The Power of the 89%

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TIM BIZGA
DDS, FAGD

Lecture Schedule

First Name

First Name

www.2thLectures.com

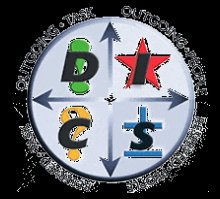
ABOUT ME

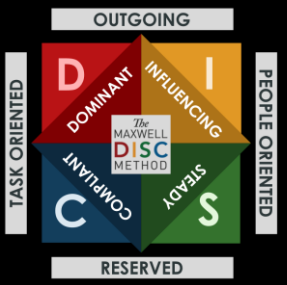
THE DENTAL ADVISOR
CLINICAL CONSULTANT

SCHOOL OF DENTISTRY
UNIVERSITY OF MICHIGAN

CATAPULT EDUCATION

JOHN MAXWELL
Team
CERTIFIED





THE TRIPLE THREAT

Smile Source

Perio in School

The Oral/Systemic Link

- 93% of Diabetics have periodontal disease
- CRP Levels increase risk for stroke & heart disease (7x higher in patients with perio!)
- Direct correlation between oral pathogens and heart attacks

“Periodontal treatment results in a significant reduction of HbA1c levels.”
— Phoebus Madianos, DDS, PhD

American academy of Periodontology. Mouth body connection. Available at www.perio.org/consumer/mbc.top2.htm
American Heart Association.. Available at www.aha.org

Oral Systemic Link

COMPELLING

Evidence

The Centers for Disease Control and Prevention (CDC) reports that **chronic diseases account for $3 of every $4 spent on US health care.** If improvements in oral health could have any benefit in reducing chronic disease, there would be a major impact in both the financial and human costs of these conditions.

THE NUMBERS ARE SIGNIFICANT

Numerous studies have shown correlations between chronic systemic diseases and the oral bacteria associated with periodontal disease, endodontic abscesses, and caries.

Results have shown that patients with periodontal disease are:

- **24 - 35%** more likely to develop **plaque** in their **coronary arteries**
- **2 - 3 x** more likely to suffer from a **heart attack**
- **4.5 x** more likely to suffer from an **ischemic stroke**
- **2.6 x** more likely to develop **Alzheimer's disease**
- more likely to develop **Type II diabetes**
- more likely to develop **oral and pancreatic cancer**
- more likely to suffer from **chronic lung infections** and **influenza**

The essential takeaway for your patients and their primary physicians is that periodontal therapies (including scaling and root planning), regular visits to the dentist, and impeccable oral hygiene instruction are necessary to provide more complete care.

PERIODONTAL DISEASE

Is it an infection or inflammation?

Bacterial Invasion of Gingiva + Inflammatory Response → Periodontal Tissue Destruction

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GOALS OF PERIODONTAL THERAPY

- Preserve, improve and maintain the natural dentition, dental implants, periodontium, and peri-implant tissues in order to achieve health, comfort, esthetics and function.
- A healthy periodontium is characterized by the **absence of inflammation, which appears clinically as redness, swelling, suppuration, and bleeding on probing.**

Comprehensive Periodontal Therapy: A statement from the American Academy of Periodontology, J Periodontal, July 2011.

A Shift?

"Pocket depth reduction is a measurable RESULT of periodontal therapy, but not the primary goal of treatment."

Research Says

- If INITIAL prognosis of PERIO was other than good…Abutment teeth had **9 fold or 830% increase in loss over time**
- Probe depths of 6mm or MORE and 30% Full mouth bleeding score are SIGNIFICANT factors for tooth loss
- Perio Patients with Pros Tx are at HIGHER RISK of tooth loss than those without (due to increased biomechanical forces often associated with prosthodontic therapy)

Progression of Patient Introduction to you and Your practice

- Hygiene
  - Life blood of a practice
  - Only get 5 min tops with patient- NEEDS ANALYSIS
  - 3rd Party Validation
  - Identify LOW HANGING FRUIT
  - Listen, Connect, Simplify

5 Keys to Keeping Patients Coming Back

1. Treat the Patient, Not Just the Tooth
2. Co-Diagnosis (report Findings)
3. Time, Pain, Money
4. Differences
   - *Harvard Business Review April 2013*
5. Connection

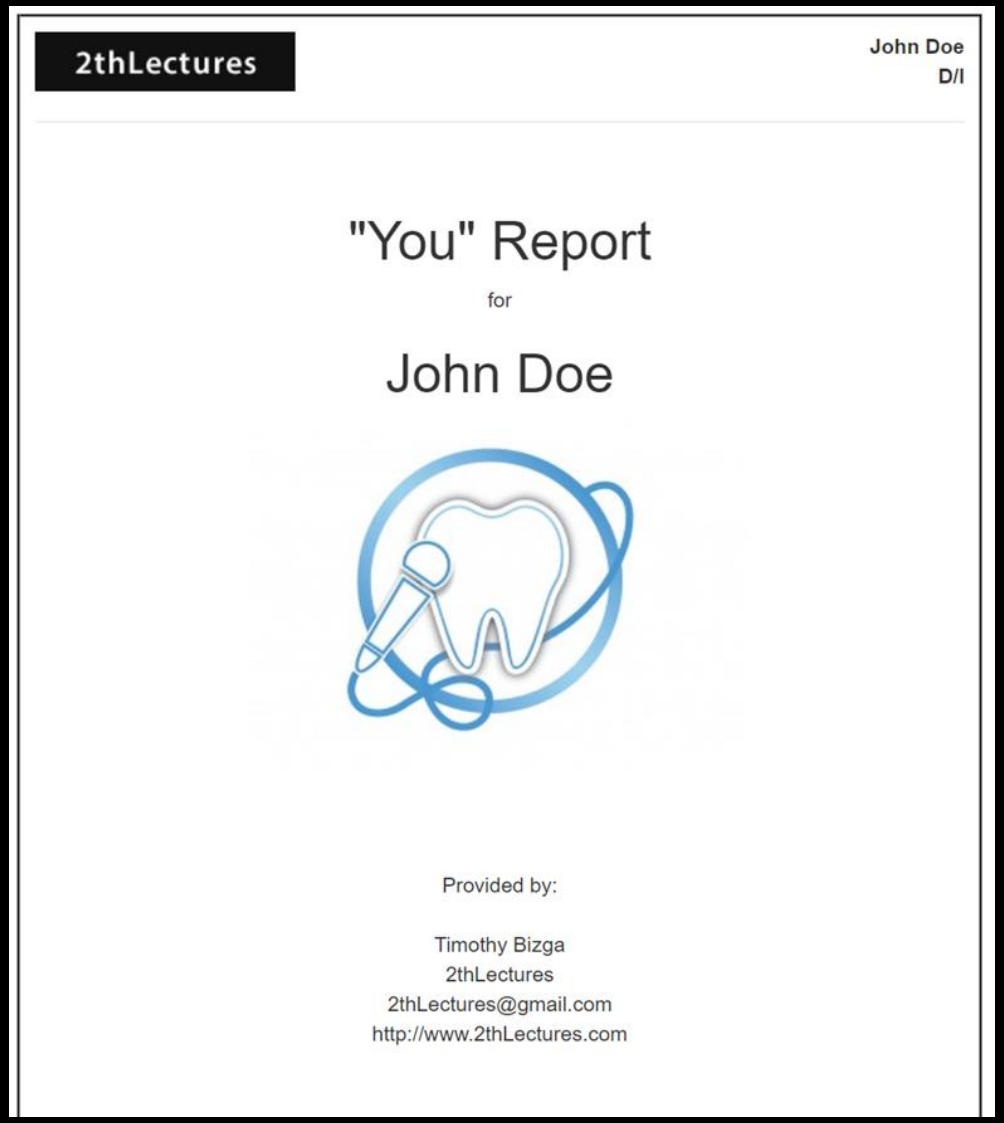
Creating a Differentiator

D I S C

Purpose of DISC

1. To help you better understand YOURSELF
2. To help you better understand OTHERS
3. To help you be MORE PRODUCTIVE and have LESS ANXIETY when dealing with people
4. To treat others as they wish to be treated

http://www.personalityservice.com/portal/TJCW



2thLectures

John Doe
D/I

"You" Report

for

John Doe

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Guide to Understanding Yourself

Your Personality Style
Pages 14-16

Strengths and Personal Keys
Page 17-18

Understanding Your Behavior
Pages 19-27

You on a Team
Page 28

Leadership Guides for Each Personality Style

Leading D's (Dominant Styles)
Pages 29-33

Leading I's (Inspiring Styles)
Pages 34-38

Leading S's (Supportive Styles)
Pages 39-43

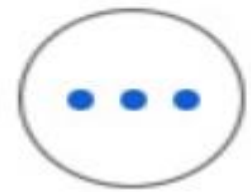
Leading C's (Cautious Styles)
Pages 44-48

Your Personality Graphs and Application Guides

DISC Graphs and Guides
Pages 49-56

Reading Others
Page 57

Perceptions of Each Style
Pages 58-61



Appendix/ Resources
Pages 62-65

IQ v PQ

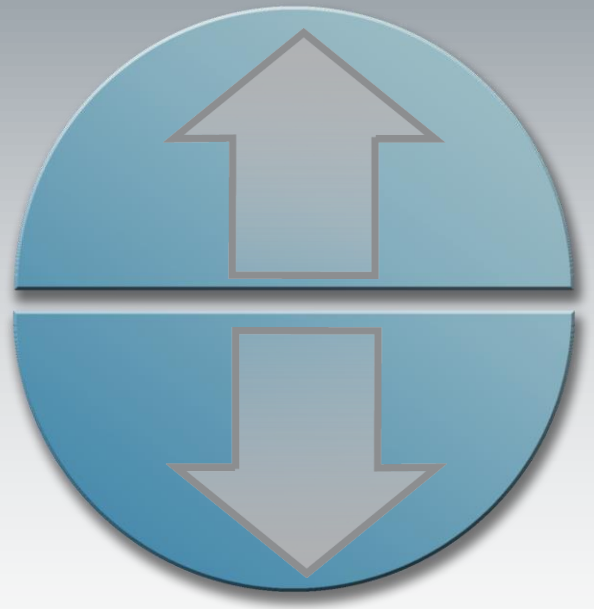
Understanding Yourself …

Everyone is “wired” differently. To understand yourself better, ask yourself these two questions:

First Question

1. Am I more Outgoing, or am I more Reserved?

Outgoing



Reserved

Understanding Yourself... Traits to look for:

Outgoing / Active

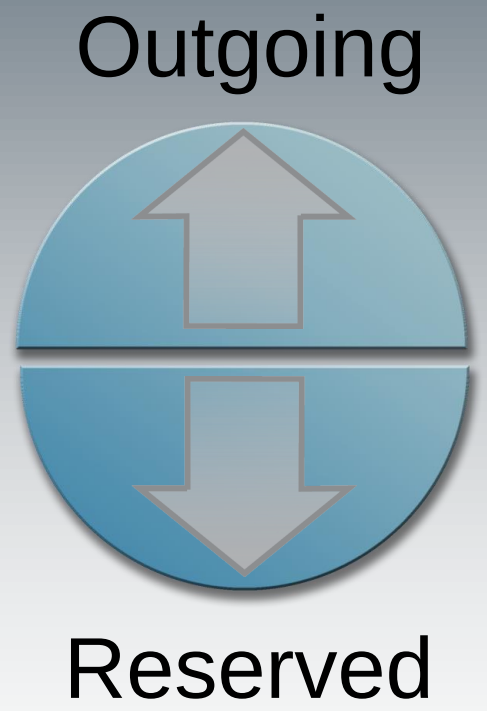
- Fast - paced
- Involved
- Energetic
- Optimistic
- Positive
- Enthusiastic

Their focus is on talking things out.

Reserved/Passive

- Slower – paced
- Cautious
- Concerned
- Reluctant
- Critical thinking
- Discerning

Their focus is on thinking things through.

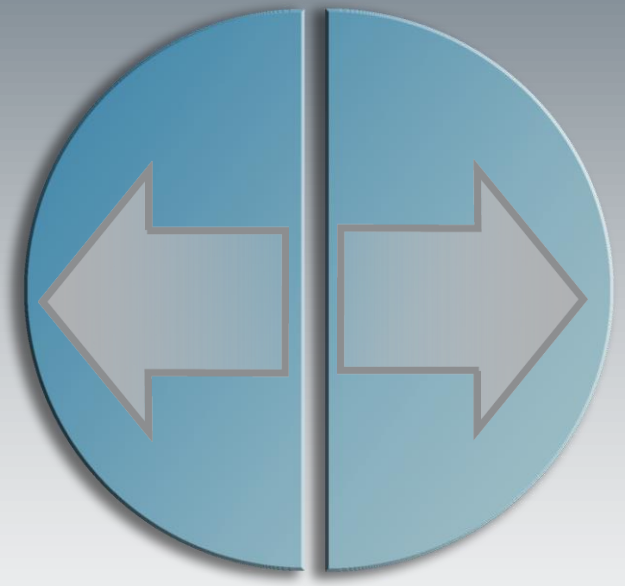


Understanding Yourself...

Second Question

2. Am I more Task-oriented or People-Oriented?

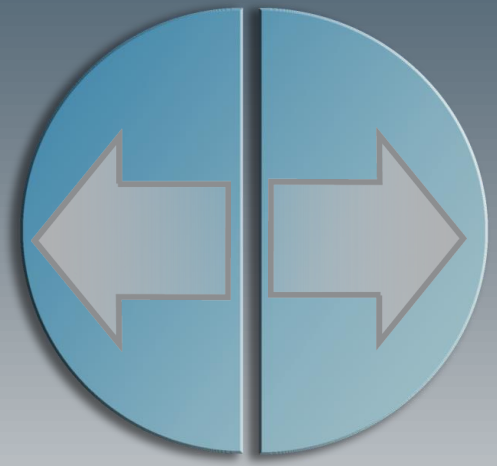
Task-Oriented



People-Oriented

Understanding Yourself … Traits to look for:

Task-Oriented



People-Oriented

Task-Oriented

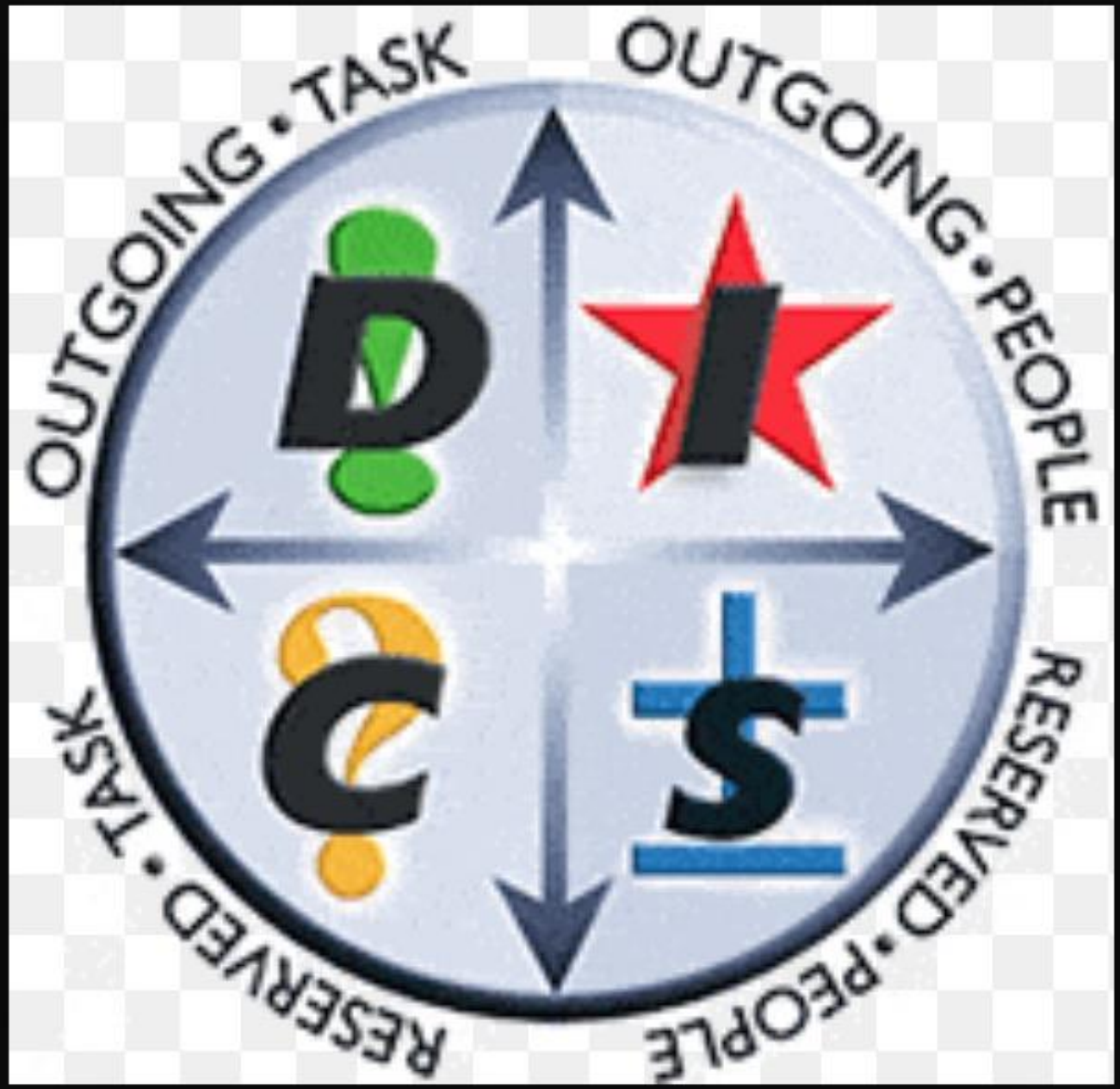
- Form
- Function
- Programs
- Plans
- Projects
- Process

Their focus is on getting things done.

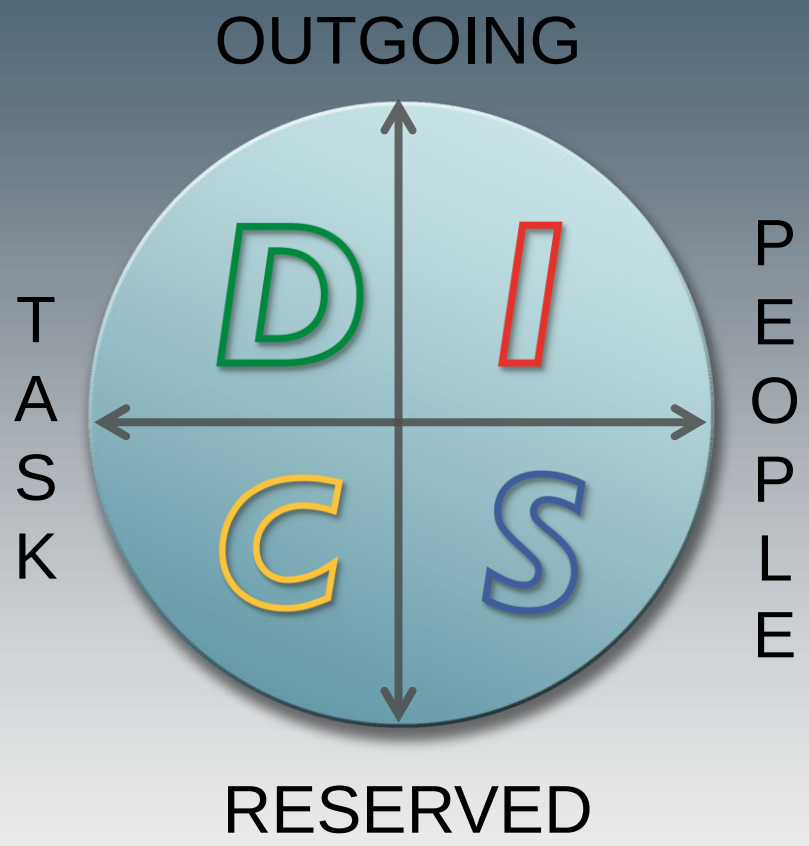
People-Oriented

- Relationships
- Caring
- Sharing
- Emotions
- Feelings
- Friendships

Their focus is on other people and how they feel.


OUTGOING • TASK
OUTGOING • PEOPLE
RESERVED • PEOPLE
RESERVED • TASK
D
I
C
S

When you combine these two ways to divide the circle, you will see that they give the circle four parts, so you can visualize the four temperament types.



Remember: Everyone is a unique blend of these four parts.

Most people have predictable patterns of behavior. They relate to specific personality styles. There are four basic personality styles: ***D***, ***I***, ***S*** and ***C***. They are also known as temperaments. They blend together to determine your unique personality style. The graphic overview of the Four Temperament Model of Human Behavior will help you understand why you often feel, think and act the way you do.

D Seeks results. Active. Multi-tasker.

- Driven by authority
- Will easily try to take control
- Embraces any change that will help them get results
- Very comfortable responding to direct confrontation
- Treasures loyalty

Greatest Fear: Being taken advantage of

D

Seeks Control

Decisive

Direct

Results

Just Scarves
Company
Since 1932

Patient Assessment

- Patient is a 45 y.o. female
- She is a high school teacher and administrator
- Her handshake is very firm and she has very steady eye contact
- She is very direct and impatient over why she cannot just have a cleaning
- What personality style might she be? *DISC*
- How will you go about presenting treatment to best influence her to accepting treatment? How might lengthy appointment plan affect her?
- For hygienists, what is the key to successfully gaining case acceptance with this patient?

Seeks friendly environment.
Always active.

- Relationship-oriented
- Emotional and animated
- Great storyteller
- Encourager
- Treasures great experiences with others

Greatest Fear: Rejection / Loss of Approval

Persuasive

Spontaneous

Friendly

Spotlight

Mary's 10th Day

Rampant Caries

Patient Assessment

- This man is 38 y.o.
- He is a musical performer
- You find him to be very personable, poised and charming
- He talks a lot about how his late nights on the stage make him drink a lot of mountain dew
- What personality style might he be? *DISC*
- How will you need to present treatment to him based on your style to meet his needs? How might making him feeling ridiculed affect him?

S Seeks a team environment. Very loyal.

- Easygoing and agreeable
- Evenly paced
- Good listener
- Compassionate
- Treasures peaceful relationships

Greatest Fear: Loss of Security / Confrontation

S

Team-Oriented

Follow-Through

Loyalty

Acceptance

C

Seeks an environment that honors logic and facts.

- Compliant
- Conscientious
- Accurate
- Detail-oriented
- Treasures perfection

Greatest Fear: Criticism

C

Compliant

Analytical

Planner

Accuracy

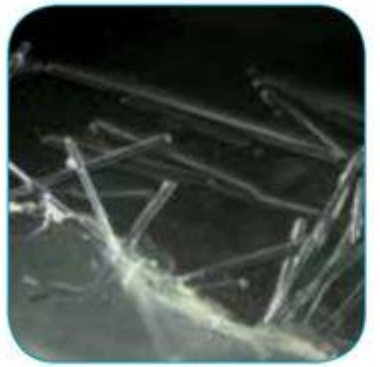
Gross Tartar + Perio

Patient Assessment

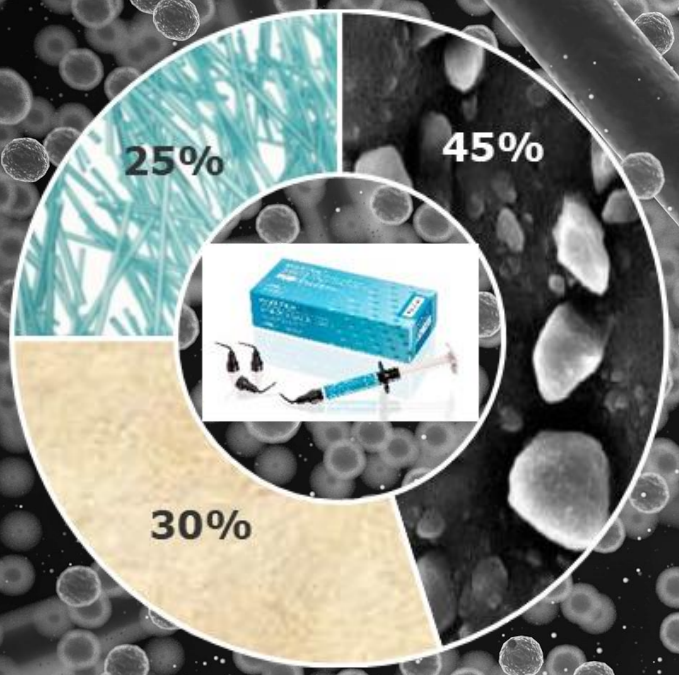
- Patient is a 60 y.o. female
- She is currently unemployed but helps often at her church
- Her handshake is like a limp-noodle but she is very sweet in demeanor
- She is hesitant today as she knows something needs to be done, yet she doesn’t want to lose teeth
- What personality style might she be? *DISC*
- What can you as the hygienist say to ease her? What can you tell the doctor to help him in treatment planning?

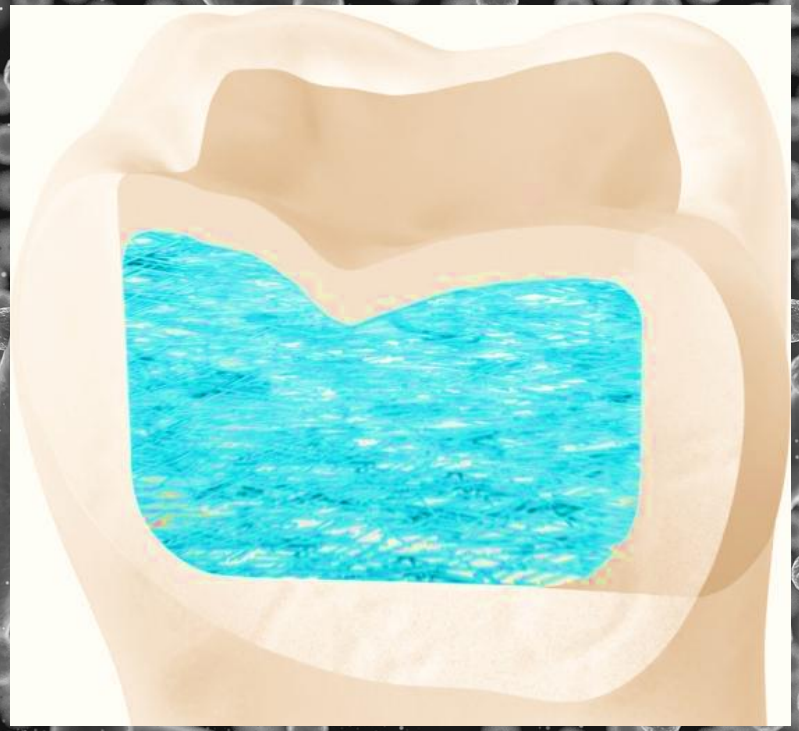
Patient Assessment

- He is a 42 y.o. male
- He works with my brother-in-law. He has recently lost an implant, hates his flipper and is uncertain of next steps. He asks a lot of questions and is looking for guidance. He expresses he is tired of bouncing between multiple offices.
- What personality style is he? *DISC*
- The implant has failed twice, is this a good option for a third try? What is possible in the interim?



Presence of Fibres in everX Posterior increase the adhesion by providing mechanical retention
University of Turku, Finland, 2013
magnification x16


25%
45%
30%



Choose between a fast bulk placement and a more esthetic option

Dentin
shade

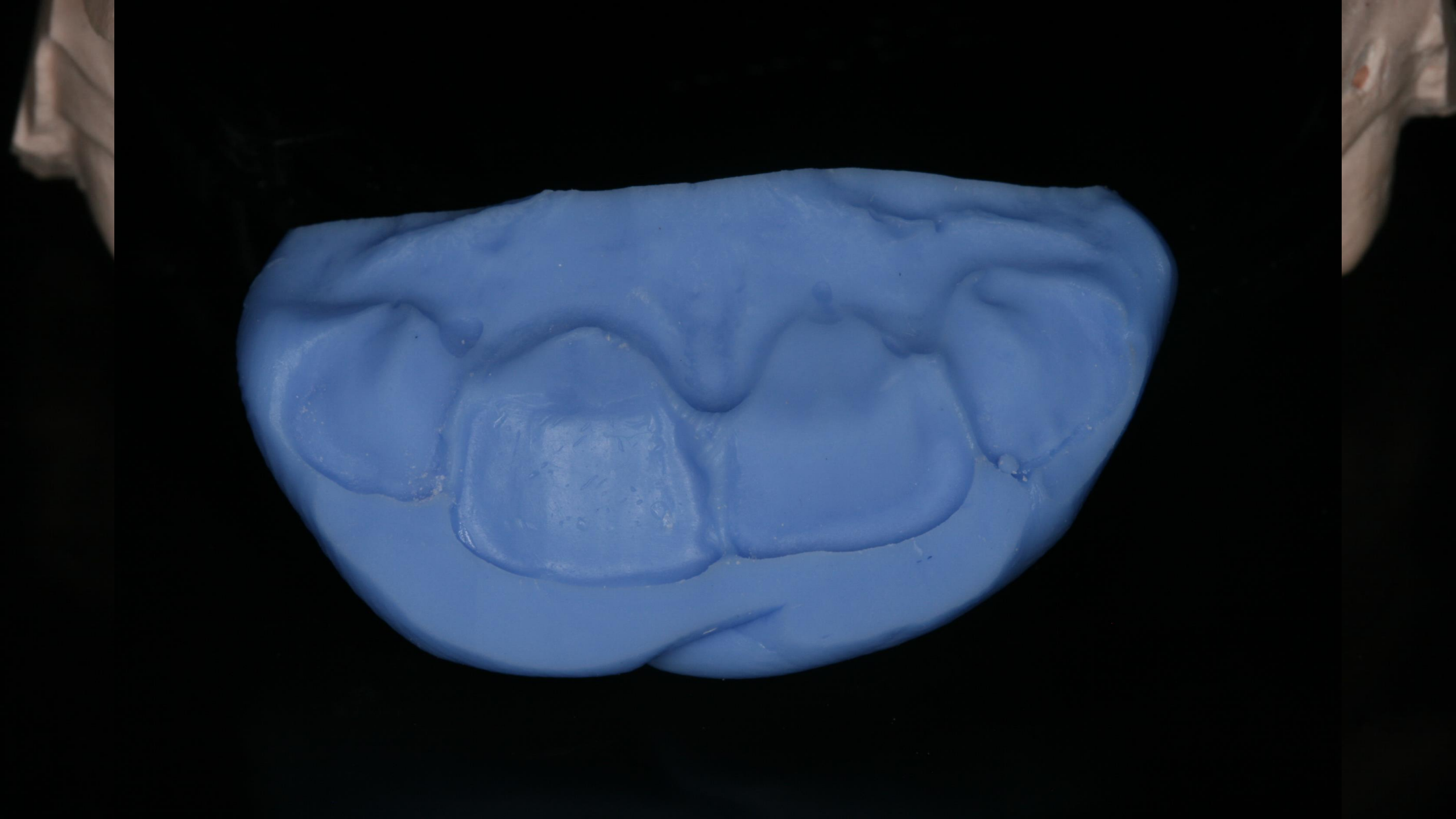
Depth of cure
2.0mm

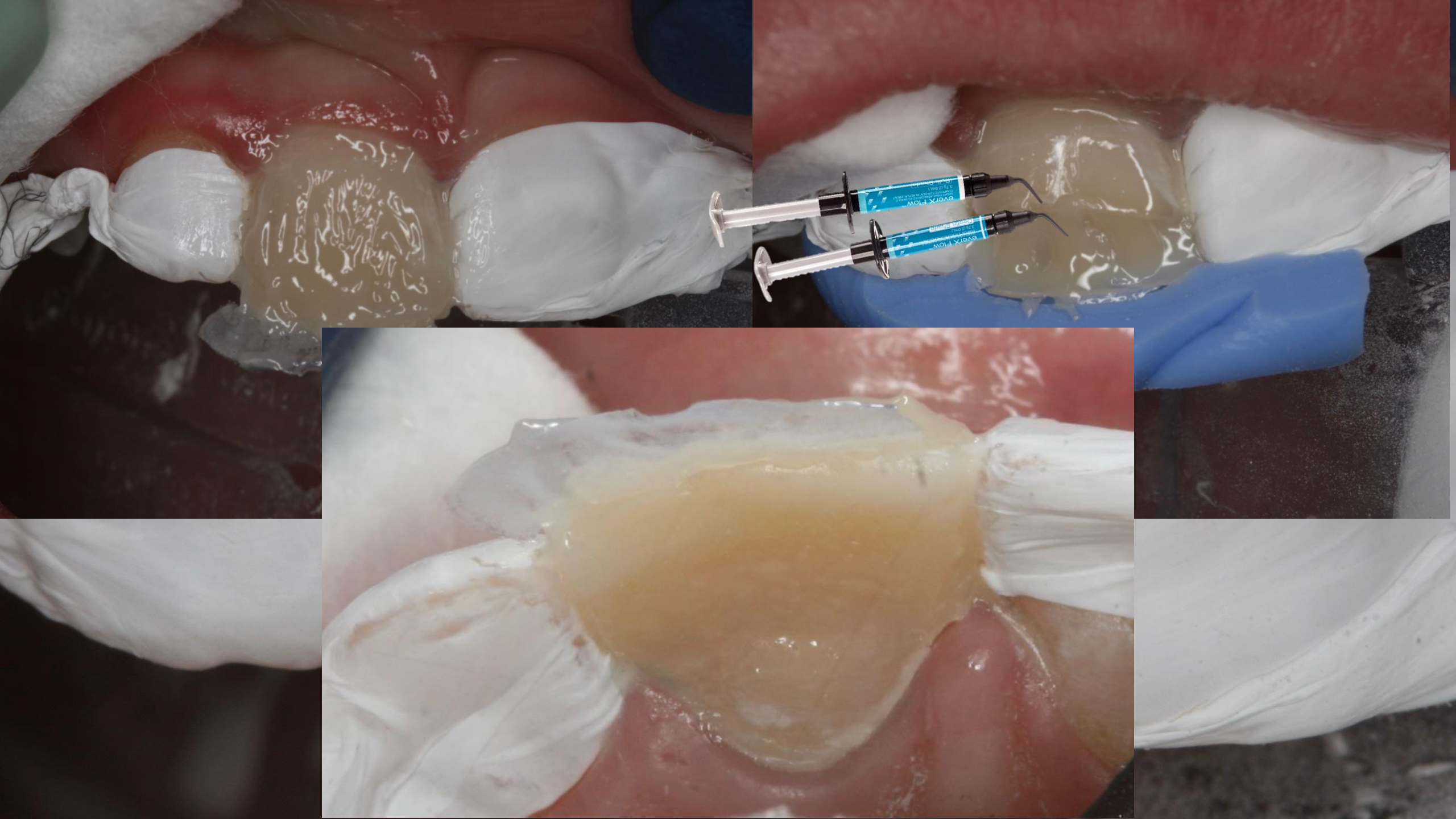
Bulk
shade

Depth of cure
5.5mm

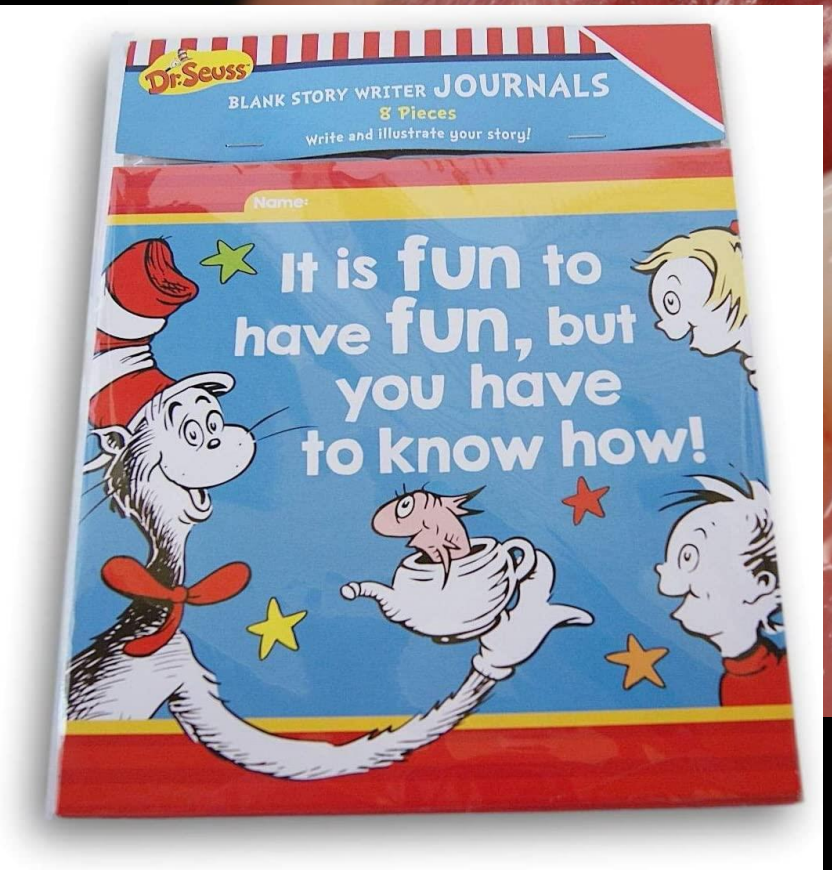
Optimal for **more esthetic results** and **core build-up**

Optimal for **deep posterior cavities** and for **fast placement**




everX Flow
everX Flow

What to do if the pulp is Exposed?



PEDIATRIC PRODUCT

TheraCal PT® *(BISCO)*

Award-Winning Features:

No Mixing: Dual-barrel syringe is dispensed directly into tooth.

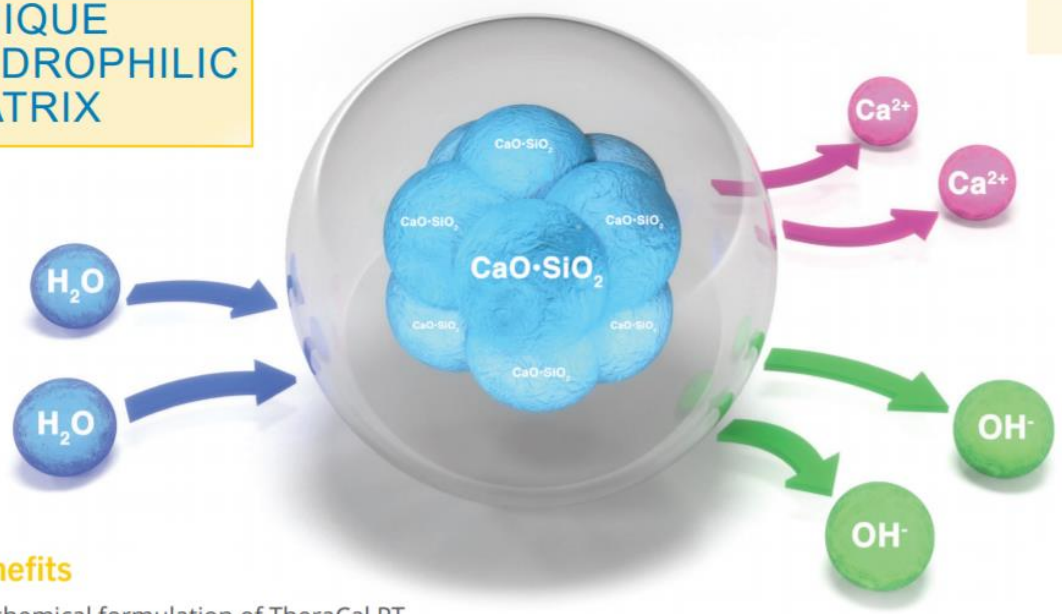
Calcium Release: Offers additional assurance in maintaining tooth vitality over time.

Evaluator Comments:

- *"Easy application with bendable metal cannula."*
- *"Great consistency – it flows well while adapting to surfaces…even axial walls."*

■ DUAL-CURED ■ EASY APPLICATION ■ RADIOPAQUE ■ ALKALINE pH

UNIQUE HYDROPHILIC MATRIX



Thera Benefits

The chemical formulation of TheraCal PT consists of synthetic Portland Cement calcium silicate particles in a hydrophilic matrix which facilitates **calcium release**.*

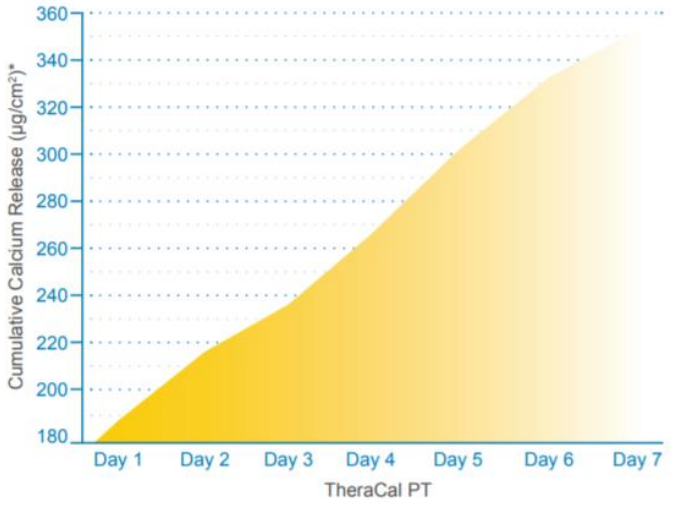
TheraCal PT's **physical properties** resist breakdown and degradation leading to a durable seal.*

Alkaline pH
Alkaline pH promotes pulp vitality.[1]

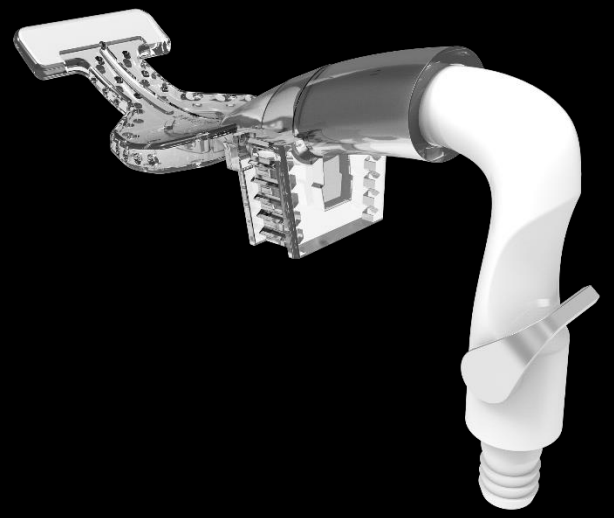
Moisture tolerant
Low water solubility.*

Easy Syringe Application
Unlike traditional MTA products, there is no mixing by hand. Easily and directly dispense TheraCal PT from the dual-barrel auto-mix 4g syringe.

Cumulative Calcium Release

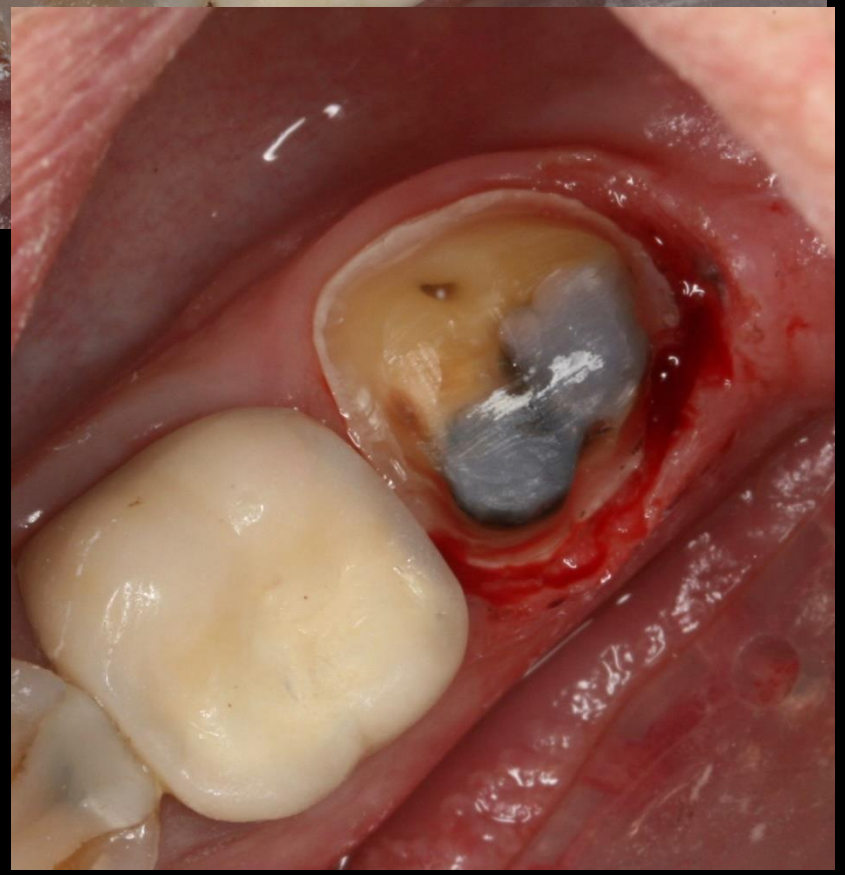


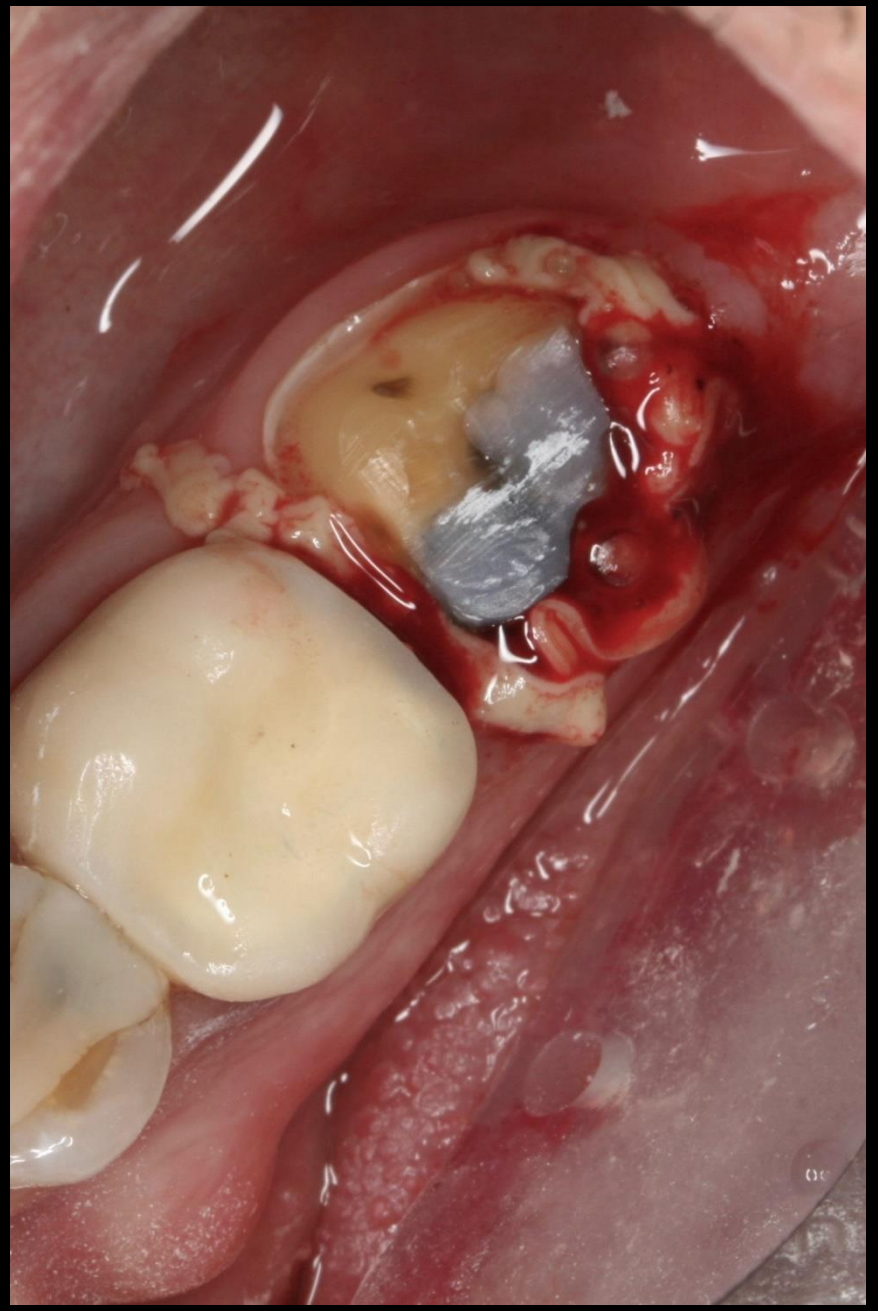
Efficiency is Key



DryShield™

Living the Dream!





Good Technique Leads to Great Results!

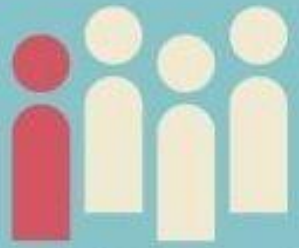
Clinical Example

Clinical Example

Clinical Example

After full-set in 4 minutes, all remaining cement is removed. Post-operative view.

POOR ORAL HEALTH EPIDEMIC



1 in 4: Americans with untreated tooth decay

80% of Americans have at least 1 cavity by age 17.

66% of US adults over 45 who have lost a tooth to decay

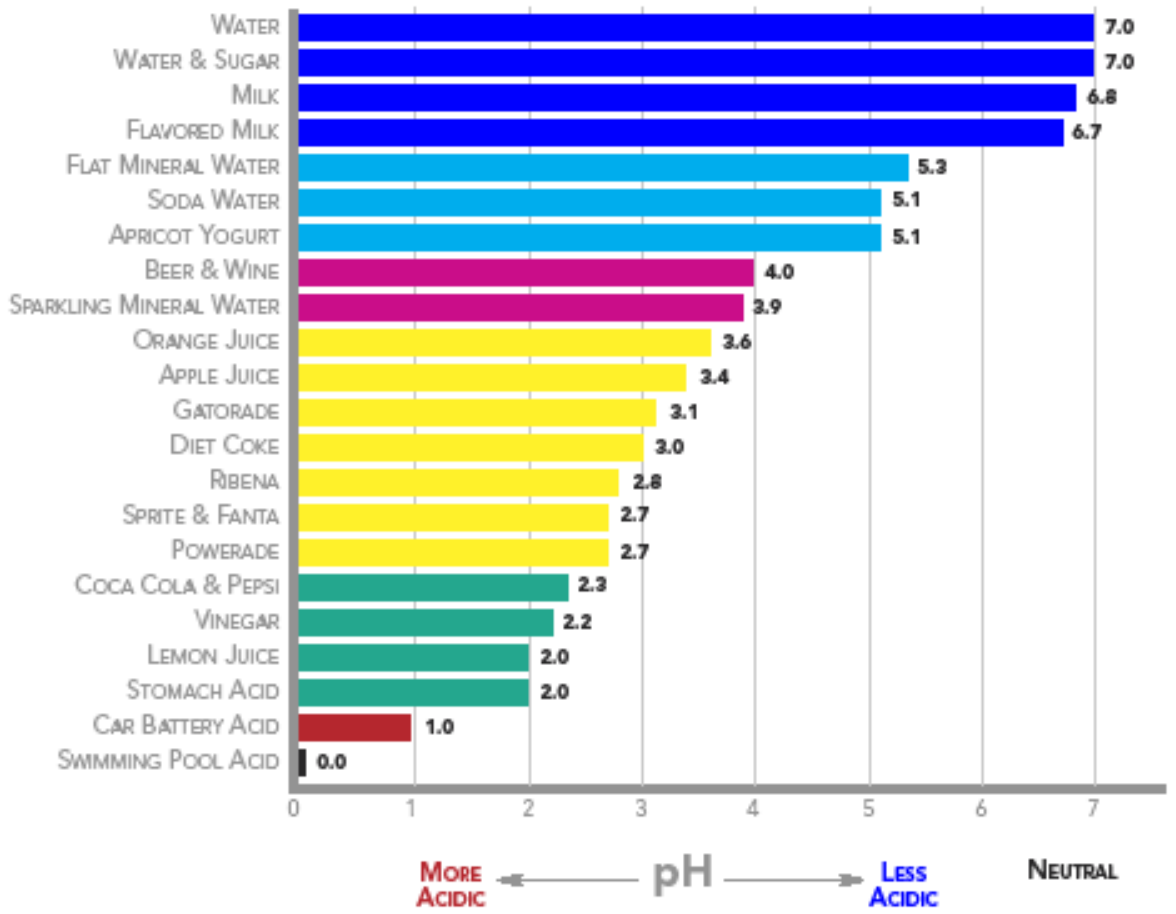
75% of US adults have gum disease

164 million: Work hours lost each year due to dental health issues.

Poland Spring
Sprite
Schweppes
GINGER ALE
HAWAIIAN PUNCH
FRUIT PUNCH
ALL NATURAL
Snapple
Nutramen
PEPS

Acidity (pH) of Common Drinks

The lower the pH, the stronger the acid!



Source: Energy Drinks: Worth The Buzz? May 12, 2008, 11:06 pm/US Central, wcco.com

3.0 pH
4.0 pH
5.0 pH
6.0 pH
7.0 pH
8.0 pH
9.0 pH
10.0 pH
11.0 pH
Propel
vitaminWater
DASANI
Perrier
Perrier: 5.5
AQUAFINA
Aquafina: 5.4
Poland Spring
DEER PARK
Deer Park: 6.3
smart
Crystal Geyser Sparkling: 5.7
TAP
Tap Water: 7.0
ICE AGE
Ice Age 7.4
FIJI
Fiji: 7.2
ARROWHEAD
REAL WATER
VITAL
Vital: 7.4
evian
Evian: 7.4
ESSENTIA
Essentia: 9.3
Air Water Life Water: 9.5
Kangen: 9.5
ACIDIC WATERS
ALKALINE WATERS

How many medications is the average 40 year old on today in America?

Roughly 348 Meds Cause Xerostomia

What could go wrong?

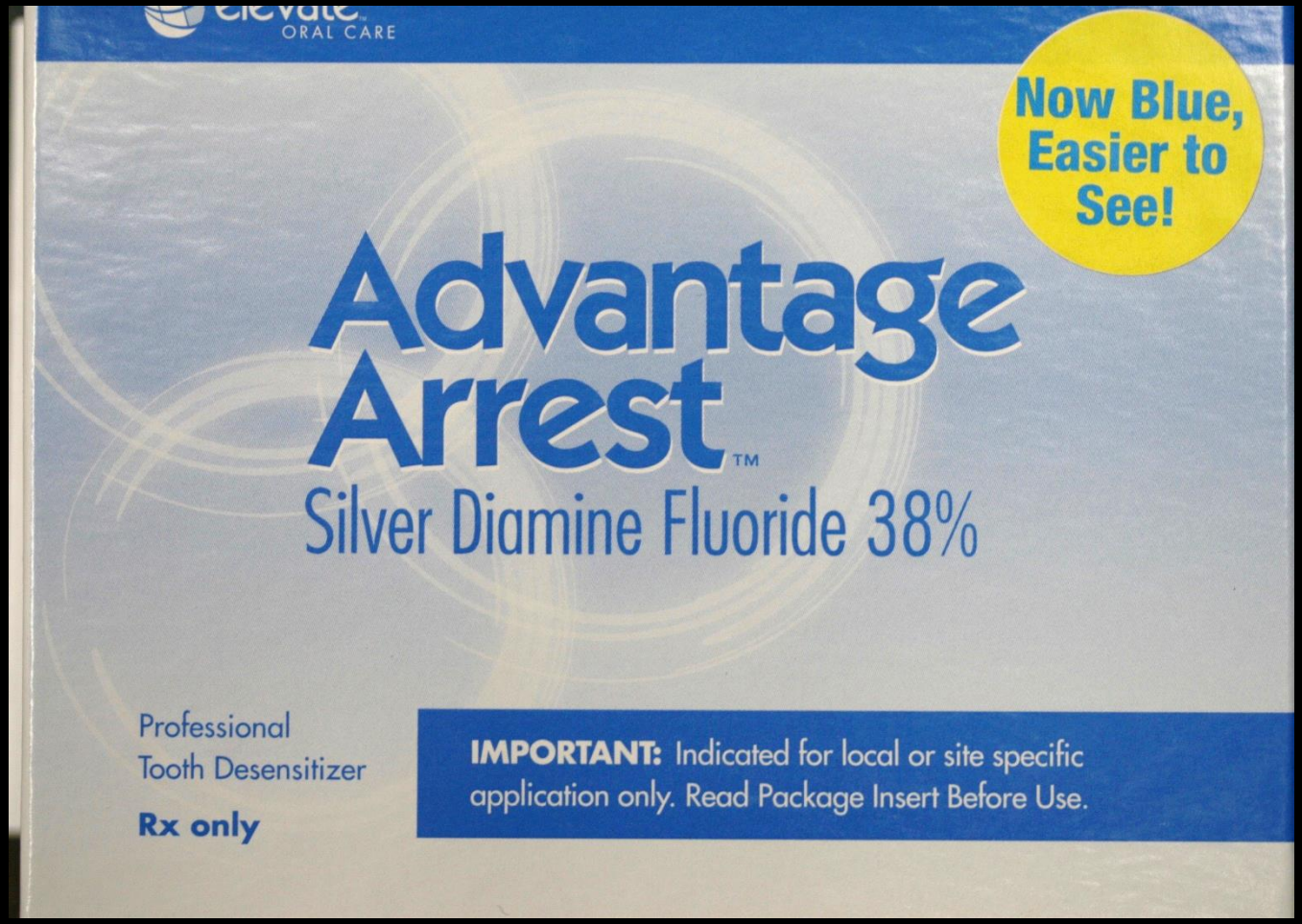
ET Phone Home

- “Hi, I have a lost filling and need to come in.”

All Better, Right?!?

TYPE II Glass Ionomer

2 Years Later


elevate
ORAL CARE
Now Blue, Easier to See!
Advantage Arrest™
Silver Diamine Fluoride 38%
Professional
Tooth Desensitizer
Rx only
IMPORTANT: Indicated for local or site specific application only. Read Package Insert Before Use.

Advantage Arrest
Silver Diamine Fluoride 38%
Contents 8 mL
Rx only

AA-SDF
0.1ml
LOT 150CFP047
R&D

Fluoride content in SDF and Fluoride Varnish commercial unit doses				
Fluoride product	**Unit dose**	**Concentration**	**F ion mg/ml**	**F ion mg/dose**
SDF 38%	1 drop (0.025 ml)	44,800 PPM	44.8	1.12
5% NaF Varnishes	0.25 ml	22,600 PPM	22.6	5.65
	0.4 ml	22,600 PPM	22.6	9.04
	0.5 ml	22,600 PPM	22.6	11.3
2.5% NaF Varnish	0.1 ml (4 drops)	11,300 PPM	11.3	1.13

In short, one drop of SDF has the same amount of F as one liter of properly fluoridated water.

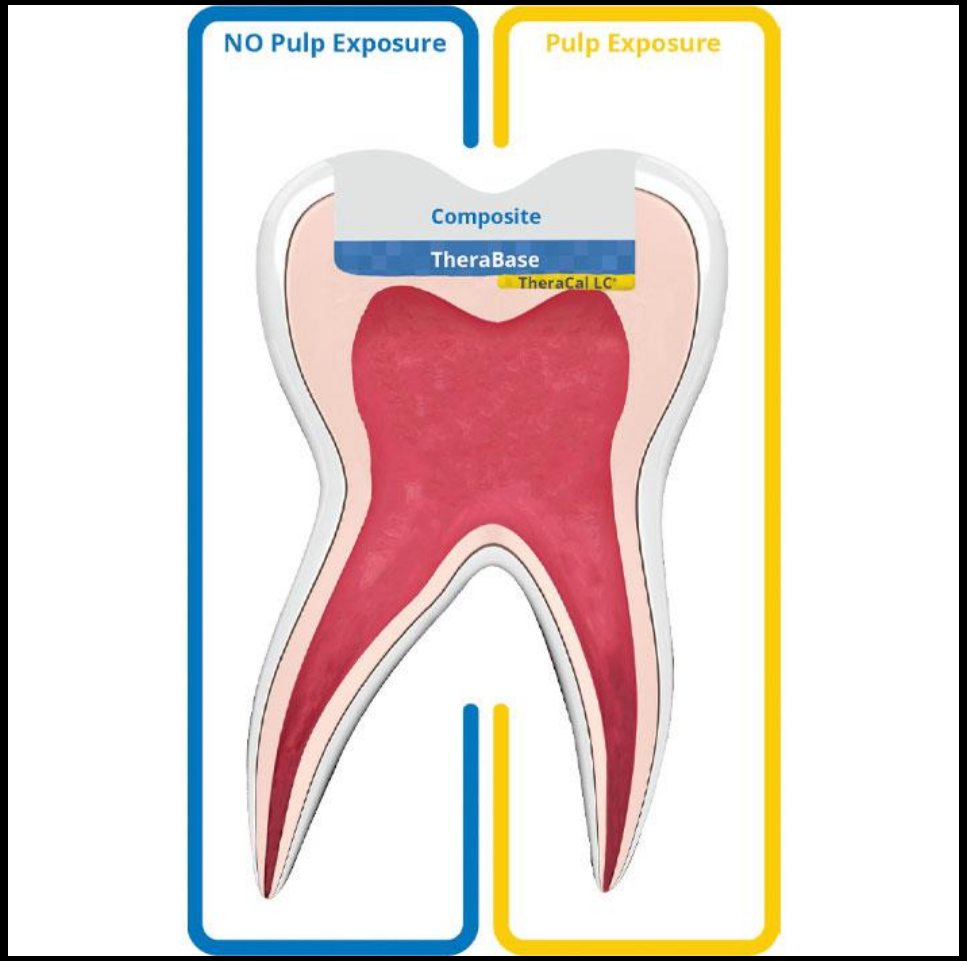
One Drop of SDF

=

One Liter of Water
@ 1 ppm F

EQUIA
FORTE
EQUIA Forte Fil
EQUIA Forte Fil
EQUIA Forte Fil

TheraBase


NO Pulp Exposure
Pulp Exposure
Composite
TheraBase
TheraCal LC

TheraBase
Dual-Cured
Self-Adhesive Calcium Releasing Base/Liner

PREVENTION

Evidence-based clinical practice guideline for the use of pit-and-fissure sealants

A report of the American Dental Association and the American Academy of Pediatric Dentistry

John T. Wright, DDS, MS, James J. Crall, DDS, MS, ScD, Margherita Fontana, DDS, PhD, E. Jane Gillette, DDS, Brian B. Nový, DDS, Vineet Dhar, BDS, MDS, PhD, Kevin Donly, DDS, MS, Edmond R. Hewlett, DDS, Rocio B. Quinonez, DMD, MS, MPH, Jeffrey Chaffin, DDS, MPH, MBA, MHA, Matt Crespin, MPH, RDH, Timothy Iafolla, DMD, MPH, Mark D. Siegal, DDS, MPH, Malavika P. Tampi, MPH Press enter key to Email the author, Laurel Graham, MLS, Cameron Estrich, MPH, Alonso Carrasco-Labra, DDS, MSc, PhD(c)

Conclusions and Practical Implications

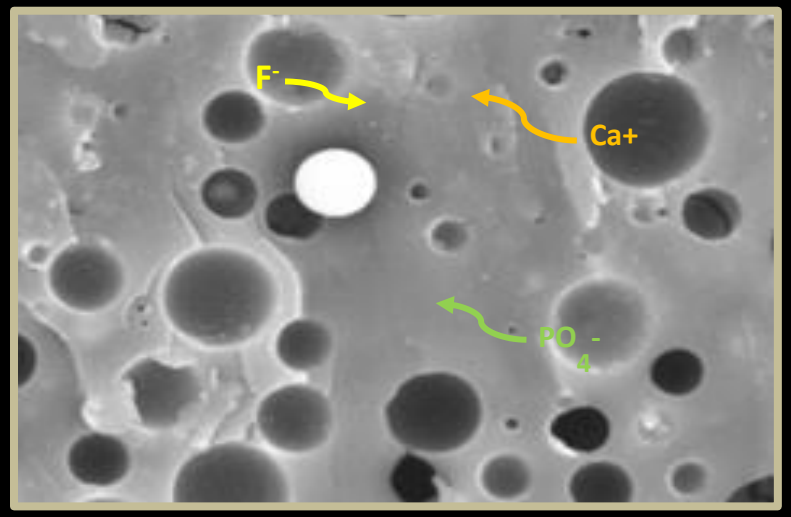
These recommendations are designed to inform practitioners during the clinical decision-making process in relation to the prevention of occlusal carious lesions in children and adolescents. Clinicians are encouraged to discuss the information in this guideline with patients or the parents of patients. The authors recommend that clinicians reorient their efforts toward increasing the use of sealants on the occlusal surfaces of primary and permanent molars in children and adolescents.

New Innovation in Dental Sealants

- BioCoat *Bioactive* Resin Pit & Fissure Sealant
- **56%** Filled resin
- Microcapsules filled with ionic solutions of Calcium, Phosphate, and Fluoride

New Innovation in Dental Sealants

SmartCAP™ Technology



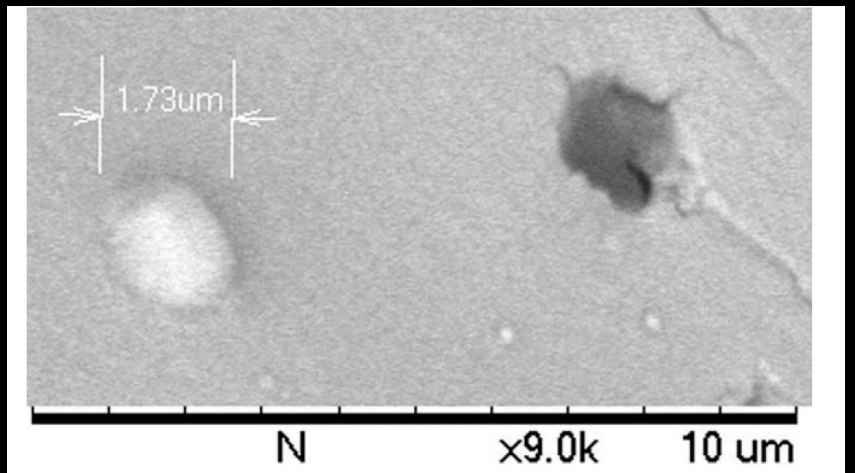


FIGURE 1. This SEM is a picture of a microcapsule and a void of a microcapsule left where the sample was fractured. The microcapsules did not agglomerate on mixing and were in the target size range of 1–2 μm.

Dental Sealant Procedures

Appreciation for ADA Systematic REVIEWS

RATIONALE FOR MI Paste® ONE?

Clean

+

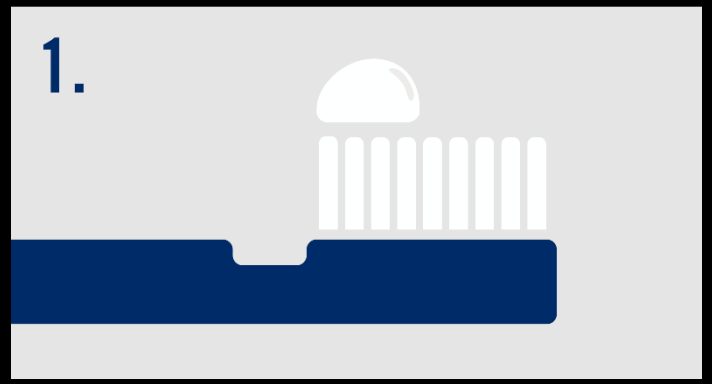
Treat

Clean & Treat in One Step!

HOW TO USE

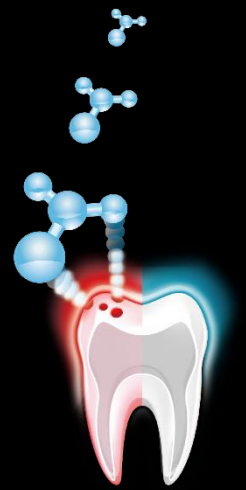
CAUTION
RECALDENT™ is derived from milk casein. Do not use on patients with a milk protein or hydroxybenzoates allergy. In case of allergic reaction; stop use, rinse mouth with water, and seek medical advice.

HOW TO USE:



Apply a small, pea-size amount of MI Paste ONE to your toothbrush.

For best results, brush for 2 minutes and **do not rinse**; do not eat or drink for 30 mins after brushing. Use twice a day.



Fresh Mint

Cool and refreshing mint flavor!

Alternatives

Review of Today

- Understand the market we exist in today
- Use the tools to get the job done faster and better
- Create an overwhelming positive experience by polishing your people skills
- Keep People FIRST

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