
- B. Neurophysiology
- C. Biochemistry and Mechanism of Action

XII. Review of Dental Local Anesthetic Preparations
- A. Local Anesthetic Agents for Injection
- B. Local Anesthetic Agents for Topical Use
- C. Vasoconstrictors

XIII. Patient Care Considerations
- A. Medical History Review
- B. Physical Evaluation
- C. Significant Drug Interactions
- D. Absolute Contraindications
- E. Relative Contraindications
- F. Considerations with Epinephrine

XIV. Patient Management
- A. The Medically Complex Dental Patient
- B. Treatment Modifications
- C. Patient Care Planning

Learning Objectives

Upon successful completion of this program, participants will be able to:

- Explain the basic concepts of neurophysiology and nerve conduction and the mechanism of action of local anesthetic agents
- Differentiate between the two major classes of local anesthetic agents with respect to their distribution, metabolism and routes of excretion
- Discuss the rationale for the use of vasoconstrictors in local anesthetic solutions and their potential effects in common organ system disease states
- Specify the various local anesthetic agent combinations most commonly used in dentistry and the rationale for their use in specific clinical situations
- Discuss general adverse effects, contraindications and patient care considerations with the use of local anesthetics.

"The educational teaching methodology used in this course is live lecture presented in concert with an accompanying PowerPoint presentation. Both the live lecture and the PowerPoint presentation incorporate a variety of audio and visual cues to enhance audience members' understanding and retention of key concepts. In addition, audience participation will be encouraged and facilitated by group discussions as well as question and answer periods provided for at the conclusion of each section of the live lecture."

Registration Form

Cost: **$310** for Dentists / **$205** for RDHs and Aux. / U.S. Funds
$180 for RDHs + Aux. in Attendance w/ Dr.
Early Bird Rate: Deduct $10/registrant if before **9/1; *Late Fee:*** Add $15/registrant if after **Friday, 11/27**
Please *clearly* enter your name as it appears with the State Board of Dental Examiners for your CE credit.

Refunds / Cancellation Dates:
Please see policy on front. By registering, you agree to the Terms of Policy.

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- ☐ **12/4/26 • *Feasterville, PA***
- ☐ **12/5/26 • *Hershey, PA***
- ☐ **12/6/26 • *Cherry Hill, NJ***

Please provide a unique email address for all registrants as we will send confirmations, payment receipts and last minute course notifications to all attendees. ***We do not share or sell any information given to us.***

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