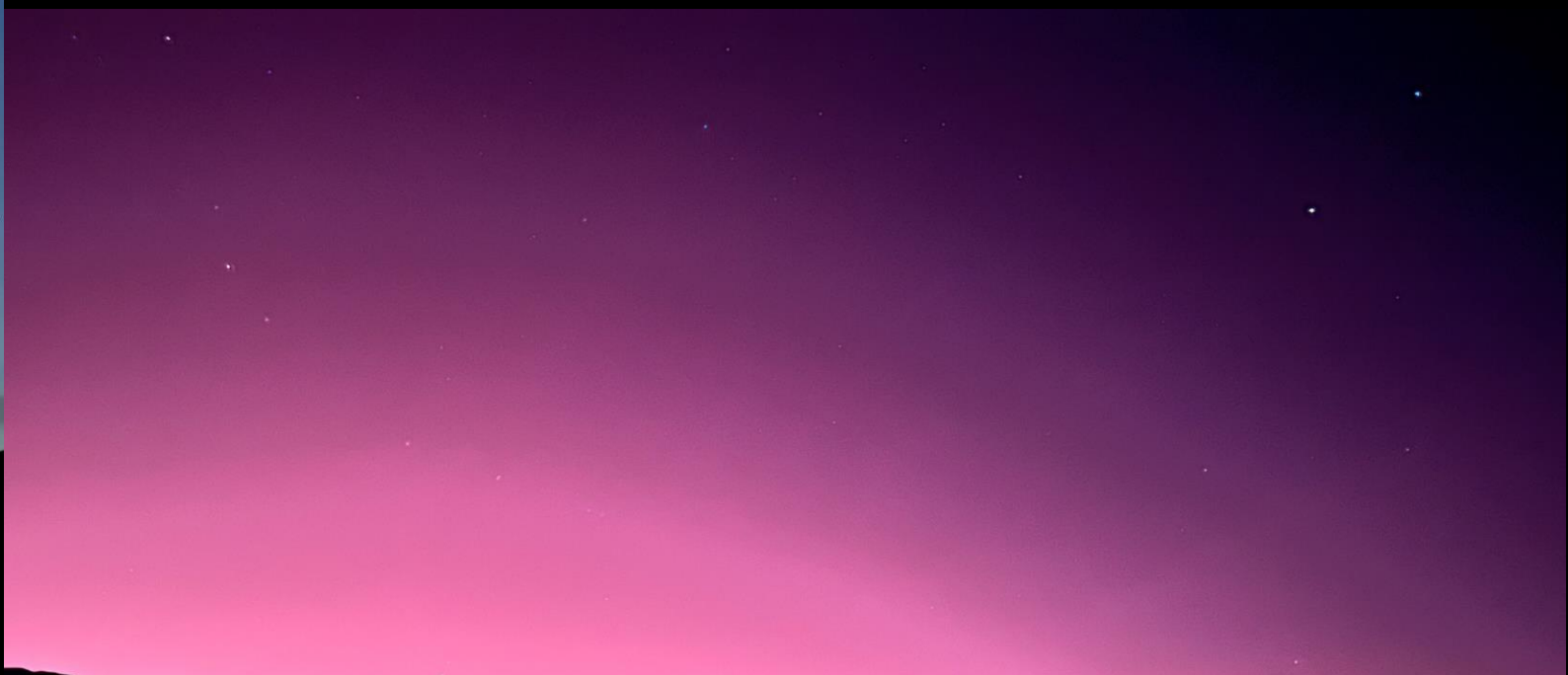


A conceptual image featuring a single tree standing on a horizon line that splits the landscape into a vibrant green field on the right and a calm blue body of water on the left. The tree itself is split vertically: its left half is bare and dark, while its right half is lush with green leaves. The sky above is filled with soft, white clouds against a pale blue background. Two thin white horizontal lines frame the title text.

EMBRACING CHANGE

Timothy M. Bizga, DDS, FAGD

Open your mind to the
possibilities
that may be hiding
behind the inconvenience of
change







THANK YOU FOR YOUR ATTENDANCE*

Complete the form below to gain access to
FREE handouts, special offers & exclusive information.



First Name

First Name

www.2thLectures.com

ABOUT ME





DISCLAIMER

I participate in multiple product reviews each year in order to stay at the fore front of the latest materials, techniques and services available, ensuring that the message I deliver is current and relevant to today's continuing education needs.

Some of these products & services I will be sharing with you today.

Today I am supported in part by:

Vista/Apex, Premier, Pearl,
Deka laser, Dexis, Eddson,
Cripple Creek Construction, Shining 3D

Dr. Bizga course offers

PinkWave LED Curing Light



PinkWave QuadWave Curing Light

Vista Apex Premium Irrigation



ChlorXTRA and SmearOFF 16oz Bottle
Buy 2 Get 1 FREE

Irrigation Tips



Appli-Vac and Vista Probe
Buy 2 Get 1 FREE

Ultrasonic Activation



EndoUltra

Visit the Vista Apex table or order through your friendly rep to redeem these offers!

VISTA APEX
ENDO RESTO LET'S GO!

Objectives

- Share my experience and tell stories
- Be authentic
- Have fun





Perspective Principle

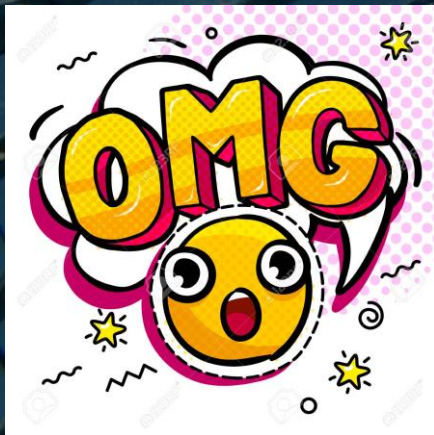
1. How we VIEW things determines how we DO things
2. What you SEE is who you will BE
3. When we CHANGE the way we look at things- the things we look at CHANGE
4. What I BELIEVE, determines how I PERCEIVE (your subjective construct)



Here is what
I know

- I am deeply passionate about consumer access to affordable care AND...the right of health-care provider to remain independent while earning a living

I also
know...



- The Industry is **BROKEN** and Dentist are footing the bill...
 - Payroll has gone up
 - Rent has increased
 - Equipment costs ↑
- Since 1997 the market has grown 70%, while dentists remain flat
- YET reimbursement through primary payment channels in dentistry (i.e. dental insurance) is stagnant or declining
 - 2011-16 charges to insurers increased in 36 states; while reimbursements during same period **DECREASED** in 46 states

A Tale of Three Groups of Independents

Independent Pharmacy



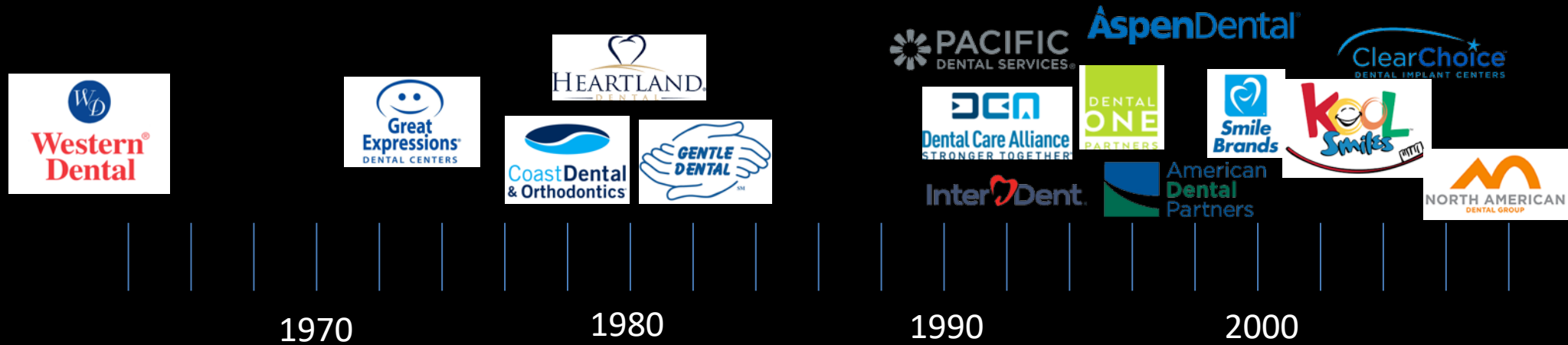
Independent Hardware



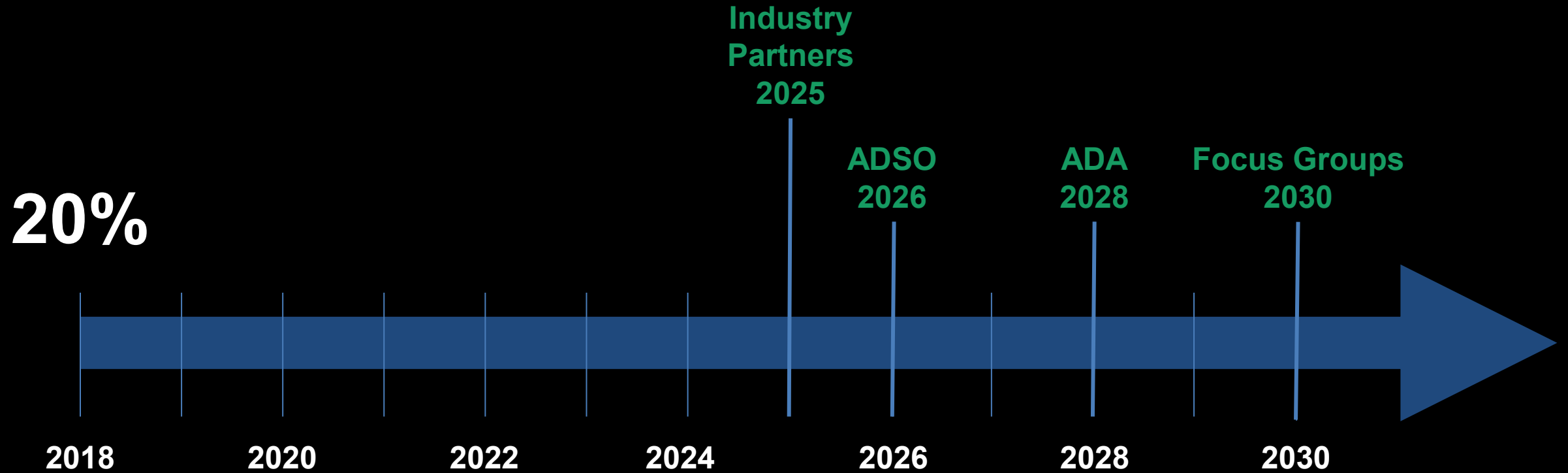
Independent Optometrists



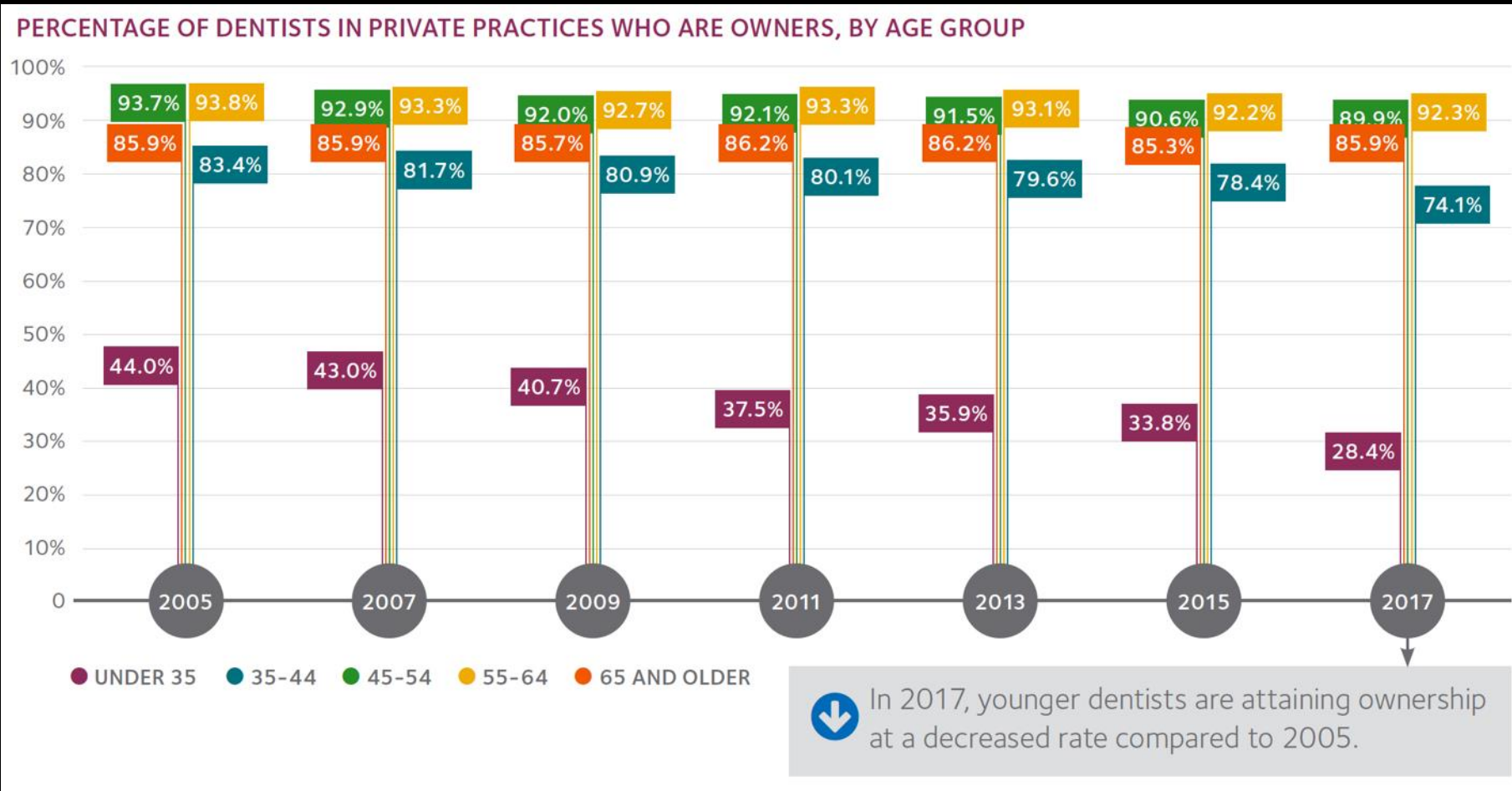
DSOs continue to expand



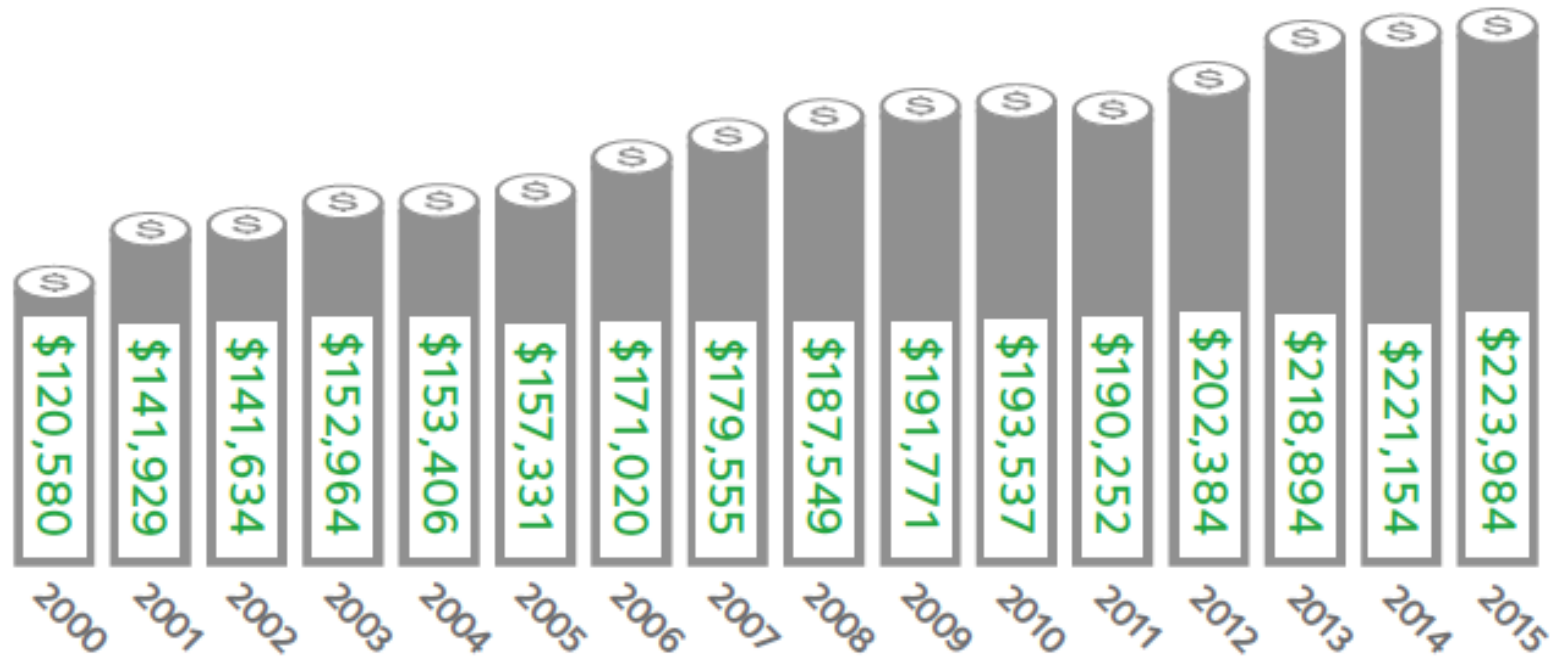
When will 50% of dental practices be DSO affiliated?



Private Practice Ownership Declining



Trends in Education Debt



AVERAGE EDUCATIONAL INDEBTEDNESS of graduating dental students has increased an average of 4.2% annually between 2000 and 2015 after adjusting for inflation.

Source: American Dental Education Association, Survey of Dental School Seniors, 2015 Graduating Class.

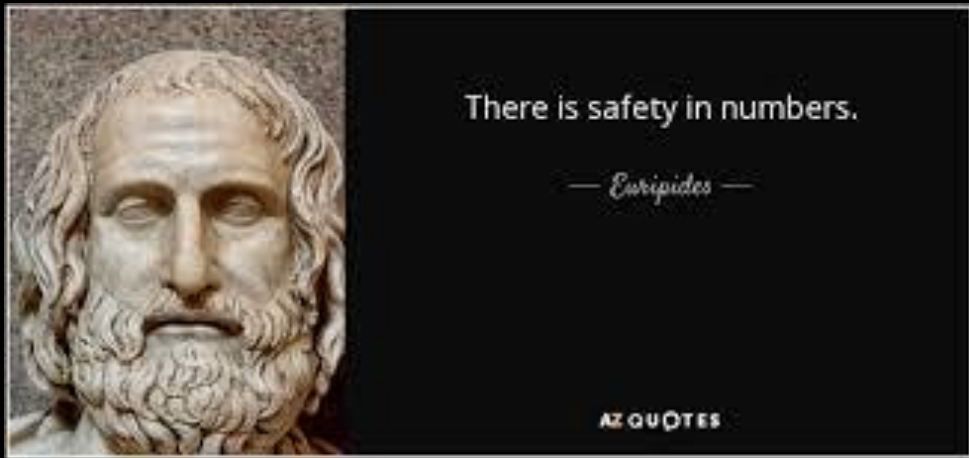
\$297,331

average debt per
graduating senior in 2023

*American Dental Education
Association (ADEA)*

Dentistry's 8 Game Changers

1. The Great Resignation
2. Changes in Patient Buying
3. More Dental Schools
 - 13 opened since 2008
4. Higher Student Loan Debt
5. Decrease in Insurance Reimbursements
6. Expansion of DSOs or Corporate Dentistry
7. Fewer Private Practice Associateships Available
8. Delayed Retirement





Adding Select Dental Services

- Brilliant Ways to Grow
 1. Dental Implants
 2. Adult Ortho
 3. Sleep Apnea/Lasers
 4. Botox/Fillers
 5. Cosmetic/Preventative Dentistry/ENDO
 6. Robust Hygiene Program

- Extended Bottle Feeding and Pacifier Use
- Causes Poor Tongue Position and Abnormal Swallowing
- Sugar/ Processed Foods can have an effect
- Poor Oral Habits (thumb / finger / lip sucking, tongue thrust, etc.)

Mouth Breathing / Snoring

- Restless Sleep / Arousals
- ADD / ADHD
- Bed Wetting
- Chronic Allergies
- Nightmares
- Daytime Drowsiness
- Aggression / Defiance / Anger
- Difficulty in School
- Frequent Infections

Sleep Disordered Breathing

Compromised Airway

- Reduces airway / Restricts Airflow
- Reduces Oxygen / Increases CO2
- Affects Brain Function / Immune & Endocrine Systems
- Swollen Adenoids / Tonsils
- Low Tongue Position / Tongue Thrust
- Underdeveloped Dental Arches
- Overjet / Open Bite
- Cross Bite





Snoring Myth

Snoring Isn't Dangerous.
It's just "disruptive"

Snoring Reality

Study conducted on 273 snoring patients

- 4% tested normal for obstructive sleep apnea (OSA)
- 21% had mild OSA (bad and likely to get worse)
- 29% had moderate OSA (really bad – lots of comorbidities)
- 44% had severe OSA (seriously bad – likely to die early)
- 2% had AHI scores > 100 (really really bad – as in call 911 now)

96% of people in this study who snored also had OSA

Non-Surgical Approaches

- Weight Loss
- *Hormone Therapy
- Avoid Alcohol / Afternoon Caffeine
- Decongestants
- Positional Sleep
- Oral Appliances
- CPAP
- Lasers



Walter Stumpf

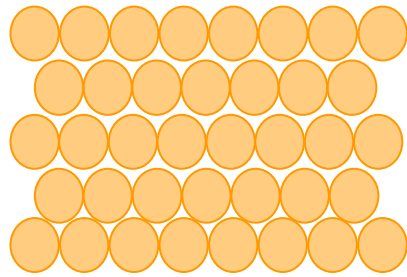
"Vitamin D3 sites of action in the brain: An autoradiographic study"

Surgical Approaches

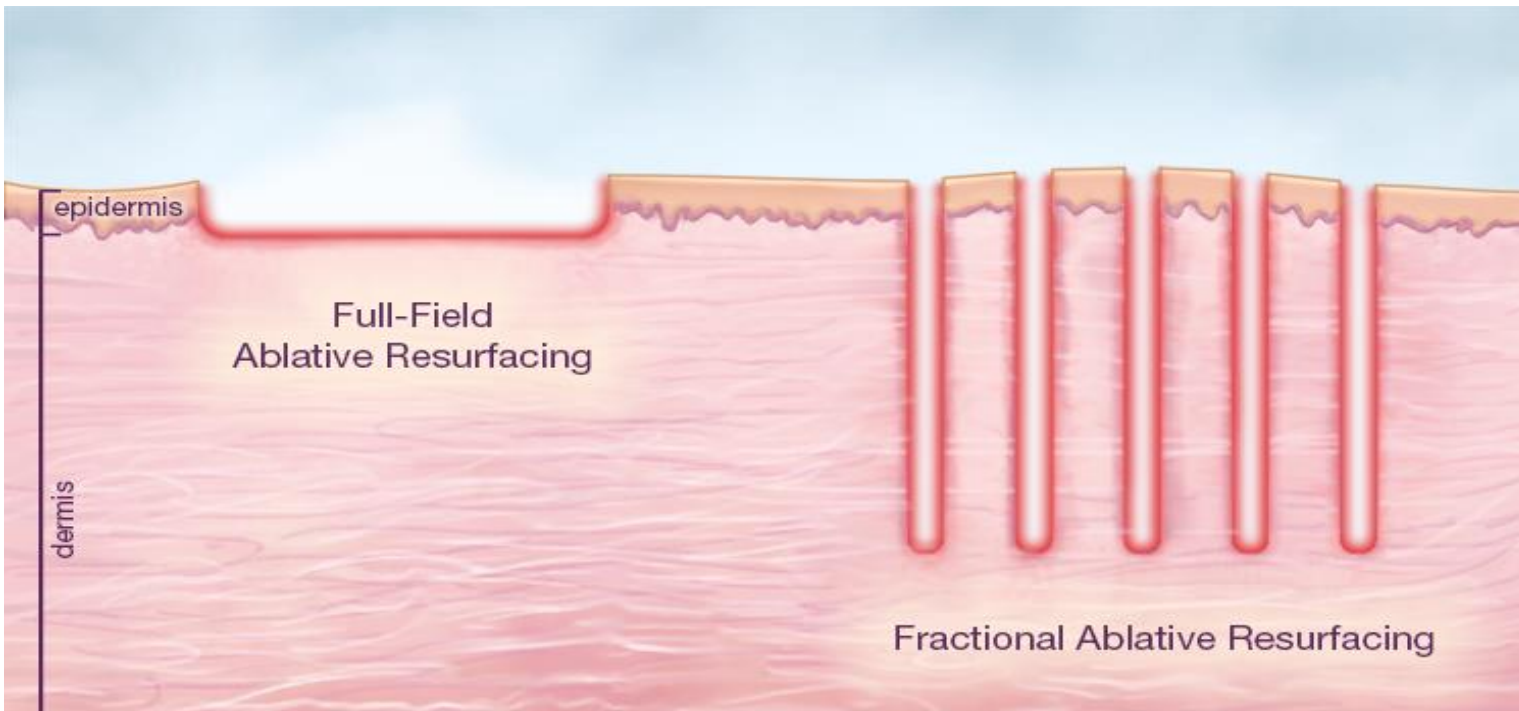
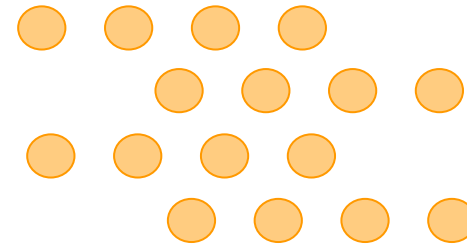
- Nasal Surgery
- Uvuloplasty
- PPP/UPPP (UvuloPalatoPharyngoPlasty)
- Pillar Procedure (Palatal Implant)
- Expansion Sphincter Pharyngoplasty
- Lateral Pharyngoplasty
- Uvulopalatal Flap
- Z-Palatoplasty
- MMA (MaxilloMandibular Advancement)

Fractional Resurfacing vs Full Ablative

“Horizontal delivery of energy”
Traditional scanning mode

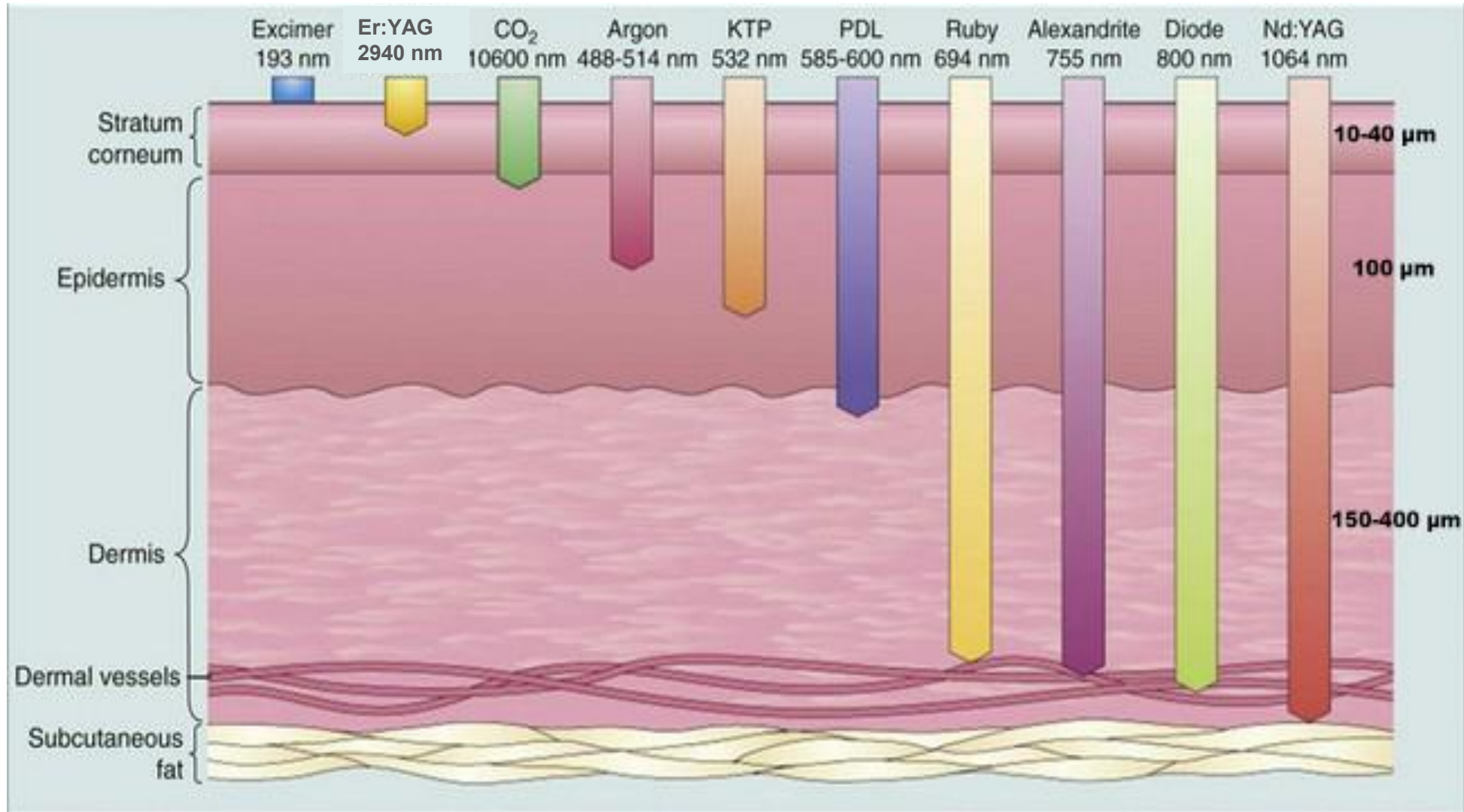


“Vertical delivery of energy”
Fractional scanning mode

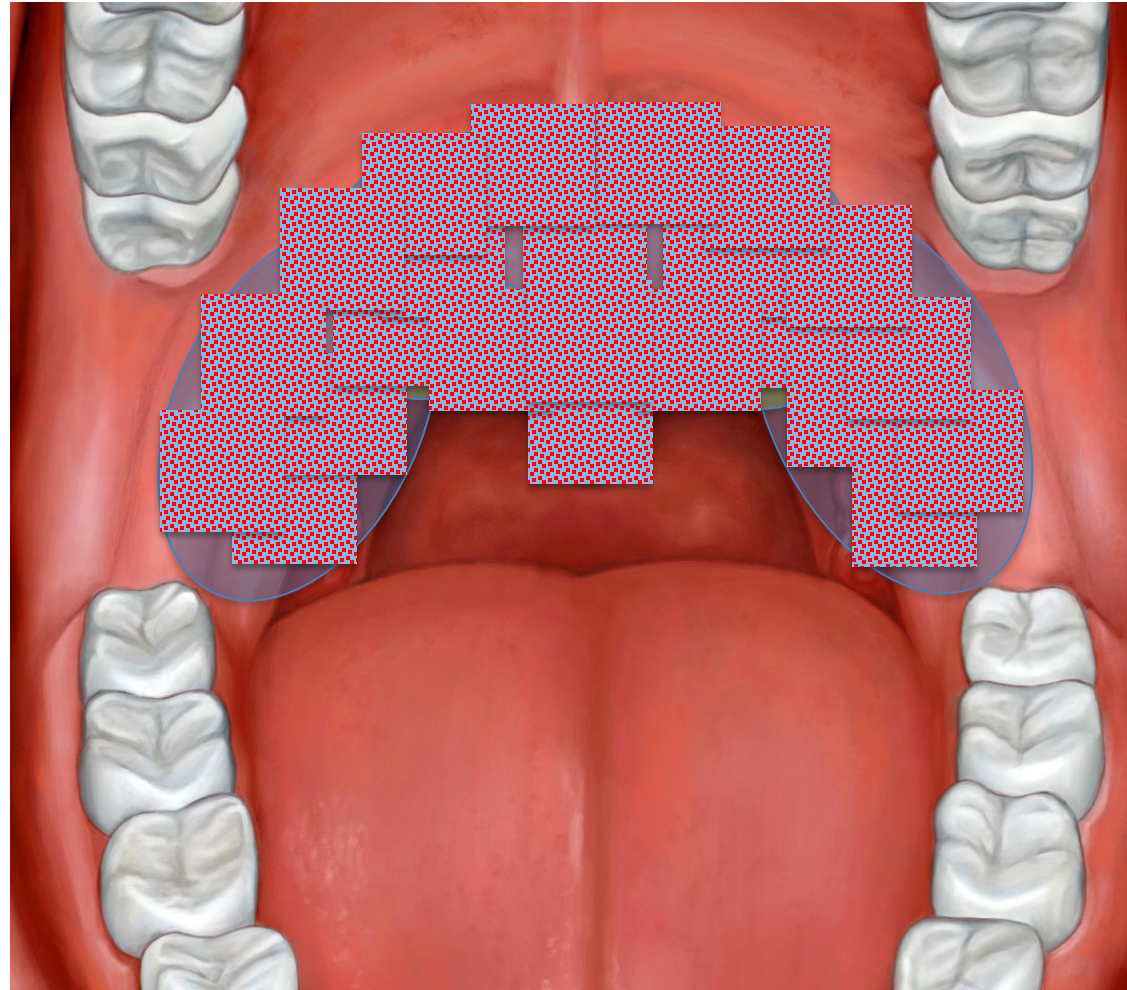


During treatment, a pattern of
tiny thermal wounds
is created stimulating collagen and
improving surface tension.
125 μ m = primary intention healing
= no scar tissue

Depth of Penetration

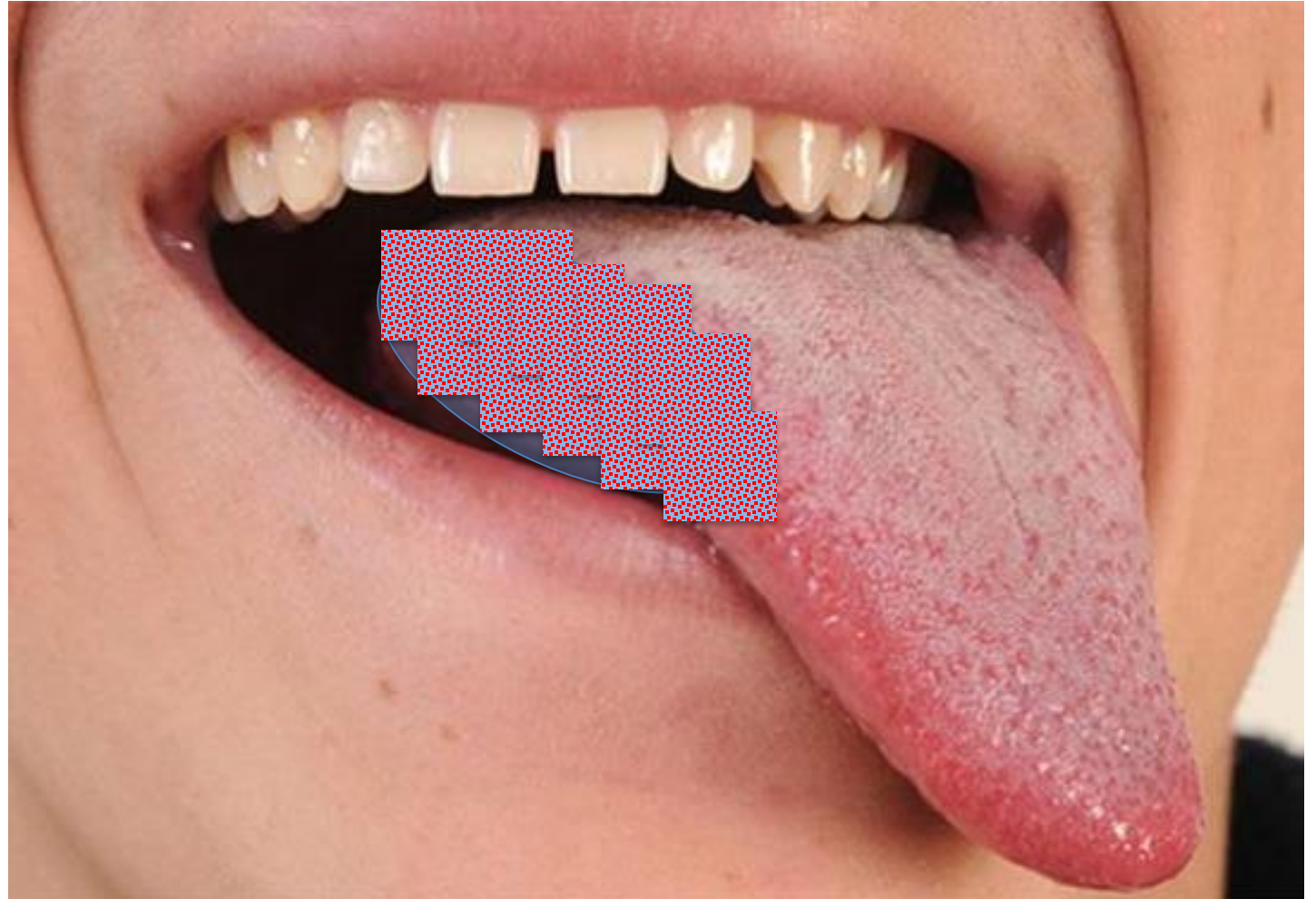


Target Areas

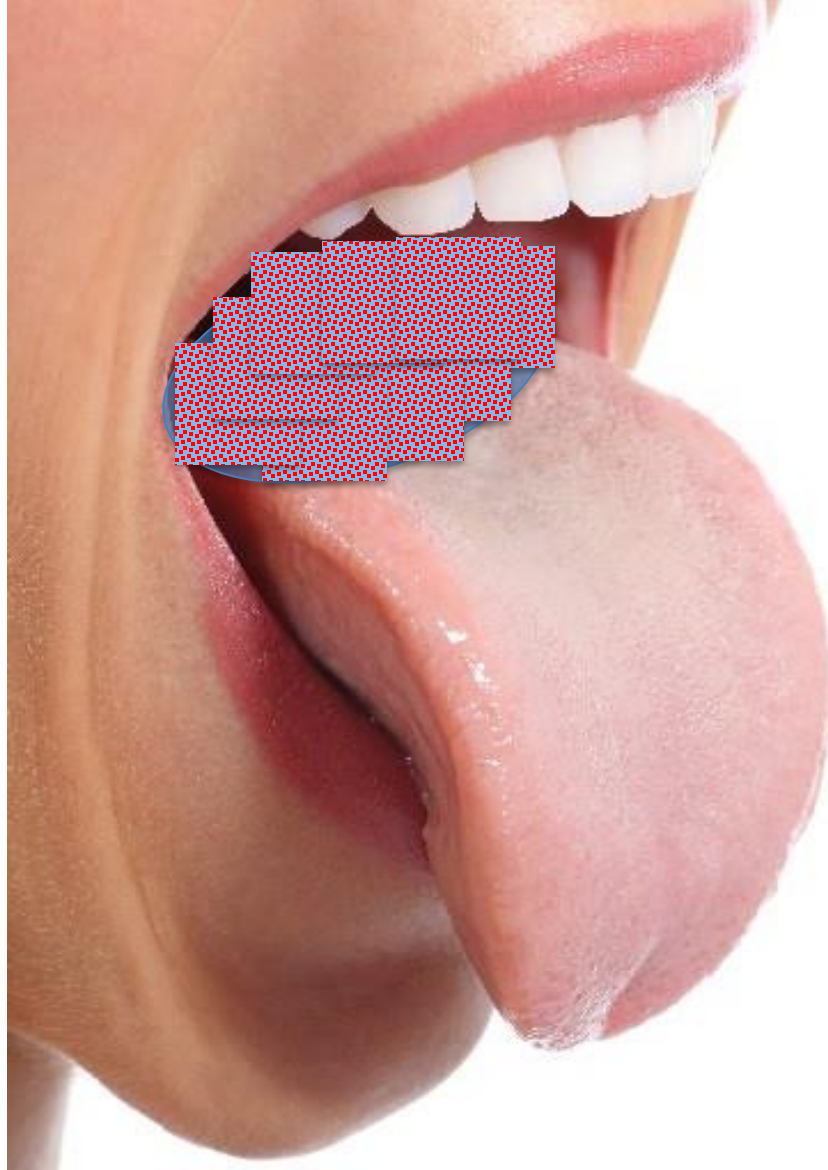


Target Areas

Lateral border of
Tongue



Posterior Dorsum of
Tongue (lingual tonsils)





Tonsillar Decontamination Results

Before



Before Treatment

After

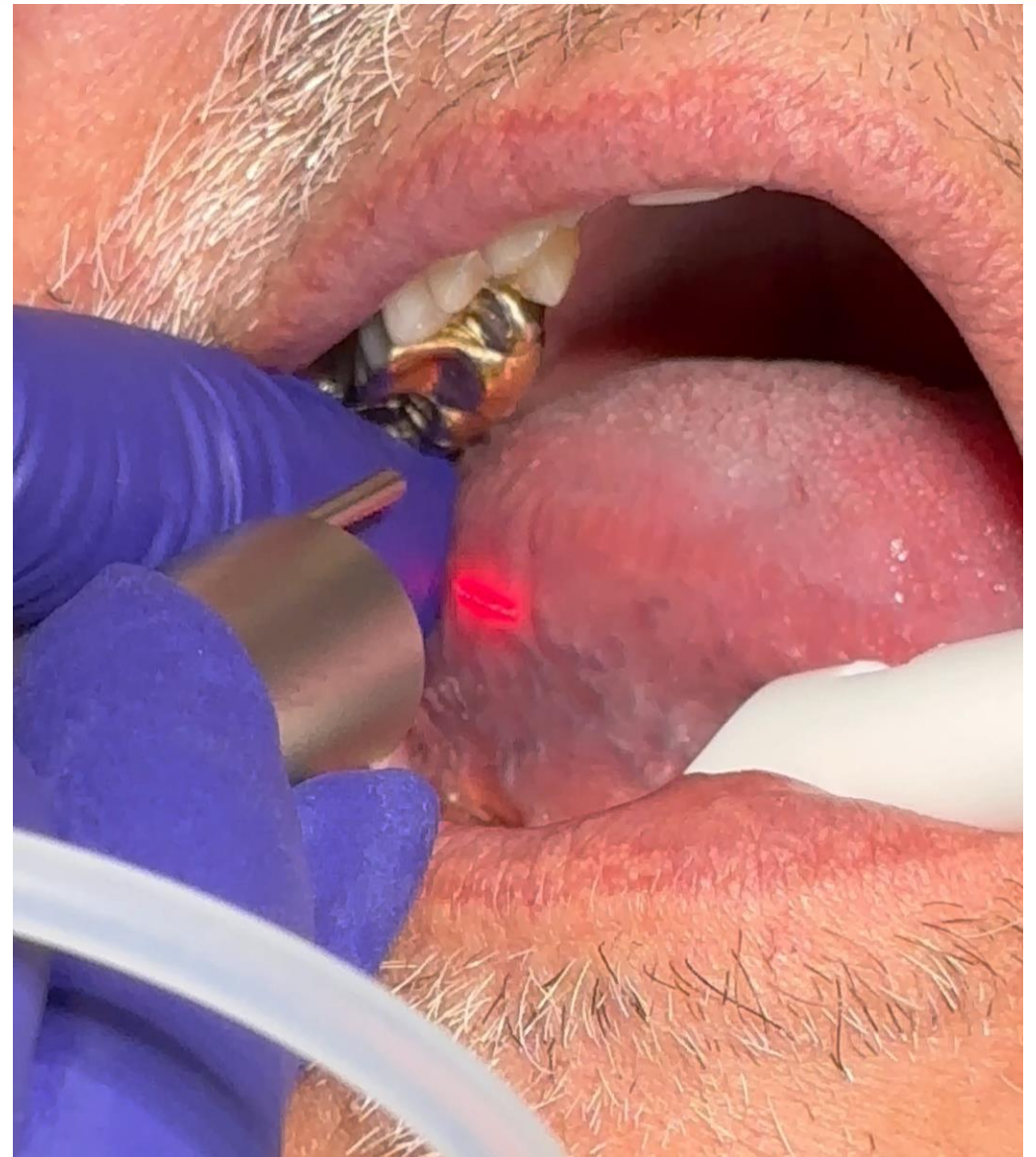


1 Day After Treatment

In Operation



In Operation



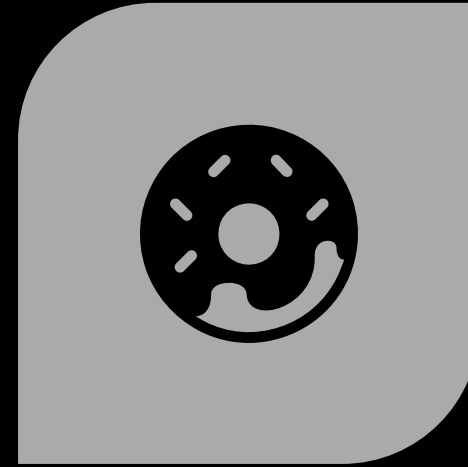
Immediate Post-Operative View



Two Ways to Profit



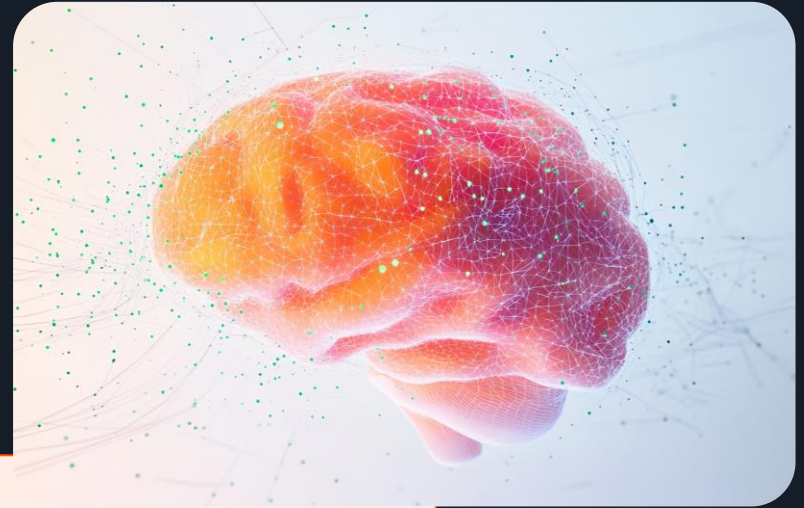
TREAT AIRWAY



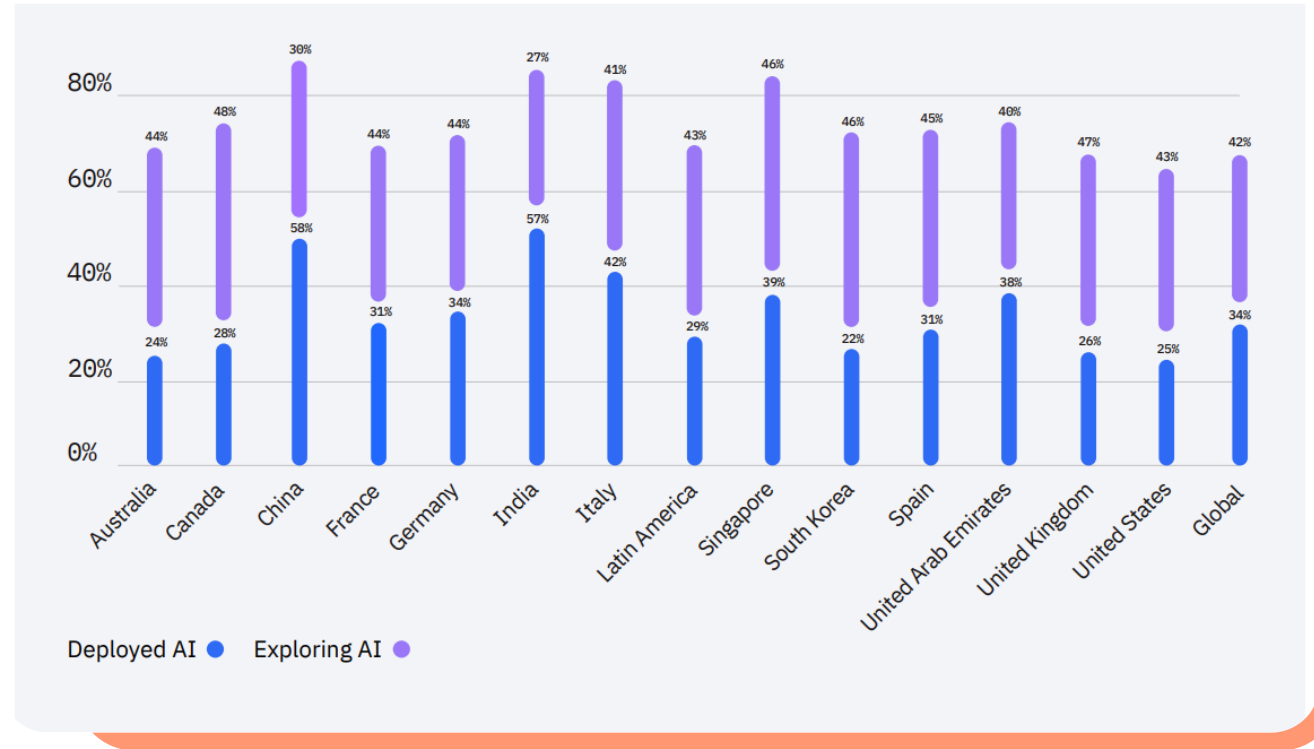
TREAT ATHLETES

AI

Computer systems that can simulate the problem-solving and decision-making capabilities of the human mind.



AI in business



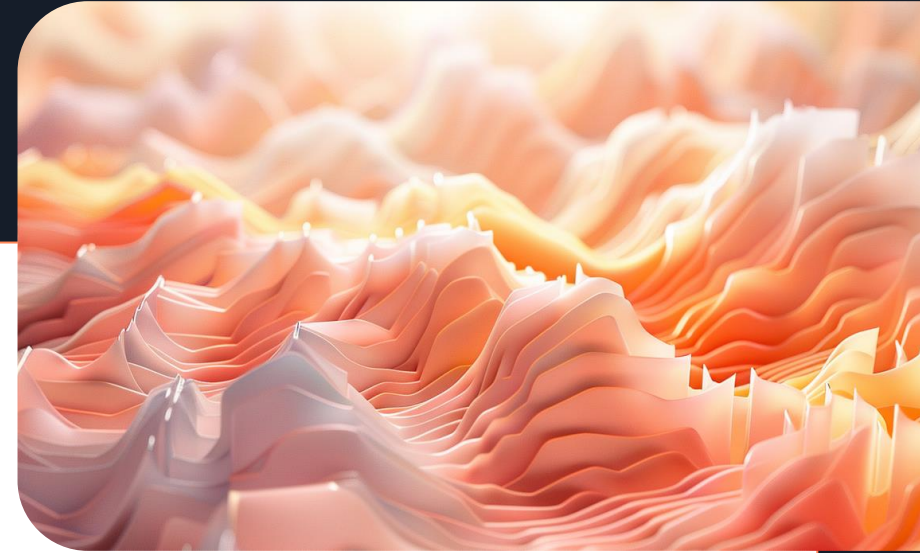
35% of businesses globally are using AI today.

42% of businesses are exploring AI.

The building blocks of AI



How AI is trained



Input

Tremendous volumes of data are fed into computer programs.

• Training

Algorithms then analyze the data, detect patterns and learn.

• Output

AI generates insights, predictions, or decisions.

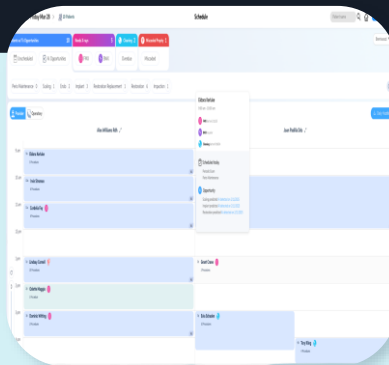
AI in Dentistry

AI in Dentistry

Diagnostic Assistance



Enhanced Scheduling & Chart Audits



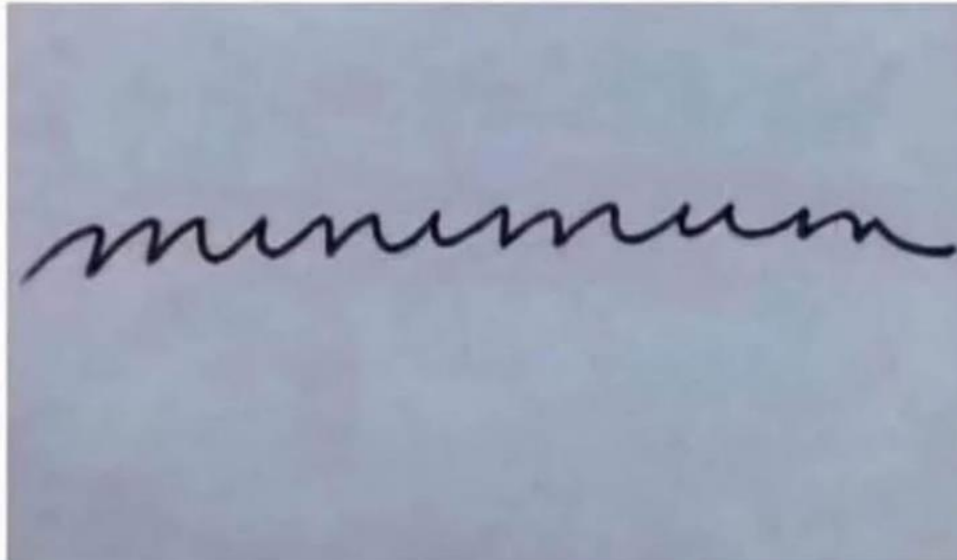
Insurance Verification

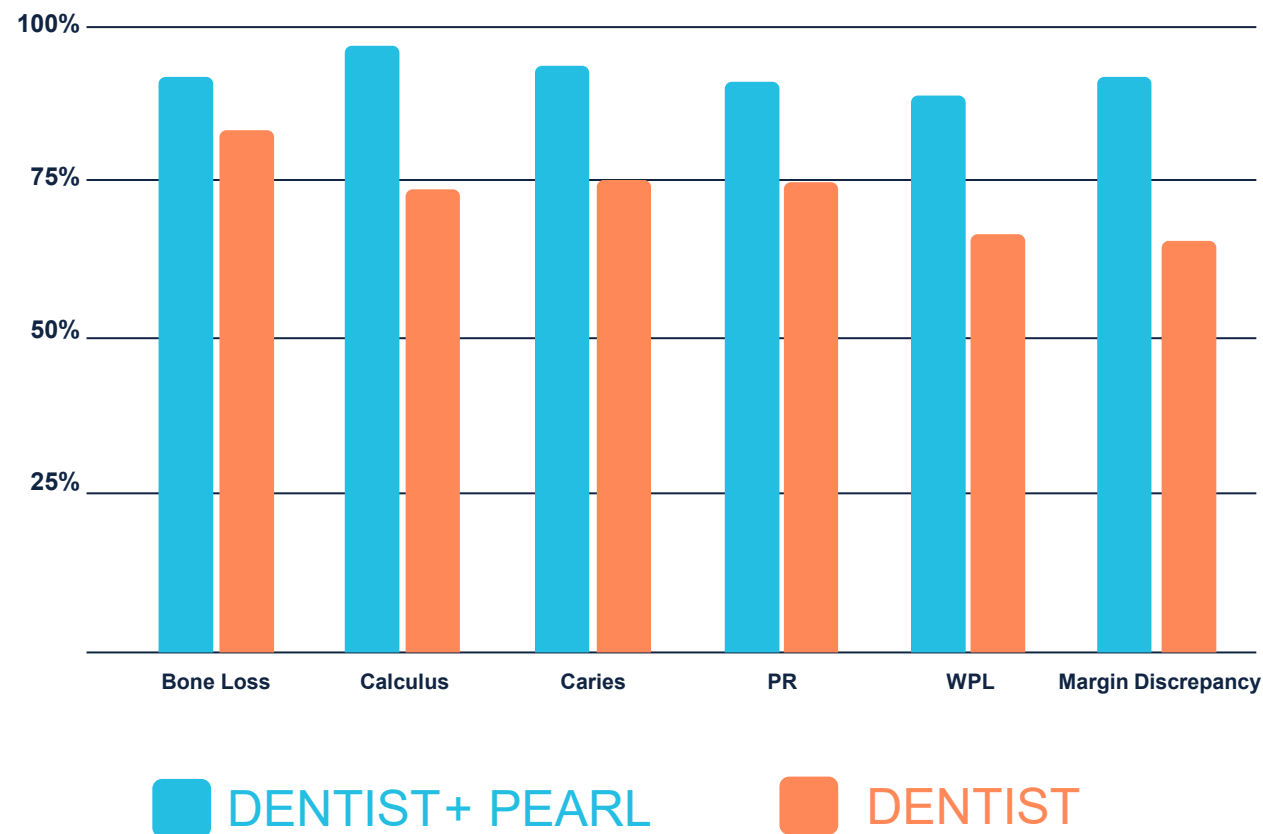
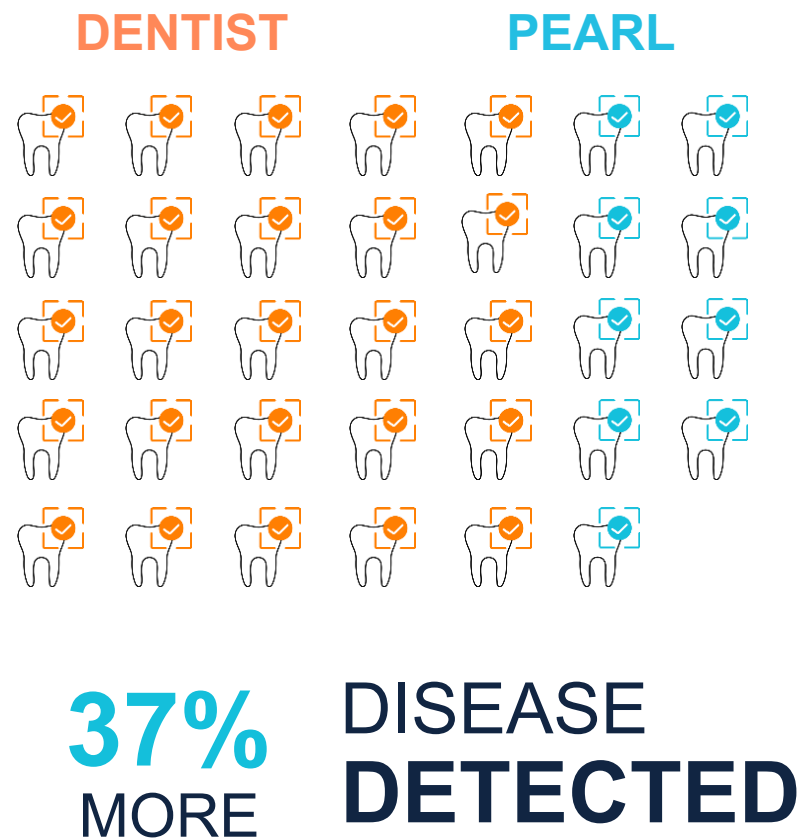
Appointment	Appointment Date	Insurance Carrier	Insurance Plan	Insurance Type	Status
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary
0046-304-3700	03/10/2024	Antares Blue Cross of CA	\$ 5000	Medicare	View Summary

Workflow and Staffing



There's at least one
generation that can't tell
you what word this is.





Patient Trust | BY THE NUMBERS



64%

Say they **don't** understand their x-rays during a consultation with their dentist 2

55%

Say **trust in the diagnosis/dentist** is the most important factor in treatment acceptance.²

61%

Say they have **switched dentists, sought second opinions or refused treatment** after a diagnosis.²

40%

Say they **distrust** dentists.

¹ <https://news.gallup.com/poll/1654/honesty-ethics-professions.aspx>

² https://5664760.fs1.hubspotusercontent-na1.net/hubfs/5664760/Guides%20and%20Studies/Dental%20Patient%20Trust%20Survey_8_22.pdf

Second Opinion®



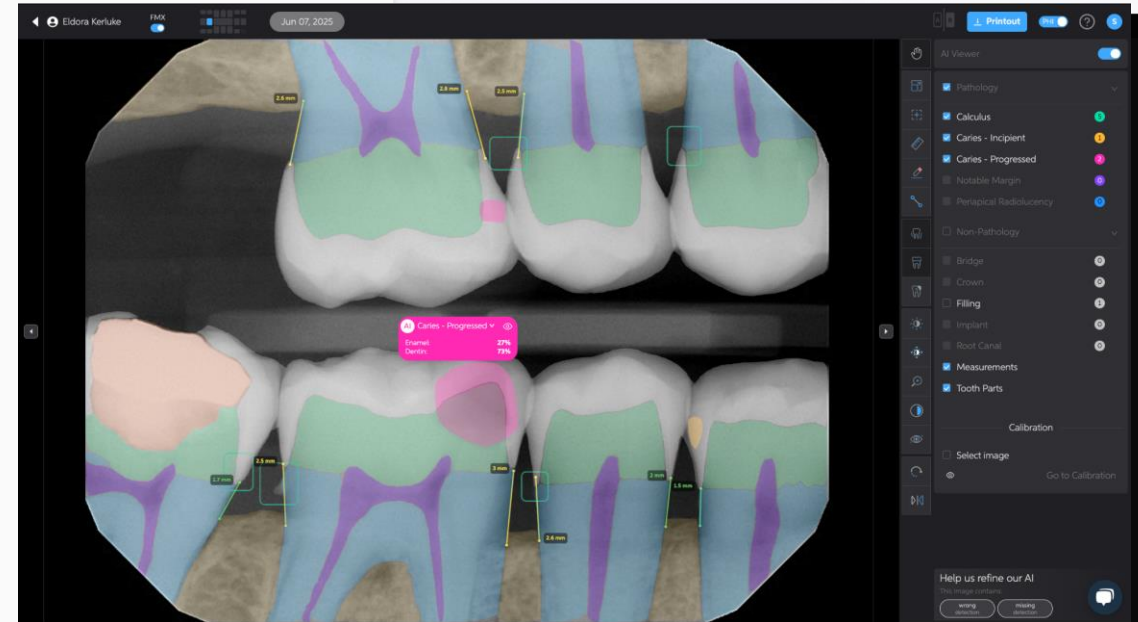
More accurate diagnoses



Improved communication



Timelier treatment



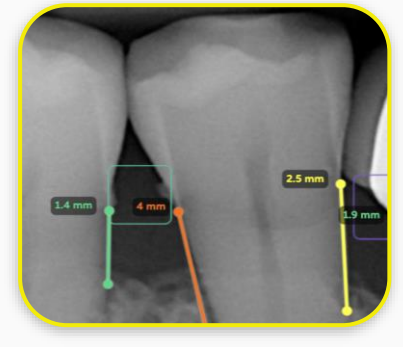
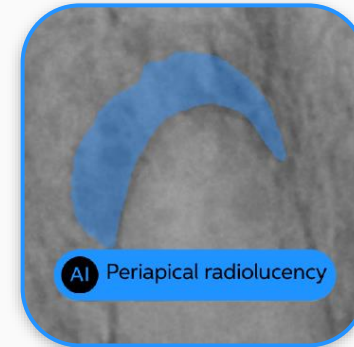
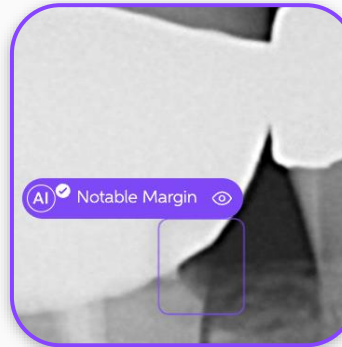
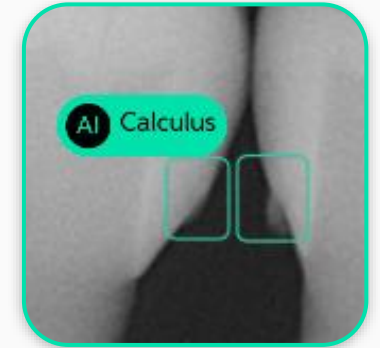
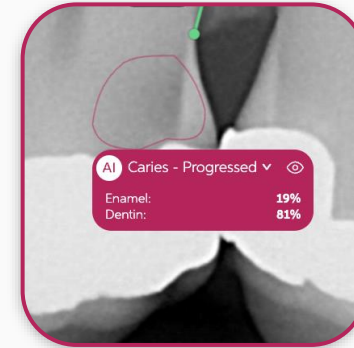
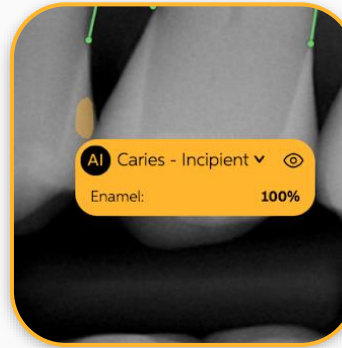
Features | AI Detections

Detections

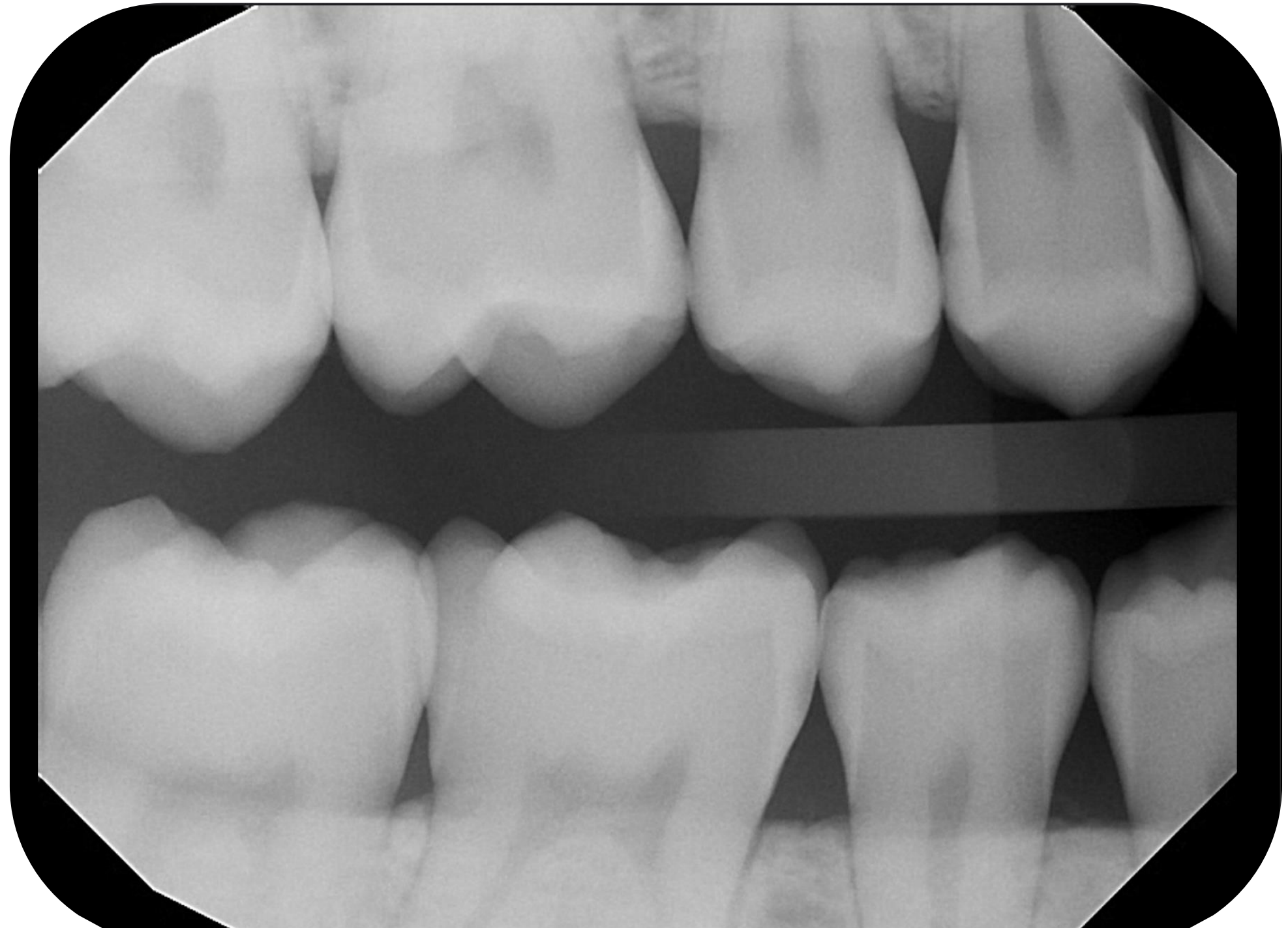
- Decay within enamel
- Decay progressed into Dentin
- Calculus
- Notable Margin
- Periapical Radiolucency

Bone Level Measurements

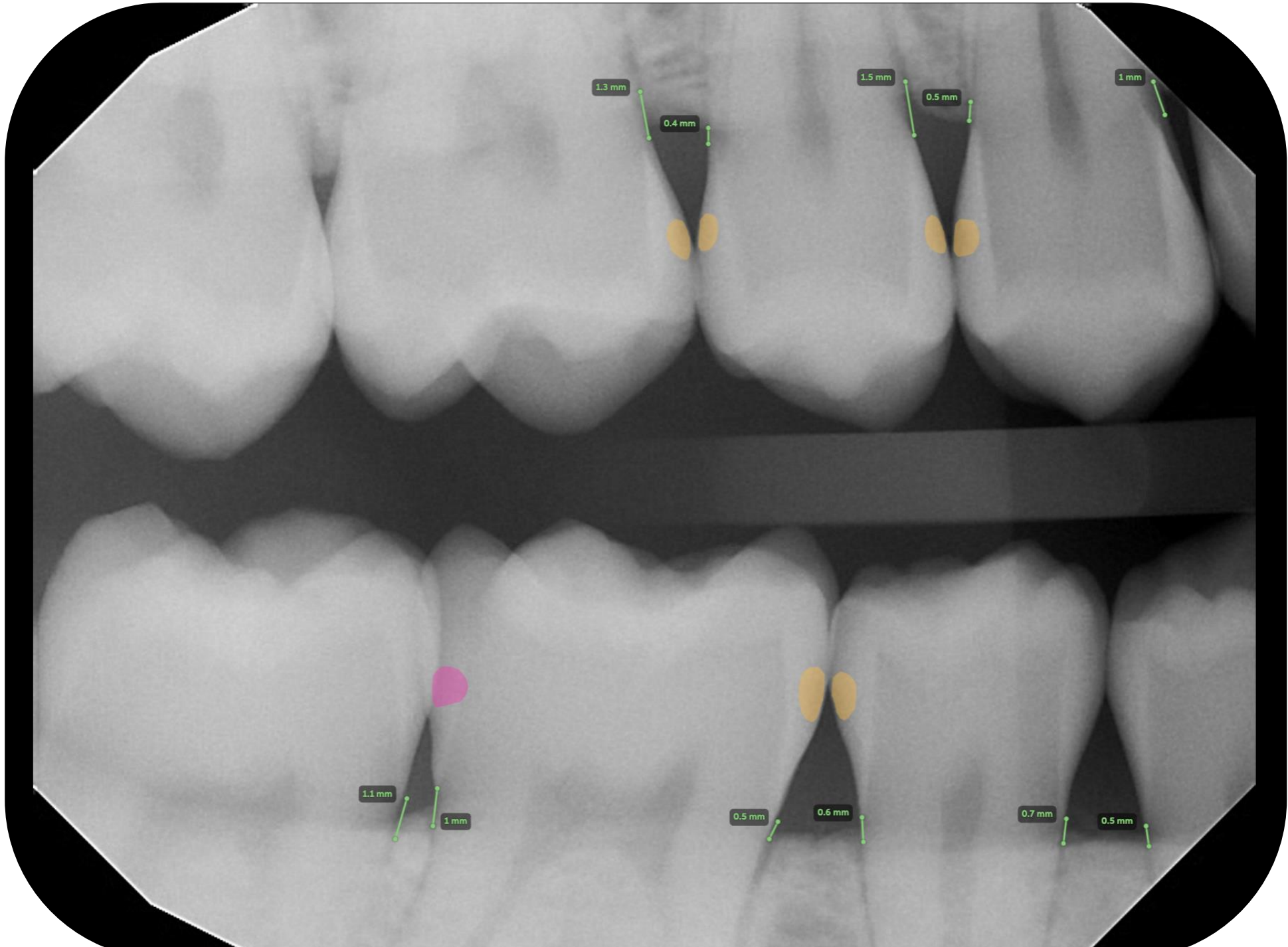
- 0 - 2.5mm
- 2.5 - 4mm
- 4mm +

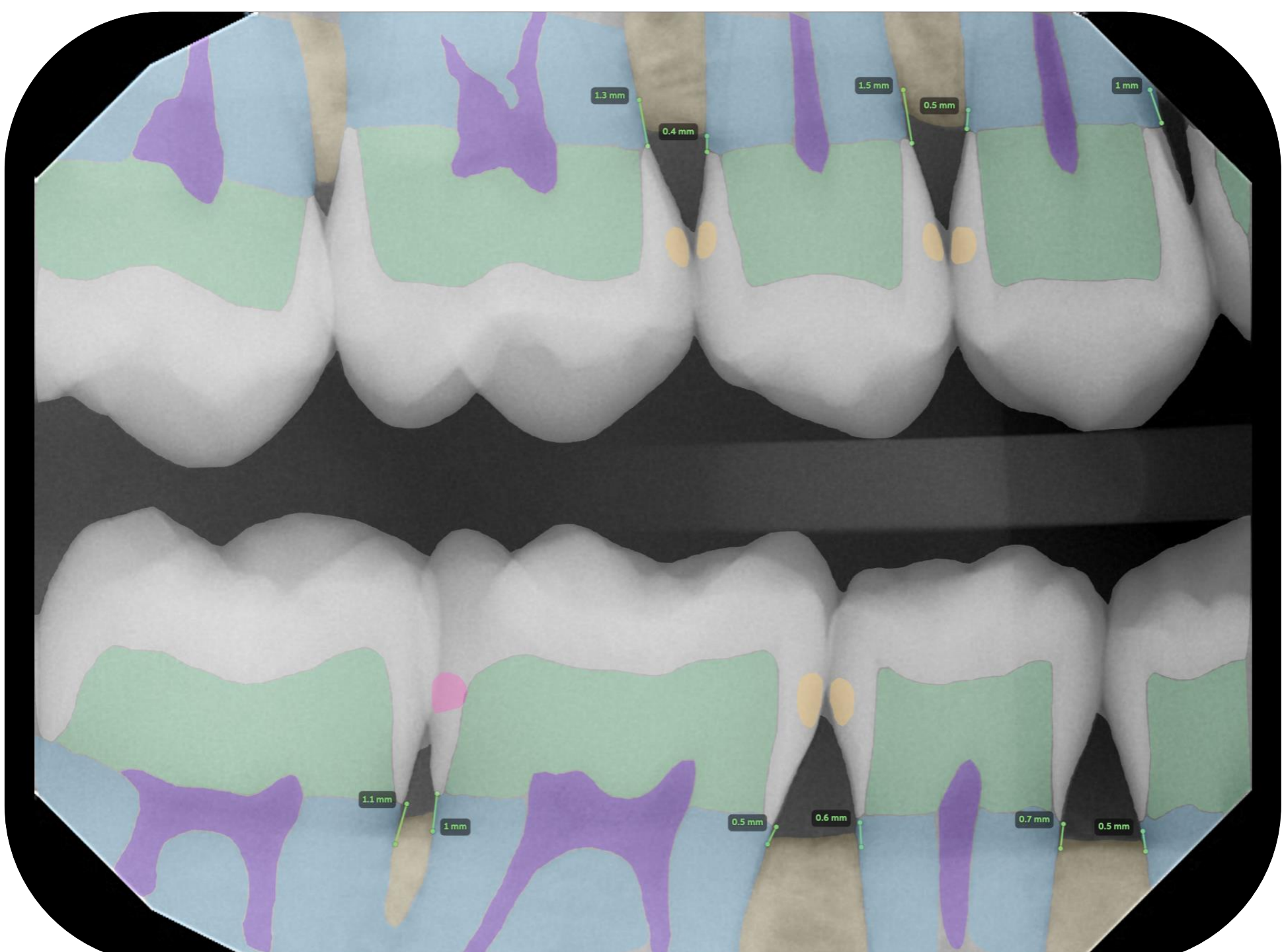


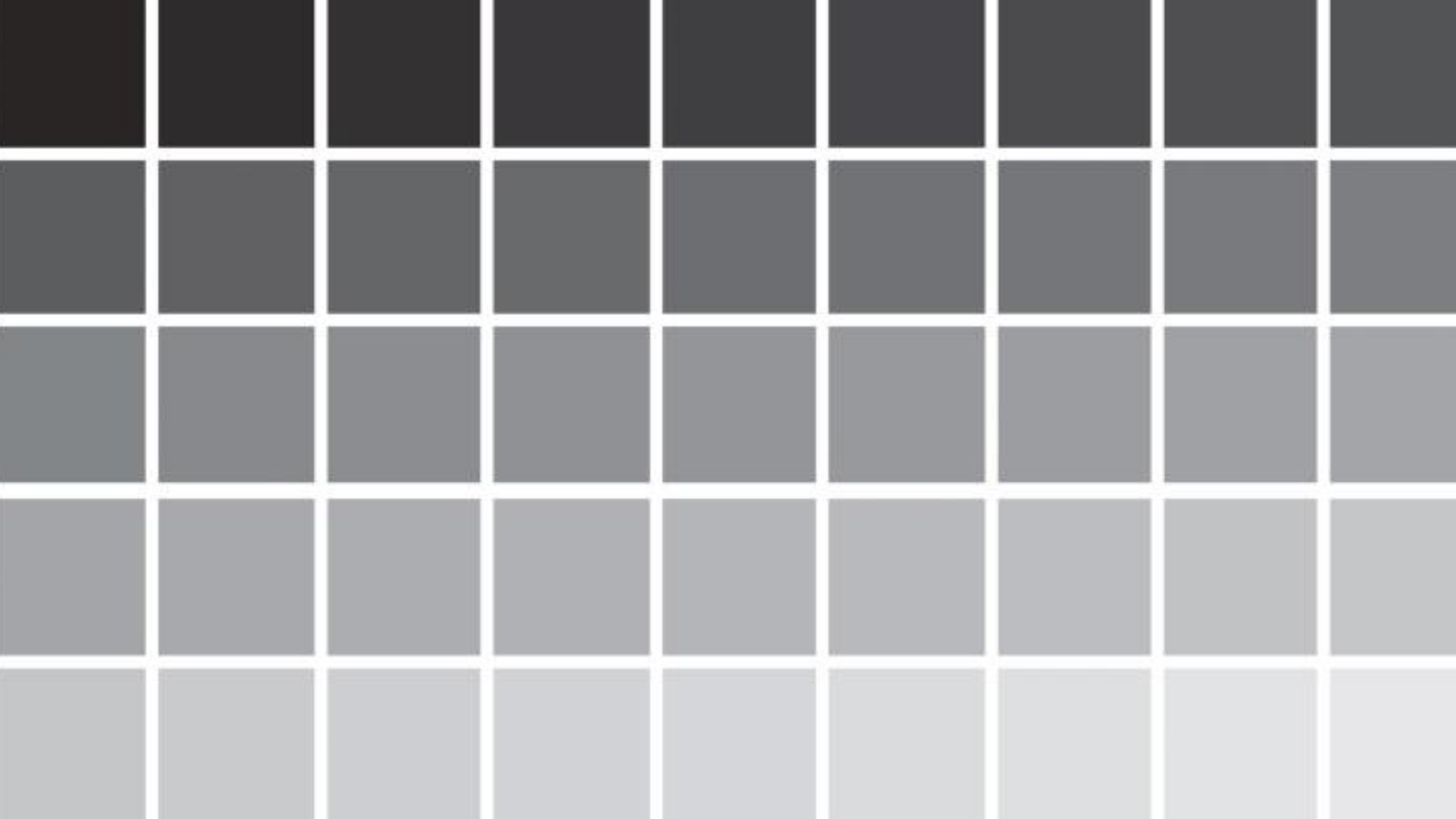
**How many areas of decay
do you see?**



7







Creating a Differentiator





Dental Practice Management Software and Technology Suite

[illegible]



The EDDSON Difference

Efficient Design & Functionality

EDDSON is engineered to deliver better performance and overall results in every aspect. Our innovative user interface is not only unique, but also improves workflow efficiency, reduces user errors, and is easier to use than competitive applications.

Innovative User Interface

A core design concept and key differentiator is EDDSON's tabbed based task management. This unique feature enables users to manage up to 7 patient records and/or primary functions at a time.

True Multi-tasking Functionality

Account Balance: Est. Pt. Due: \$550.00, Est. Ins. Due: \$135.50, Est. Ins. Due: \$414.50

Name: Ernest "Ernie" K Baxter
Preferred: Ernie
DOB: 5/1/1967
Age: 56
Gender: Male
Status: Active

Resp Party: Ernest "Ernie" K Baxter
Contact:
Relationship:
Phone 1: 303-555-1234
Phone 2: 303-555-1234
Phone 3: 303-555-1234

Medical: Anxiety
Allergy:
PreMed:
Patient:

Last Visit: 7/18/2023
Next Visit: No Appointment Scheduled
Last Perio Chart: 3/18/2019
Last Recare Visit: 7/18/2023
Last BWX: 10/27/2020
Last SRP: 1/11/2022
Recare Due: 1/19/2024
Health History: 3/17/2022

Primary Ins: MetLife Dental
Avail Cov: \$1,000.00
Second Ins: BlueCross BlueShield Of Kan
Doctor: DR.JS - John Smith, DOS
Hygienist:

Date	Patient	Description	Debit	Credit	Balance
12/23/2022	Bridget Baxter	Insurance Payment Secondary DOS 10/14/22	\$0.00	(\$40.00)	\$217.00
1/3/2023	Margaret Baxter	Posted Services	\$325.00	\$0.00	\$542.00
1/5/2023	Margaret Baxter	Primary Claim Generated Electronic DOS 01/03/23 CLOSED	\$0.00	\$0.00	\$542.00
1/11/2023	Joseph Baxter	Insurance Payment Primary DOS 10/18/22	\$0.00	(\$259.00)	\$283.00
1/11/2023	Joseph Baxter	Secondary Claim Generated Electronic DOS 10/18/22 CLOSED	\$0.00	\$0.00	\$283.00
2/16/2023	Rose Mary Baxter	Posted Services	\$325.00	\$0.00	\$608.00
2/16/2023	Rose Mary Baxter	Primary Claim Generated Electronic DOS 02/16/23 CLOSED	\$0.00	\$0.00	\$608.00
2/24/2023	Joseph Baxter	Insurance Payment Secondary Denied DOS 10/18/22	\$0.00	\$0.00	\$608.00
5/12/2023	Rose Mary Baxter	Insurance Payment Primary DOS 02/16/23	\$0.00	(\$325.00)	\$283.00
6/26/2023	James Baxter	Posted Services	\$329.00	\$0.00	\$612.00
6/26/2023	James Baxter	Patient Payment - Visa	\$0.00	(\$283.00)	\$329.00
7/10/2023	James Baxter	Primary Claim Generated Electronic DOS 06/26/23 PENDING	\$0.00	\$0.00	\$329.00
7/18/2023	Ernie Baxter	Posted Services	\$221.00	\$0.00	\$550.00
7/23/2023	Ernie Baxter	Primary Claim Generated Electronic DOS 07/18/23 PENDING	\$0.00	\$0.00	\$550.00

Details
Posted Services Posted: 07/23/2023 11:34 AM by Rusty Bradbury Ref: Save Changes

ServiceDate	Patient	Code	Description	Tth	Surf	Quad	Fee	Allowed	Est Ins Prim	Est Ins Sec	Est Pt	Ins Disc	Dvngnd	Prov	Claim
7/18/2023	Ernest	D4910	Periodontal mainten...				\$221.00	\$221.00	\$85.50	\$0.00	\$135.50	\$0.00		\$0.00	H.A.C. ✓

Claim Status: Pending
Resubmit **Cancel**



The EDDSON Difference...

Advanced Accounting & Management Tools

EDDSON's management tools provide easy, real-time access to management data as well as meaningful performance metrics and analytics that can highlight performance opportunities and the ability to make truly informed business decisions.

Unparalleled Performance Analytics

What typically takes office administrators or practice consultants hours to compile and consolidate can be executed with a couple of clicks using EDDSON's performance analytics module.

Our performance Dashboard and advanced analytics tool aptly named "PEAKS" (Practice Efficiencies And Key Statistics) can deliver real-time data for monitoring of a practice's performance. Performance benchmarking and goal tracking are also available to identify performance opportunities and to ensure overall optimal performance and patient care.





The EDDSON Difference...

Complete and Scalable Solution

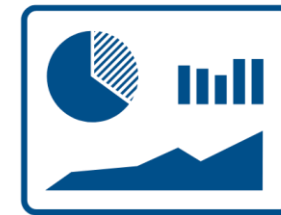
Competing products simply do not offer EDDSON's robust portfolio of optional modules/services and must rely on 3rd party products to offer a complete solution. This approach offers limited functionality and significantly more expensive than EDDSON's scalable solution and bundled pricing options.

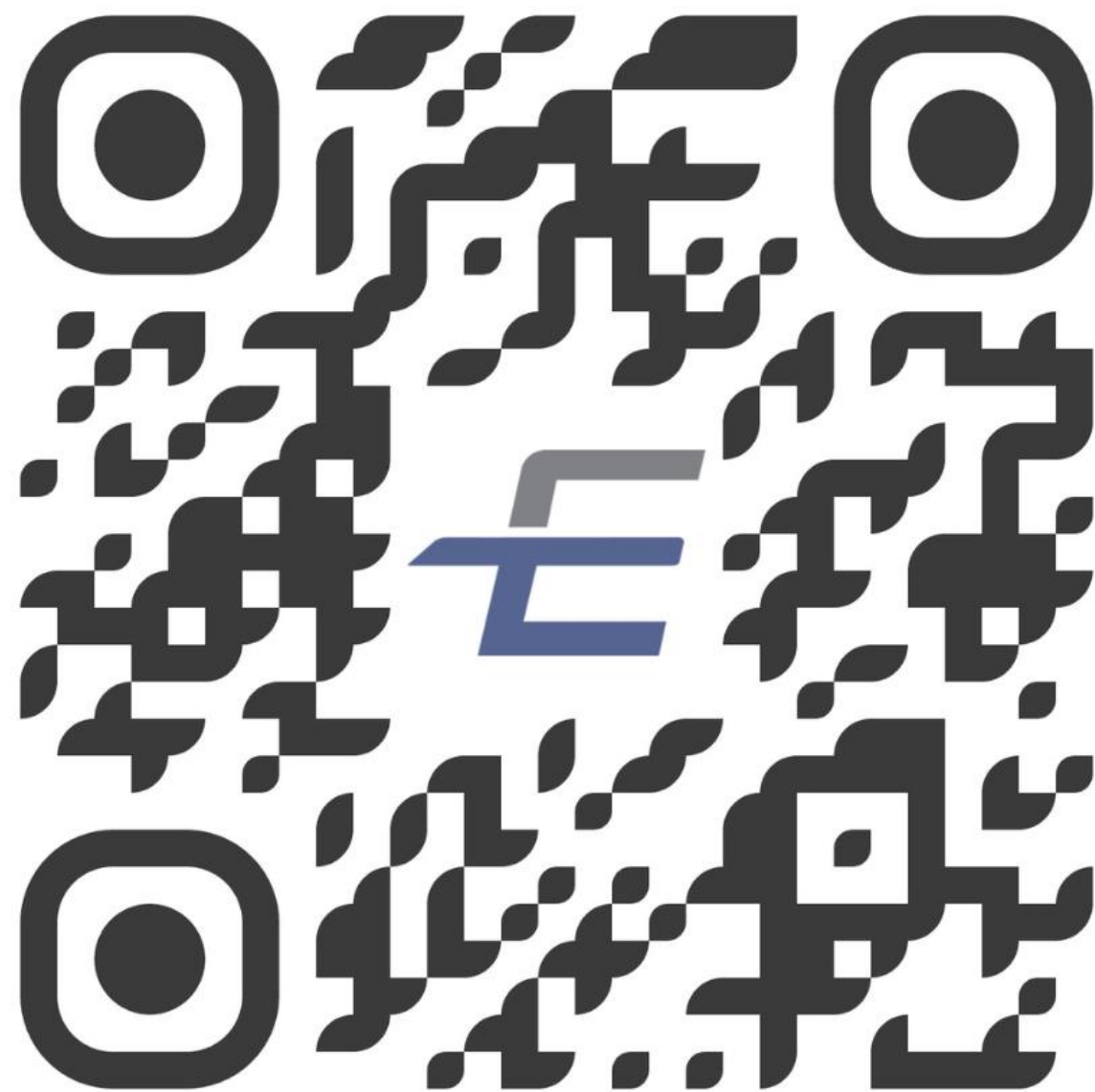
Optional & Integrated Function Modules

EDDSON represents a "total solution" that includes innovative practice management software bundled with a comprehensive portfolio of optional functionality/services that delivers a customizable solution that can be scaled to meet a dental practice's existing and future needs.

We are confident that EDDSON's full complement of comprehensive and scalable solutions will provide a significant competitive advantage for a minimum of the next 3-5 years.

- User and Patient Web Portal
- 2-way test messaging and automated appt reminders
- Fully integrated digital forms
- Integrated payment processing
- VOIP phone system integration
- Practice performance analytics
- Performance goal tracking
- Quickbooks® integration





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



Psychology of Why Customers Don't Buy

1. No need
2. No money
3. No hurry
4. No desire
5. No trust



Rules of Business and Referrals

1. Know
2. Like
3. TRUST



Whole Body Listening!

Larry wants to remind you to
listen with your entire body



Eyes = Look at the person talking to you



Ears = Both ears ready to hear



Mouth = Quiet- no talking, humming or making sounds



Hands = Quiet in lap, pockets or by your side



Feet = Quiet on the floor



Body = Faces the speaker



Brain = Thinking about what is being said



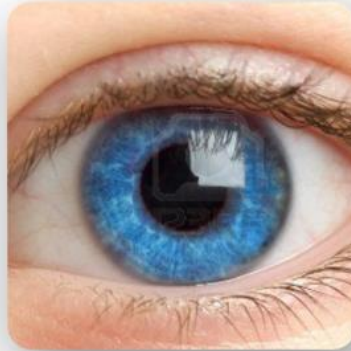
Heart = Caring about what the other person is saying

Which Impresses People More?



Cues to Human Behavior

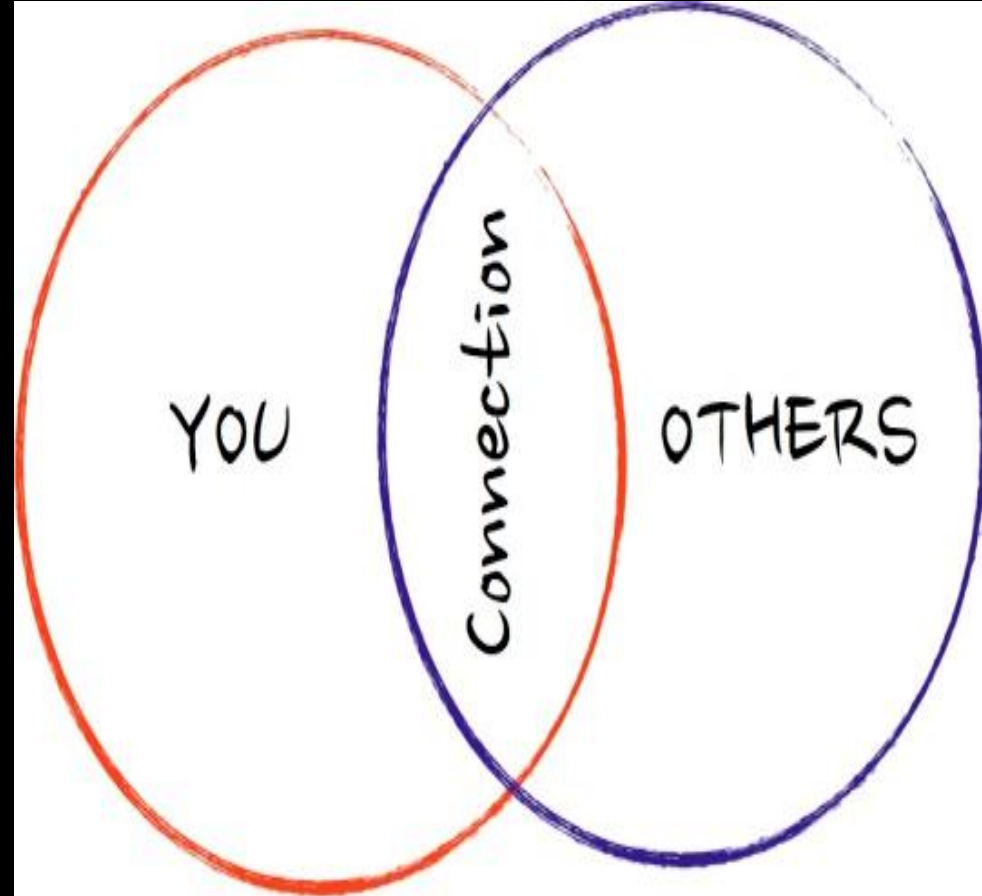
Three Channels



- Verbal (words that you choose)
- Visual (gestures, dress, eye contact etc.)
- Vocal (tone, inflection, loudness etc.)

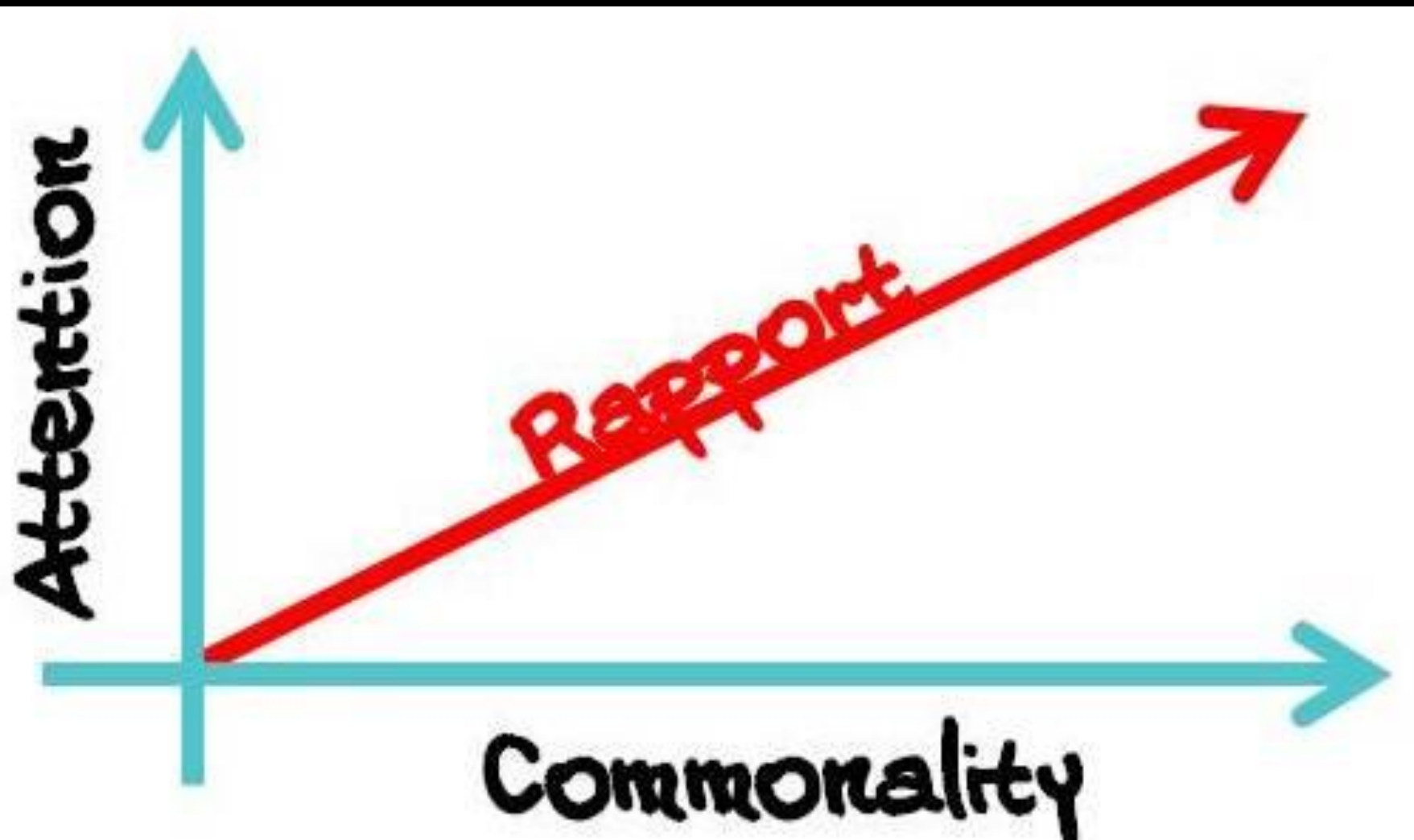
Rapport is Power

- Total responsiveness between people



The Magic of Rapport

1. Rapport is created by feeling of commonality
2. Words are only 7% of communication
3. Matching and Mirroring
 - Milton Erickson, MD
 - People like people who are LIKE THEMSELVES; or how they would like to be
4. Style is more important than substance **INITIALLY**



Becoming More Likeable

1. Learn to remember names
2. Be a comfortable person, so there is no strain in being with you
3. Acquire the quality of relaxed, easy-going so that things do not ruffle you
4. Don't be egotistical. Guard against the impression of knowing it all.
5. Cultivate the quality of being interesting so people will get something of value from their association with you.
6. Study to get the "scratchy" elements OUT of your personality
7. Sincerely attempt to heal, on an honest basis, every misunderstanding you have had or now have. Drain off your grievances.
8. Practice liking people until you learn to do so genuinely.
9. Never miss an opportunity to say a word of congratulation upon anyone's achievement, or express sympathy in sorrow or disappointment.
10. Give spiritual strength to people, and they will give genuine affection to you.



Selling the Case

- Find the problems
- Listen, Simplify, Connect
 - Tell them
 - What you find
 - What you think
 - What you feel
- MONEY (*USUALLY* last)



Divorce Decree

PETITION FOR MARRIAGE

This Petition is for dissolution of marriage. The following follows:

WHEREFORE, Petitioner prays for it to be granted that:

- a. dissolving the marriage;
- b. dividing the marital property and assets in accordance with the attached Property Settlement Agreement resolving all issues of the marriage, including but not limited to, child support, alimony, and care of the children.

Agreement resolving all issues of the marriage, including but not limited to, child support, alimony, and care of the children.

Meet “AI”





Treatment Acceptance

- What is the number of days, on average, to case acceptance in a dental office?

69.8 days





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

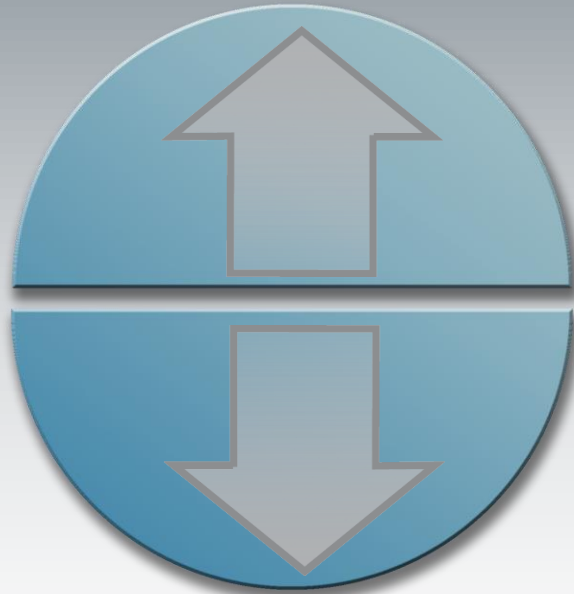
Understanding Yourself ...

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

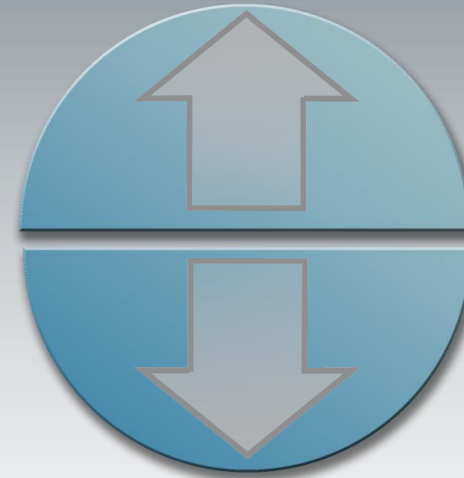
Their focus is on talking things out.

Reserved/Passive

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

Their focus is on thinking things through.

Outgoing

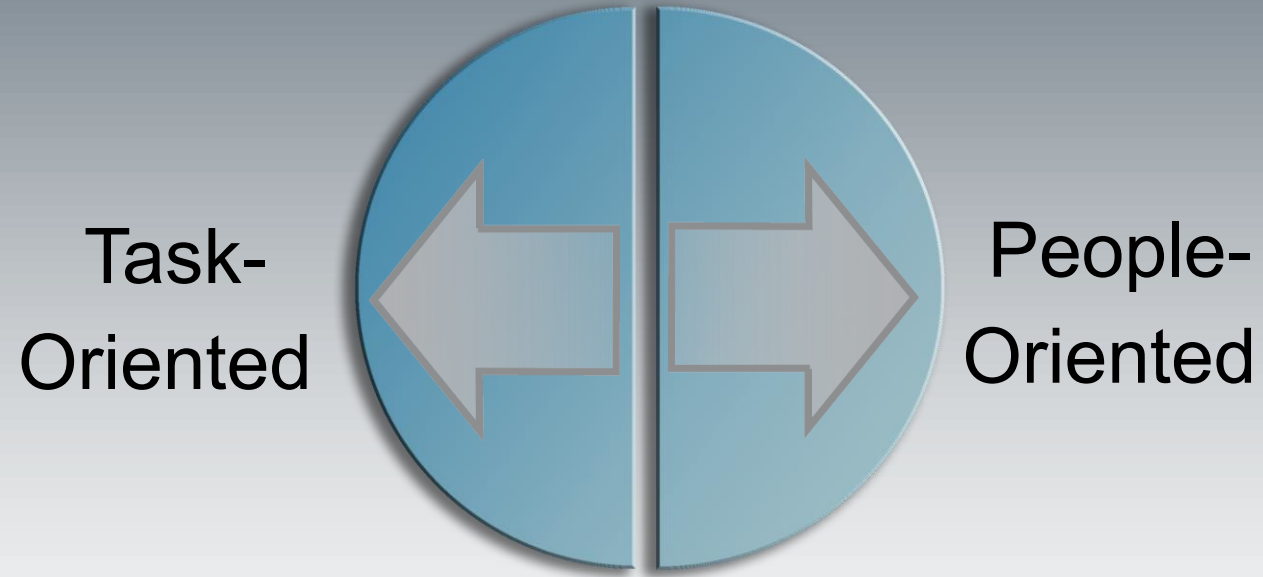


Reserved

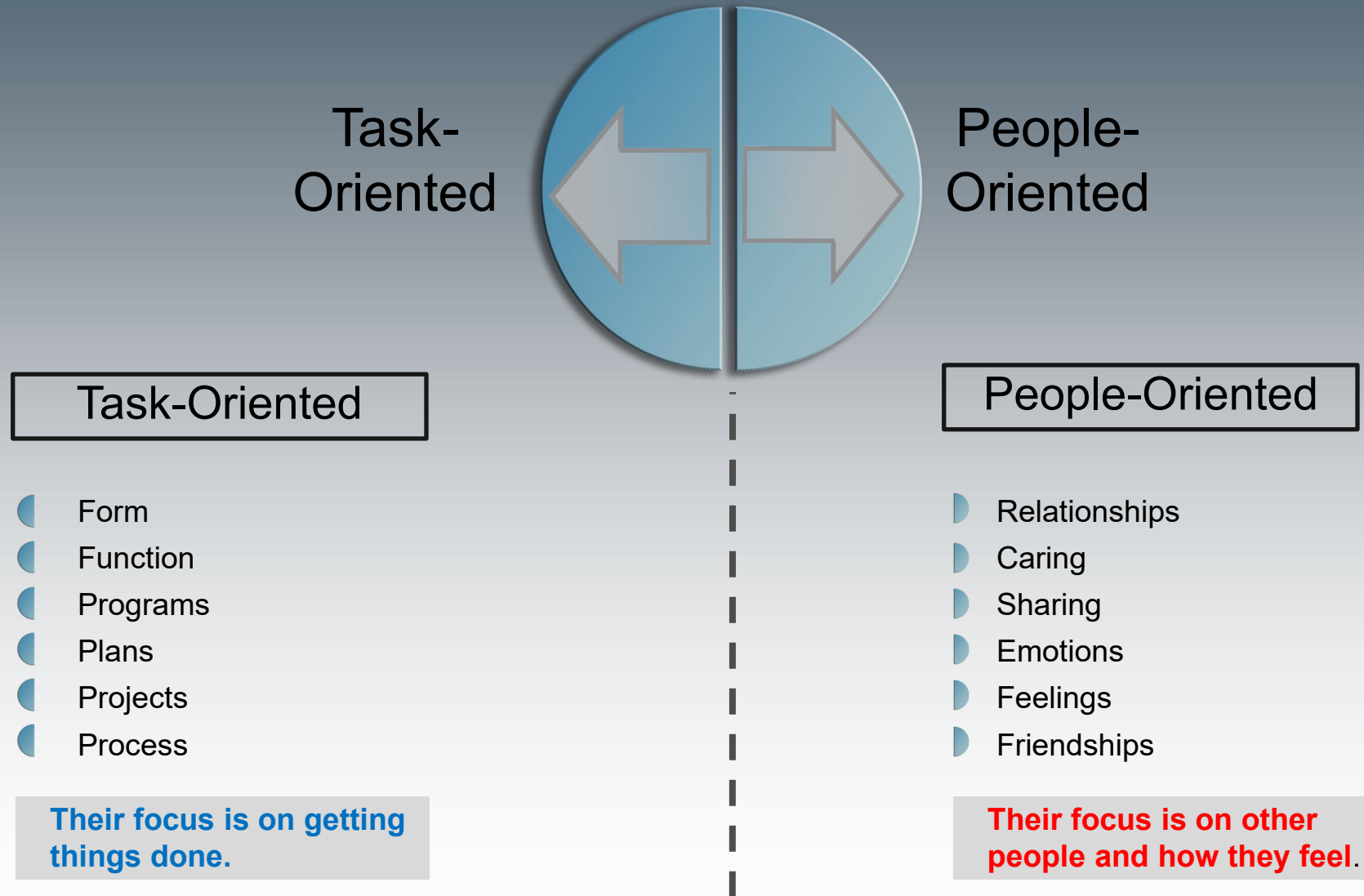
Understanding Yourself...

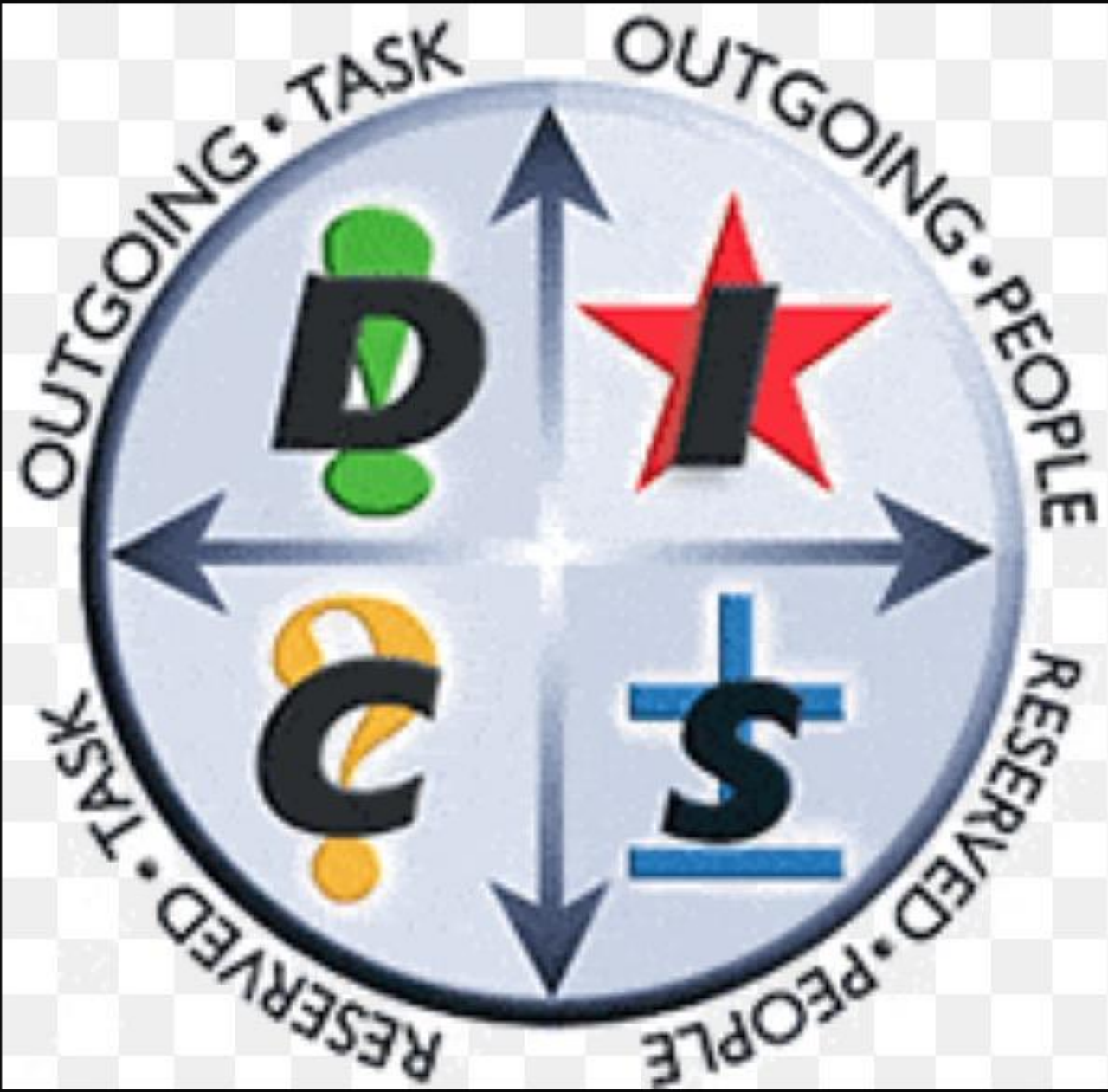
Second Question

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

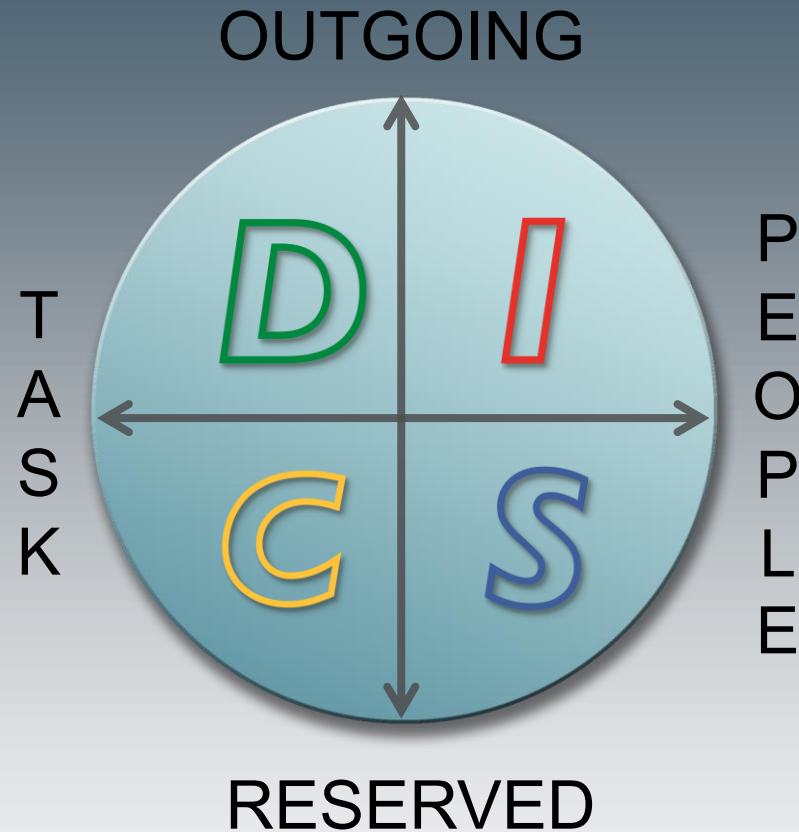


Understanding Yourself ... Traits to look for:





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



Percentage of Population: 10%

Examples: Donald Trump, Judge Judy, Dr. Phil, Hillary Clinton

Basic needs: Challenge, Choices and Control

D Types Make Good...

Administrators

Athletes

Boxers

Builders

Business Owners

Coaches

Developers

Directors

Drill Instructors

Entrepreneurs

Executives

Fighter Pilots

Foremen

Government Agents

Law Enforcement Officers

Lawyers

Military / Special Forces

Motivators

News Anchors

Private Investigators

Producers

Race Car Drivers

Real Estate Developers

Sales Managers

Supervisors

Truck Drivers



Seeks Control

Decisive

Direct

Results



**Seeks friendly environment.
Always active.**

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

Greatest Fear: Rejection / Loss of Approval



Percentage of Population: 25% - 30%

Examples: Oprah Winfrey, Ellen DeGeneres, Dr. Tim Bizga

Basic needs: Recognition, Approval and Popularity

I Types Make Good...

Actors

Airline Attendants

Auctioneers

Broadcasters

Clowns

Coaches

Comedians

Entertainers

Evangelists

Meeting Planners

Peace Corps Volunteers

Performers

Politicians

Preachers

Public Relations Directors

Public Speakers

Masters of Ceremonies

Radio Personalities

Receptionists

Reporters

Salespeople

Teachers

Telemarketers

Telephone Operators

Travel Agents

Wedding Consultants



Persuasive

Spontaneous

Friendly

Spotlight



S Seeks a team environment.
Very loyal.

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

Greatest Fear: Loss of Security / Confrontation



Percentage of Population: 30% – 35%

Examples: Dr. Martin Luther King Jr., Mother Teresa, Gandhi, Joel Osteen

Basic needs: Appreciation, Security and Assurance

S Types Make Good...

Artists

Child Care Workers

Counselors

Customer Service

Representatives

Department Heads

Diplomats

Flight Attendants

Funeral Directors

Human Resource

Directors

Librarians

Managers

Nurses

Painters

Pharmacists

Pastors

Planners

Real Estate Agents

Researchers

School Teachers

Secretaries

Social Workers

Supervisors

Technicians

Veterinarians

Waiters/Waitresses



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



Percentage of Population: 20% – 25%

Examples: Diane Sawyer, Clint Eastwood, Tiger Woods, Martha Stewart

Basic needs: Quality Answers, Value and Excellence

C Types Make Good...

Accountants

Architects

Artists

Authors

Bankers

Bookkeepers

Composers

Computer Programmers

Consultants

Dentists

Engineers

Finishing Carpenters

Inventors

Lawyers

Librarians

Mechanics

Military Intelligence

Musicians

Philosophers

Photographers

Physicians

Pilots

Professors

Scientists

Surgeons

Teachers



Compliant

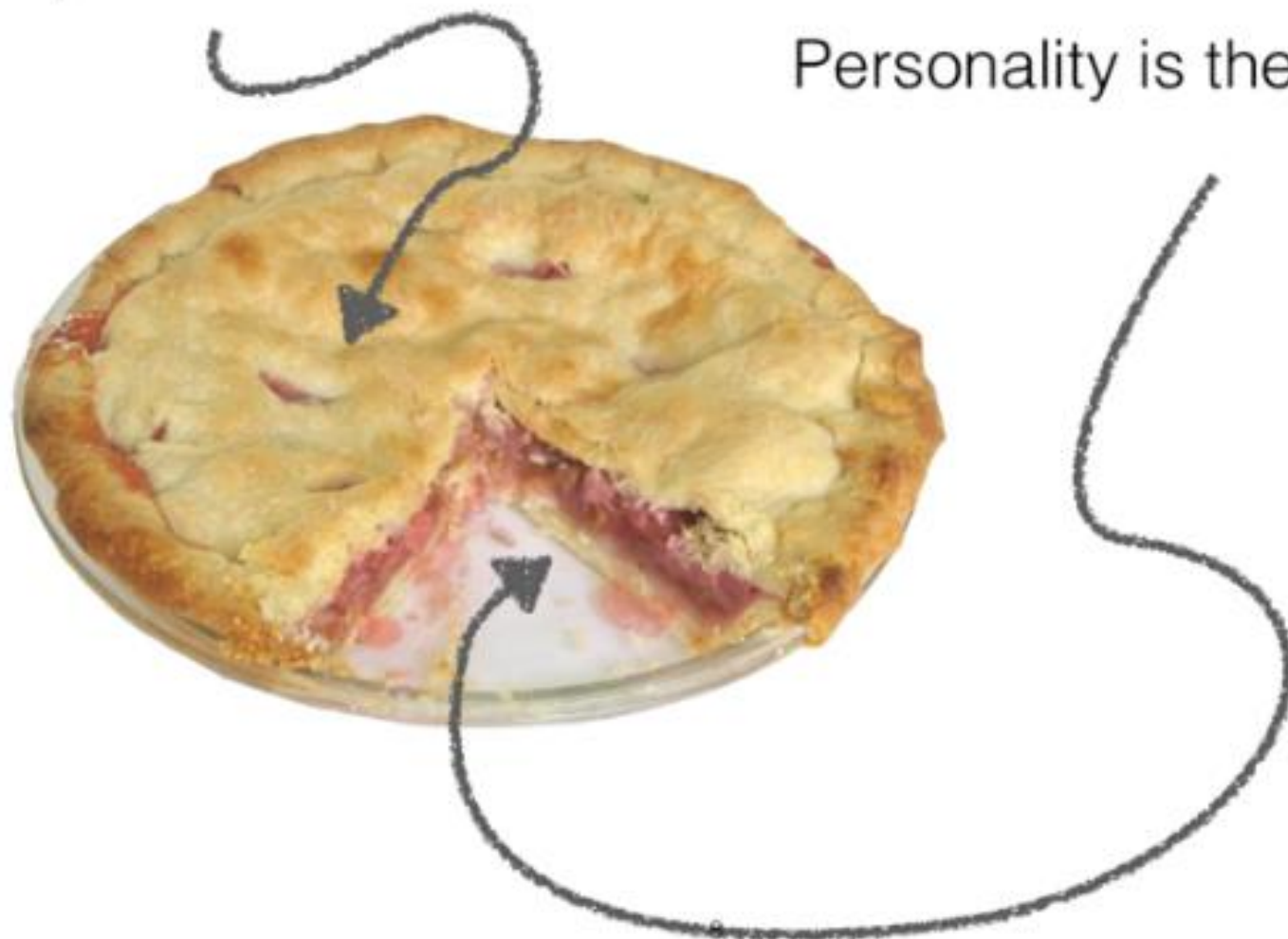
Analytical

Planner

Accuracy

Style is the crust!

Personality is the filling.



Presenting with Style

GUIDEBOOK



Knowing What to Say & How to Say It



The Ultimate
Discovery System™

Communicating with a D

- Be brief, direct, and to the point. Then leave.
- Ask “What” not “How” questions.
- Focus on results.
- Don’t ramble.
- Discuss a problem and its effect on outcomes.



Communicating with an I

- Don't do all the talking.
- Don't ignore their ideas.
- Allow time for socializing.
- Follow up with the details in writing.
- Four short 10-minute discussions are better than one 40-minute discussion.



Communicating with an S

- Create a friendly tone for the discussion.
- Show interest in them as a person.
- Don't be overly aggressive.
- Minimize the potential for confrontation.
- Give definition to the goal and everyone's role.
- Give them time to adjust to any changes.



Communicating with a C

- Provide all the details.
- Use validated facts.
- Be precise in your explanation.
- Be very specific.
- Be patient, answer all their questions, and follow up to provide them with the additional data they request.





Quick points

1. D types are “Drivers” and interested in RESULTS and enjoy benefits that solve their problems
2. I types are “Interpersonal” and interested in IMAGE and love recognition
3. S types are “Steady” and interested in most recommended PROCESSES and need reassurance
4. C types are “Idealists” and interested in DETAILS and will validate your statements

Importance of Diagnosis & Planning



“If you fail to plan you are planning to fail”

Benjamin Franklin









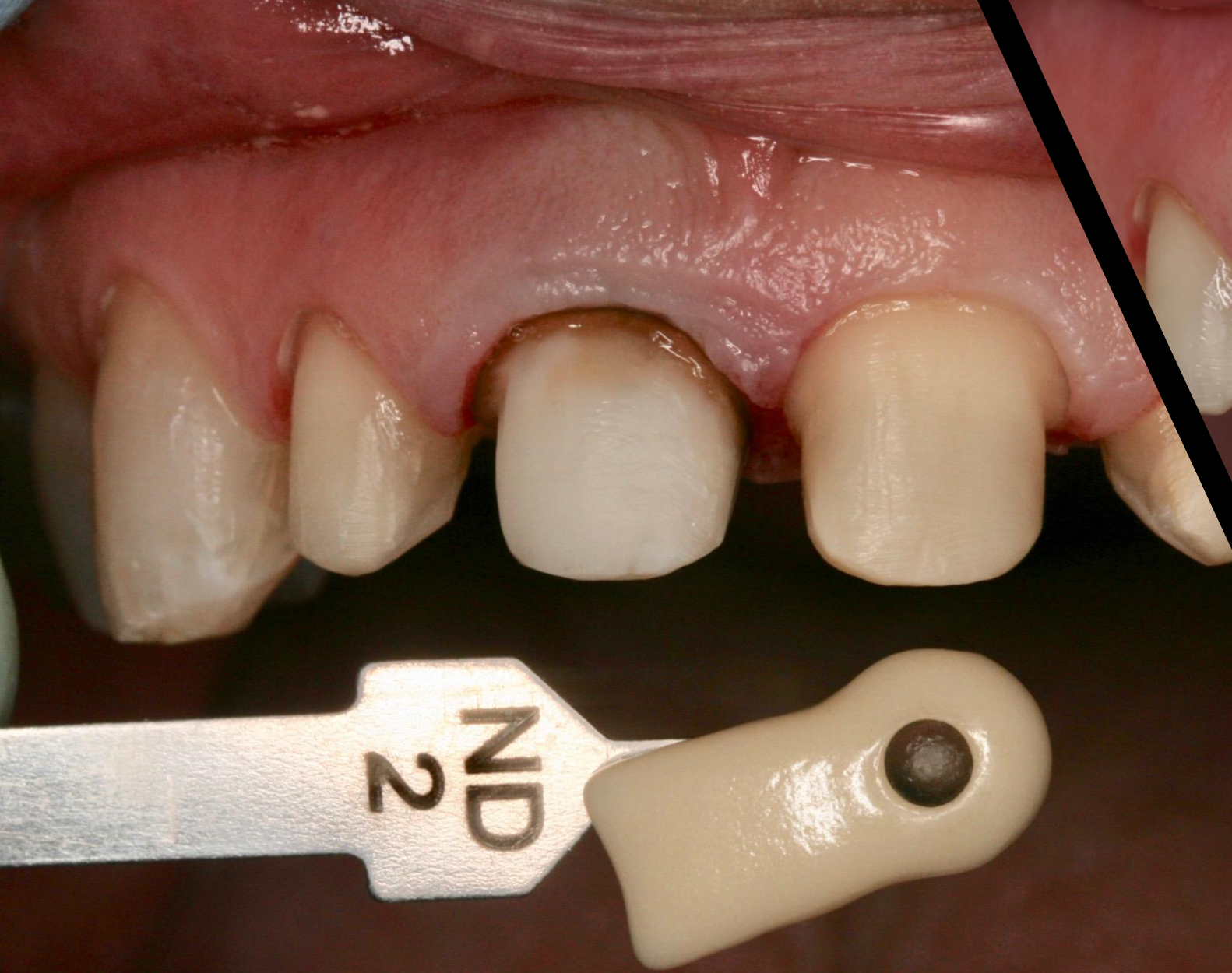






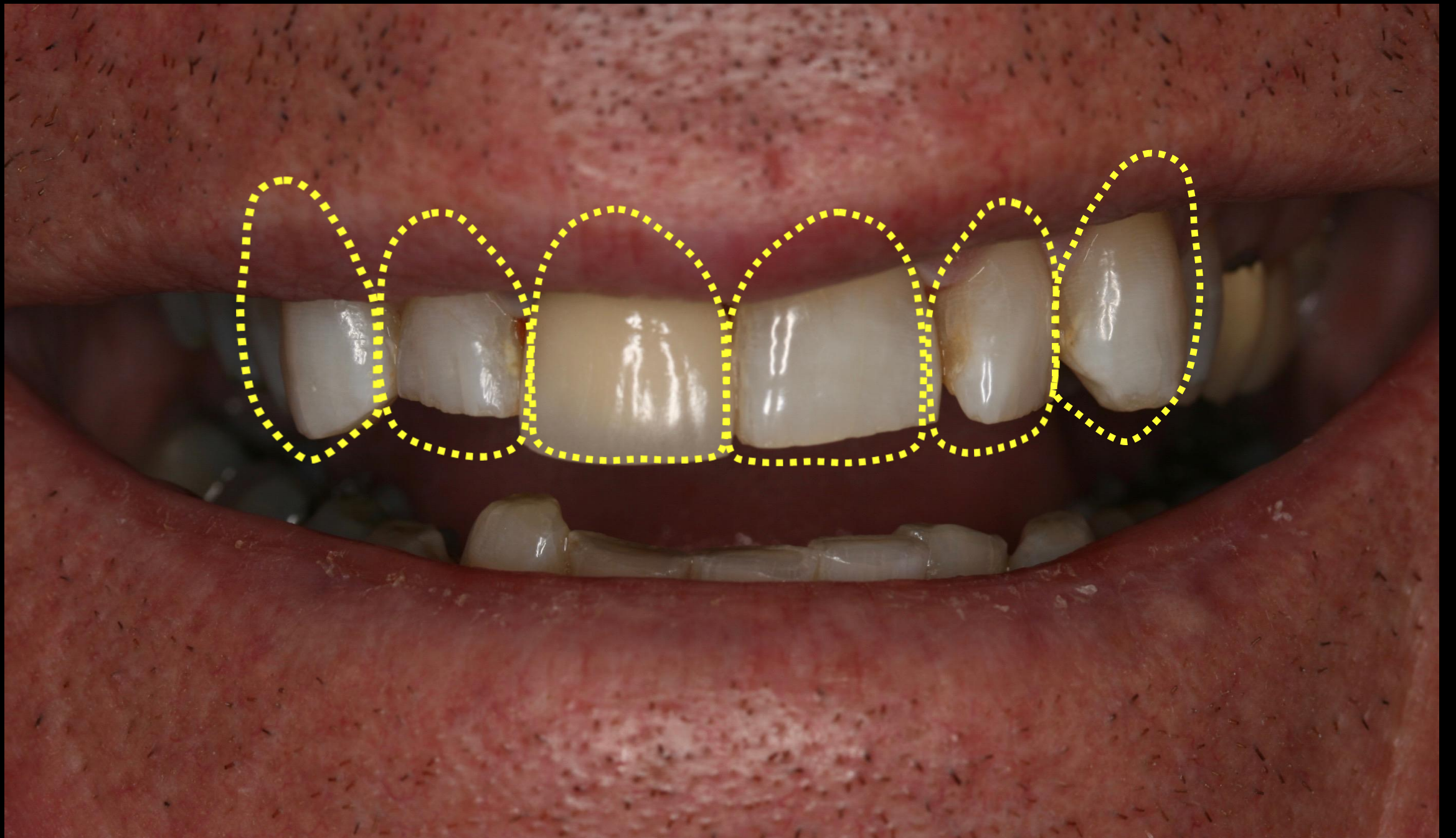








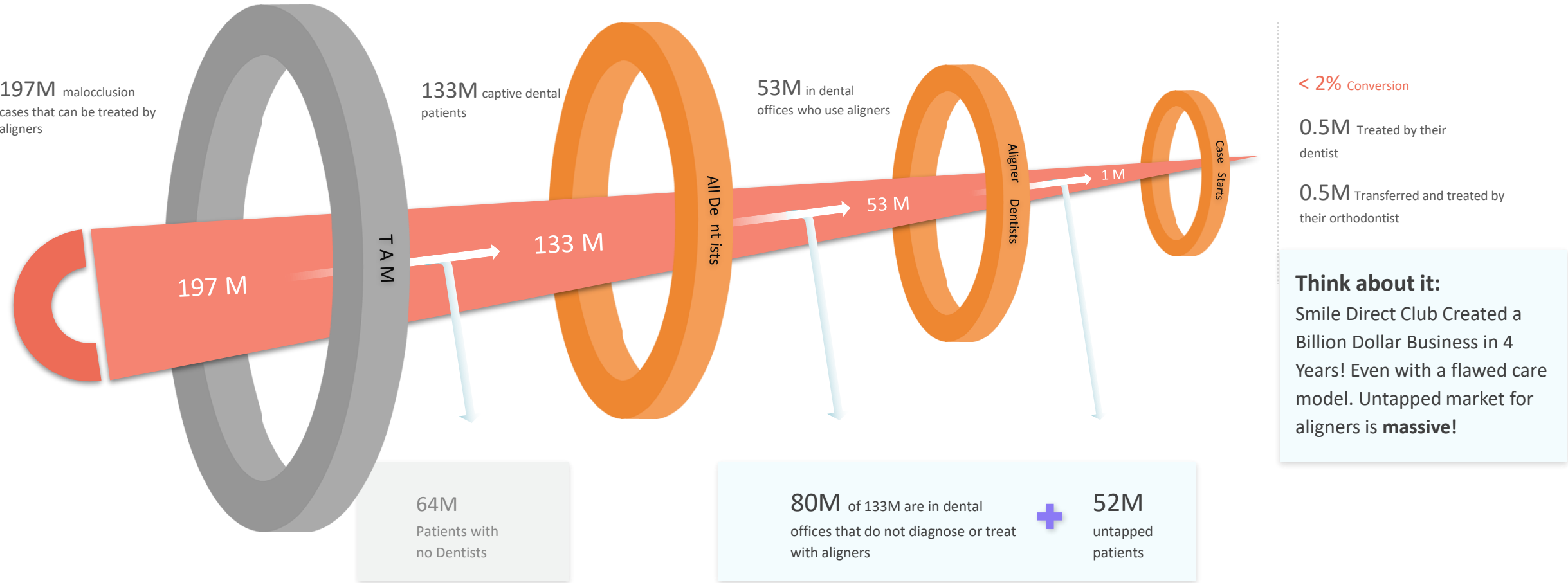






Market Can Grow at 10x Speed with the Right Solution

US TAM Conversion Rate is under 2%



Ortho Is An Option

- Patients love them because they're comfortable, removable, and nearly invisible.
- Doctors love them because they're effective, affordable, and simple to use.





Significant Crowding



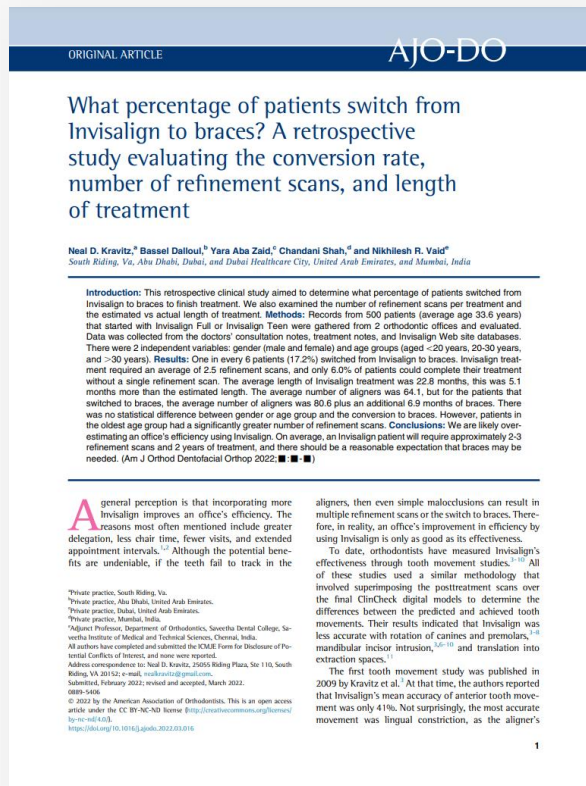


Ortho Phasing
Complete (after 3
refinements and
multiple POP Pliers)



Aligner Efficiency Continues to be a Major Barrier

Only 6% of patients finished treatments without a refinement scan



CONCLUSIONS

1. One in every 6 patients (17.2%) needed to switch from Invisalign to braces to finish their treatment.
2. Invisalign treatment required an average of 2.5 refinement scans. Only 6.0% of the patients completed their Invisalign treatment without a single refinement scan.
3. The average length of Invisalign treatment was 22.8 months, this was 5.1 months more than the estimated length presented during the consultation. The average total number of aligners was 64.1.
4. Patients aged >30 years had a significantly greater number of refinement scans, but they were no more likely to switch to braces than the younger age groups.
5. In summary, we are likely overestimating an office's efficiency using Invisalign. On average, an Invisalign patient will require approximately 2-3 refinement scans and 2 years of treatment, and there should be a reasonable expectation that a short duration of braces may be needed.

Neal D. Kravitz,^a Bassel Dalloul,^b Yara Aba Zaid,^c Chandani Shah,^d and Nikhilesh R. Vaid^e
South Riding, Va, Abu Dhabi, Dubai, and Dubai Healthcare City, United Arab Emirates, and Mumbai, and Chennai, India

The POP
plier

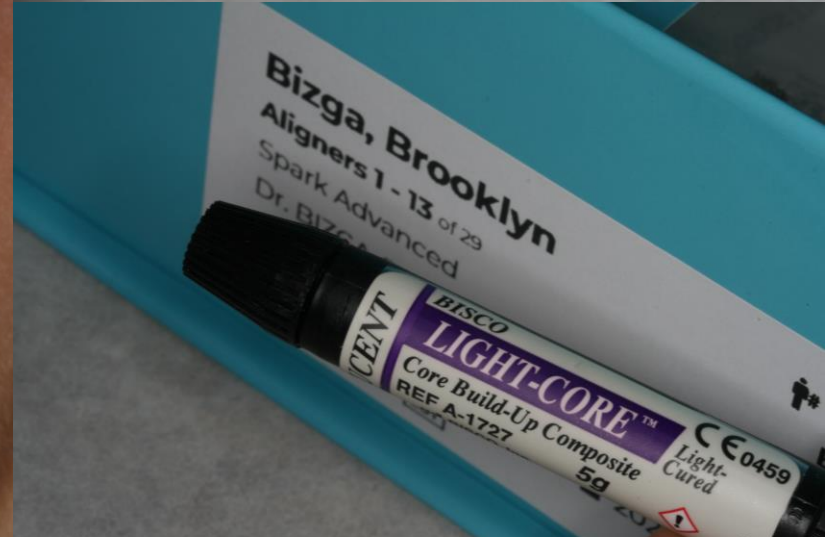




Direct Composite Veneer

Final Restorative





Bisco's Light-Core for Engagers

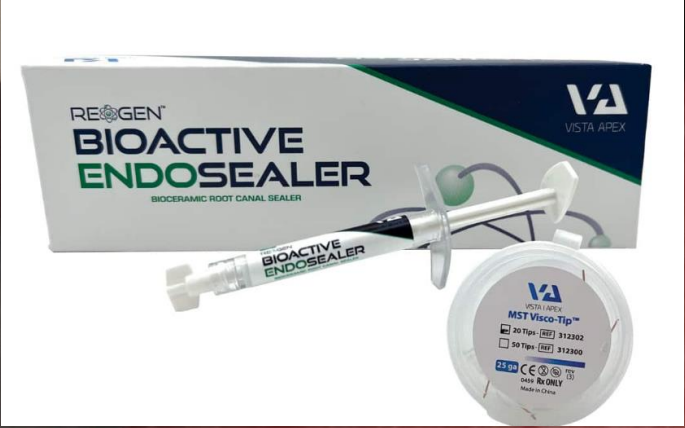
Patient Assessment

- 55 yo male
- He is quiet, nervous, and in because his wife brought him
- When questioned, he states “everything is fine, but was told he needs an implant for #10”
- Wife begins to state “everything is not fine, He needs a smile for our sons graduation.”
- What personality style might he be? *DISC*

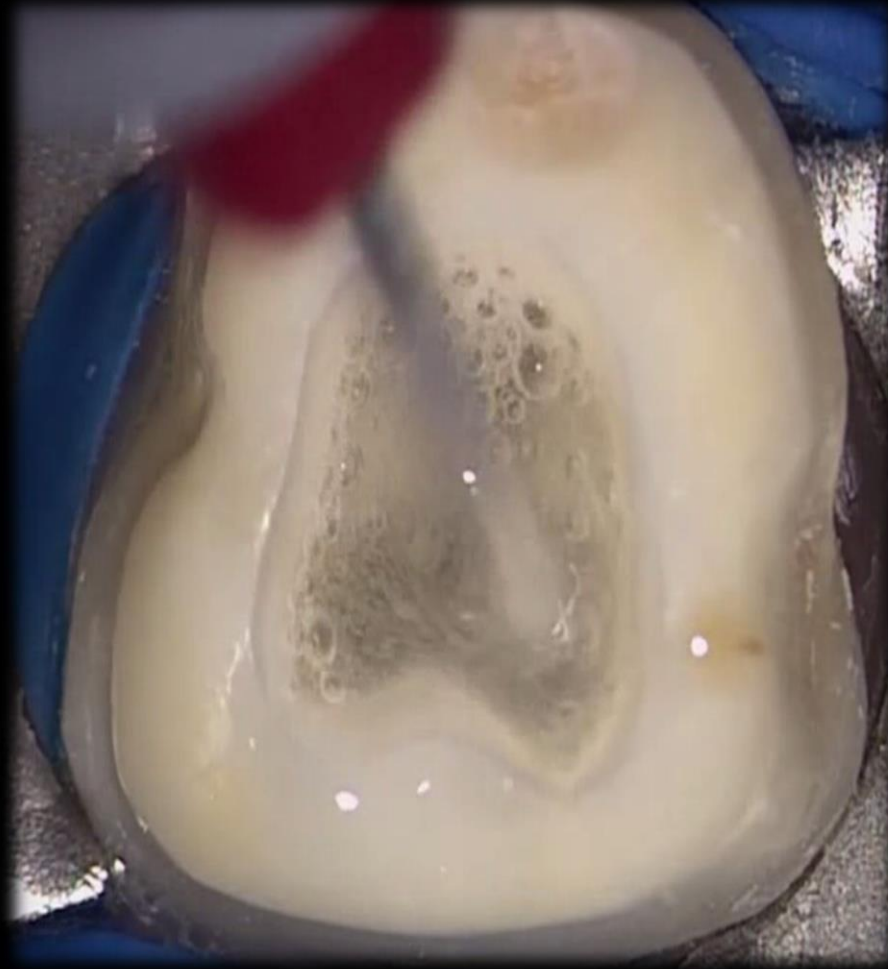






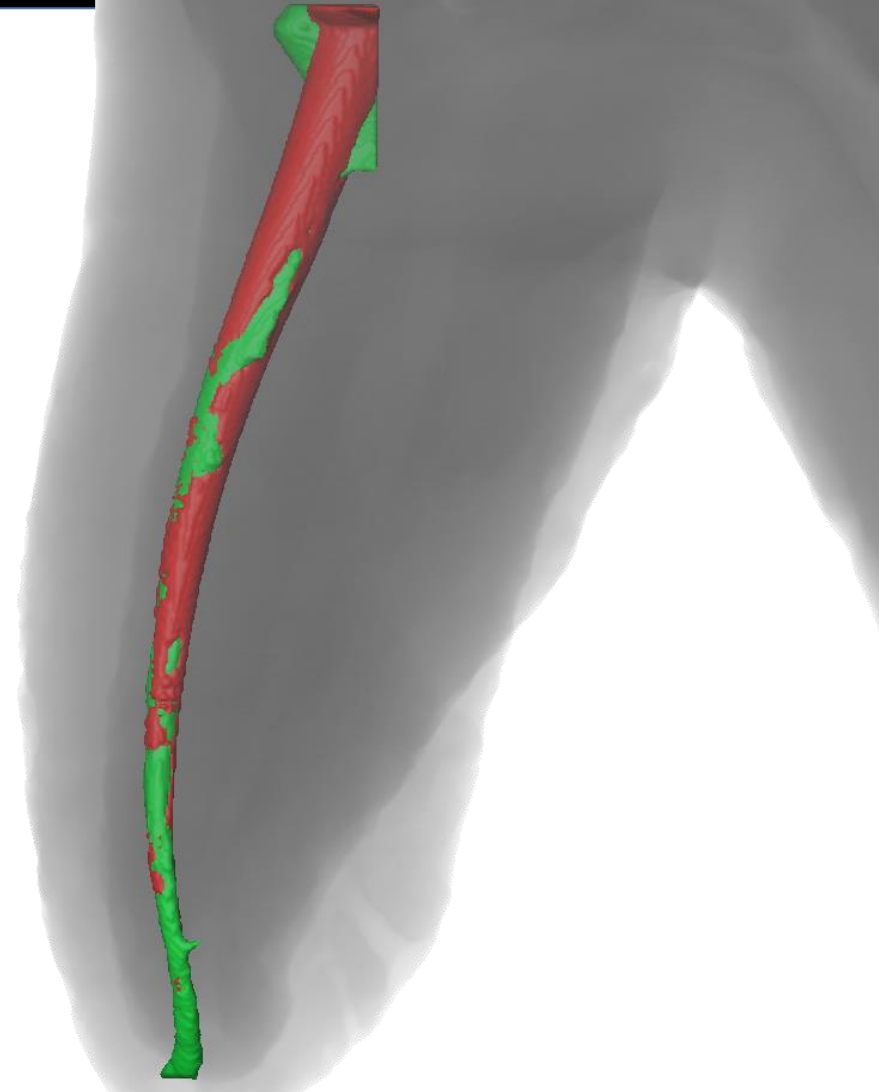


IRRIGATION



Importance of Irrigation

Up to 35% of Canal Walls
Are Untouched by
Instruments



Irrigants Clean Where We Cannot



ENDO||ULTRA®

The **EndoUltra® Cordless Handheld Device** produces ultrasonic tip frequency of 40,000 Hz (200x faster than sonic devices)!

EndoUltra® by Vista Apex harnesses ultrasonic technology in a compact, easy-to-use and cordless handheld device! **EndoUltra®** is the only cordless activator unit capable of generating the tip frequency (40,000 Hz) required to create sufficient acoustical streaming and the cavitation necessary to effectively clean, penetrate and remove vapor lock.

The complete **EndoUltra®** kit includes 3 autoclavable Titanium activator tips which resonate down the entire length of the tip! These unique, multi-use tips will not engage or remove tooth structure. Tips are available in 20/02 with depth markers at 16mm, 17mm and 18mm. Tip frequency is 40 kHz (40,000 cycles/second). Tips may also be purchased separately.

Cordless easy-to-use, ultrasonic activation

Battery charged LED indicator light
Green = Full
Orange = Partial
Red = Low

Sure grip design for comfort and easy maneuverability

On / Off button

Removable autoclavable sleeve

LED light for improved visualization

Autoclavable Titanium 20/02 Activator Tips

Ultra **EFFECTIVE**

Better penetration to every part of the canal!

Ultra **EFFICIENT**

Better cleaning in less time!

Ultra **SONIC**

Better acoustic streaming with cavitation!



VISTA | APEX



SCAN THE QR CODE TO GO DIRECTLY TO THE PRODUCT LISTING
VISIT VISTAAPEX.COM | CALL TOLL FREE 877.418.4782

Why Activation

- Research shows that cavitation and acoustic streaming significantly improve debridement
- Facilitates 3D debridement
- Facilitates faster and more effective removal of smear layer and biofilm

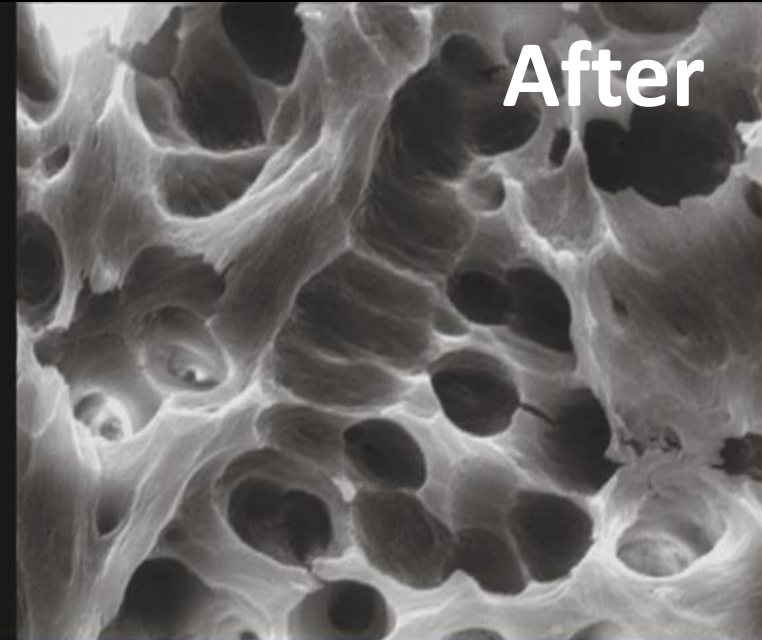
Activation has produced clean/open dentinal tubules

Before



Caron G: Cleaning efficiency of the apical millimeters of curved canals using three different modalities of irrigant activation: a SEM study, Master Thesis, Paris 7 University, 2006.

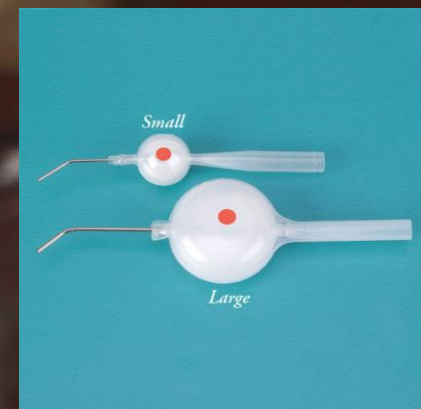
After



Caron G: Cleaning efficiency of the apical millimeters of curved canals using three different modalities of irrigant activation: a SEM study, Master Thesis, Paris 7 University, 2006.

Materials







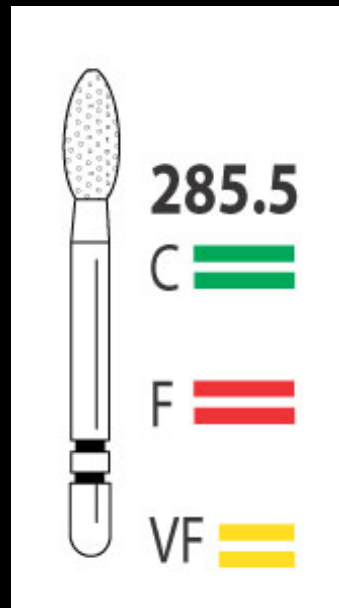


5 Year Recall



Fun Facts About Diamonds Burs

- 20% of Dental Diamond Shapes Create 80% of Preps
- The Football 285.5C is the #1 used diamond shape
- 6 of the top 10 are “Chamfer” round-end taper shapes, Round- End Tapers (Chamfer 770.8C used as control in clinical studies)
- Flat-End Tapers, Beveled Cylinders and Flames next most frequently used shapes



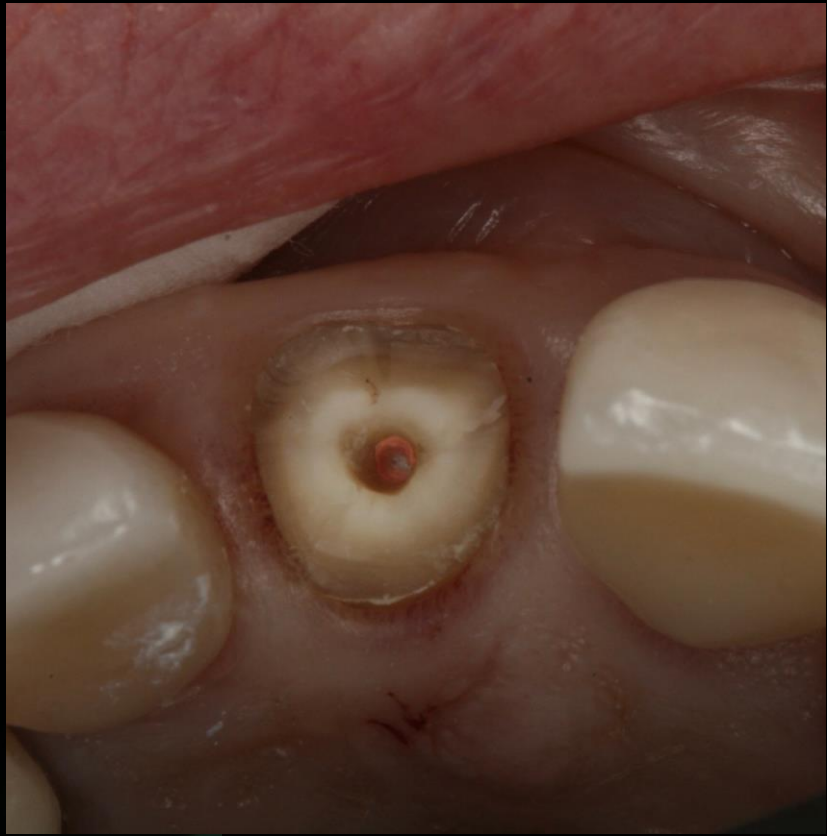
KR Taper

Modified Shoulder

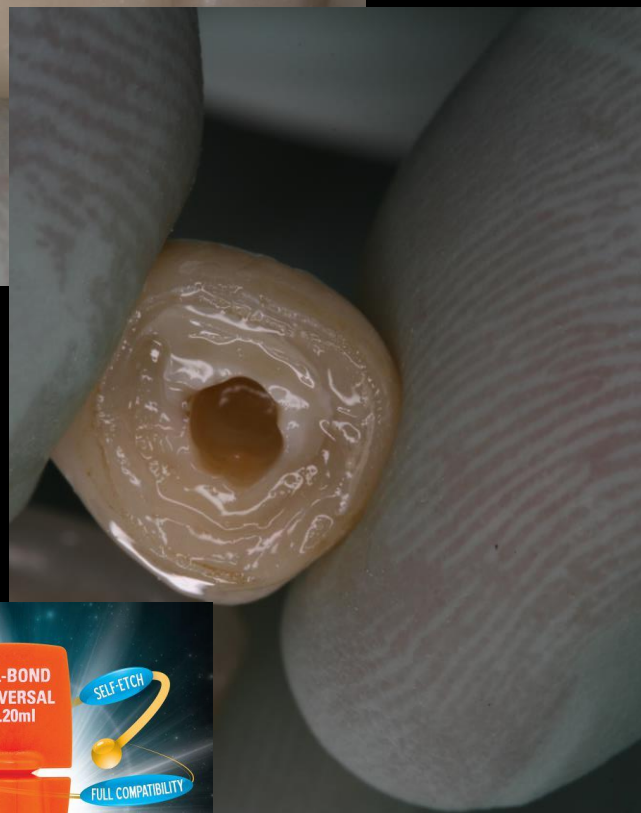
 703.8 KR C  2015352 F  2015353 NEW!	 722.8 KR C  2015360	 708.4 KR C  2015951
--	--	--



My feelings have changed...









What about money?



\$1,200.00 Tattoo

\$200.00 Tattoo

\$20.00 Tattoo

YOU GET WHAT YOU PAY FOR



THERE WILL ALWAYS BE SOMEONE WHO
SAYS THAT THEY CAN DO IT CHEAPER...

Light Polymerization and Curing Lights



Seal!

Insufficient cure continues to be an issue

37% of composite restorations are being insufficiently cured.

An insufficient cure can lead to adverse effects on physical properties, such as

- reduced bond strengths,
- breakdown at the margins & microleakage,
- and ultimately secondary caries.

Boksman, L., Santos GC., (2012). Principles of Light Curing. Inside Dentistry, Volume 8, Issue 3. d failure.





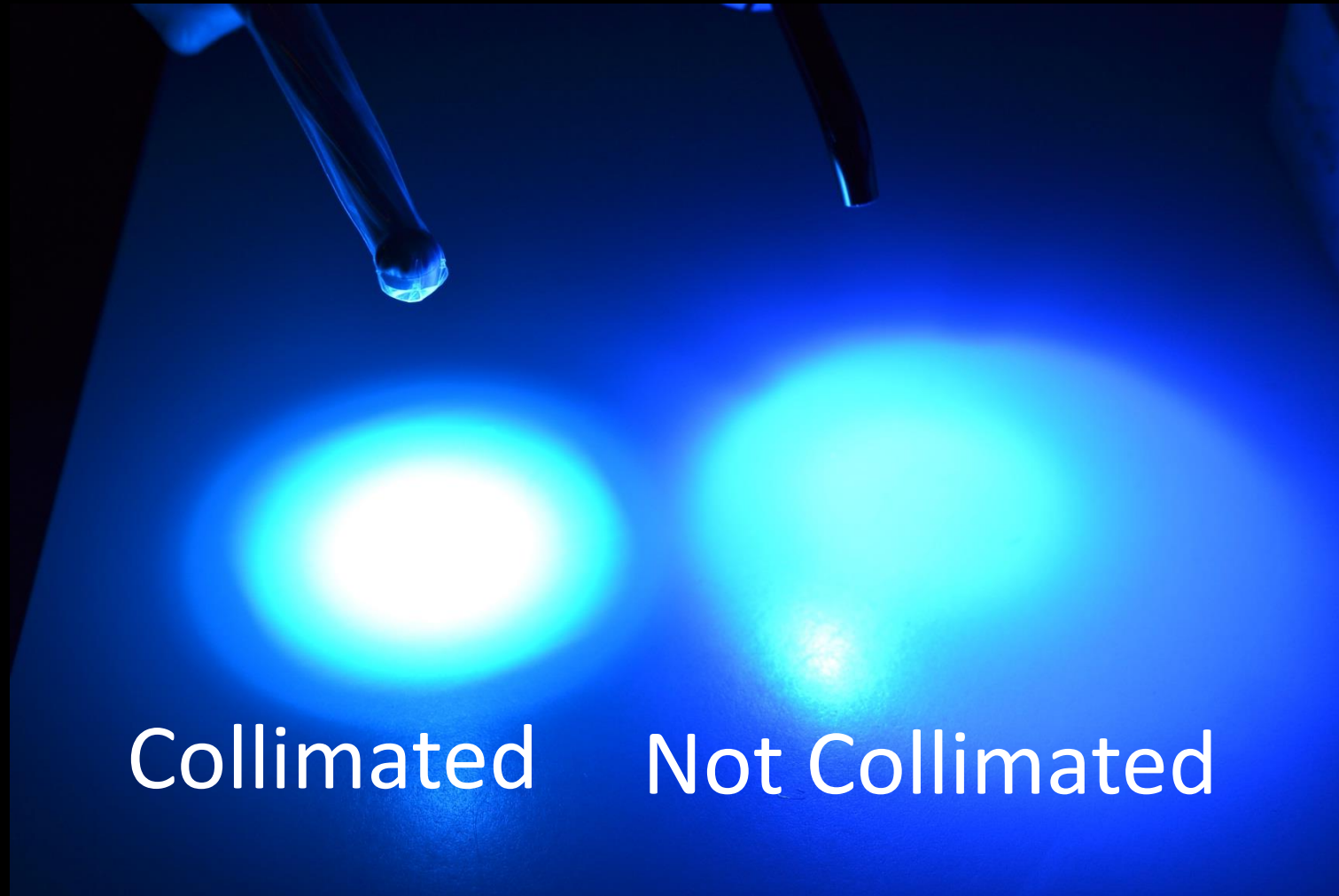
Proper Light Use

- **Light curing should be based on depth**
- Deeper preps require longer curing times

Beam Collimation and Performance Over Distance

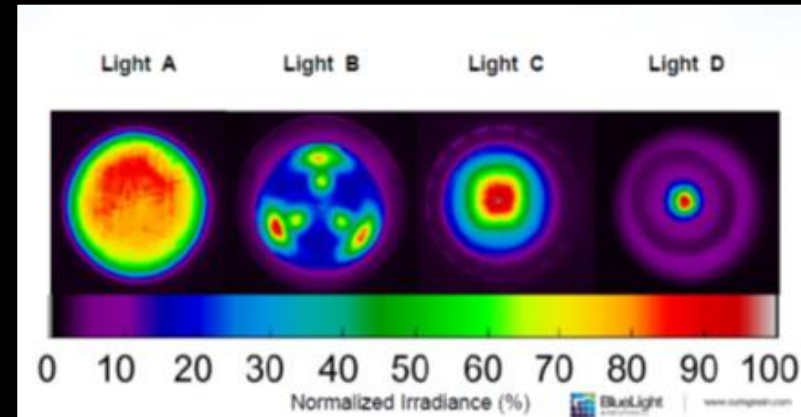


Beam Collimation and Performance Over Distance



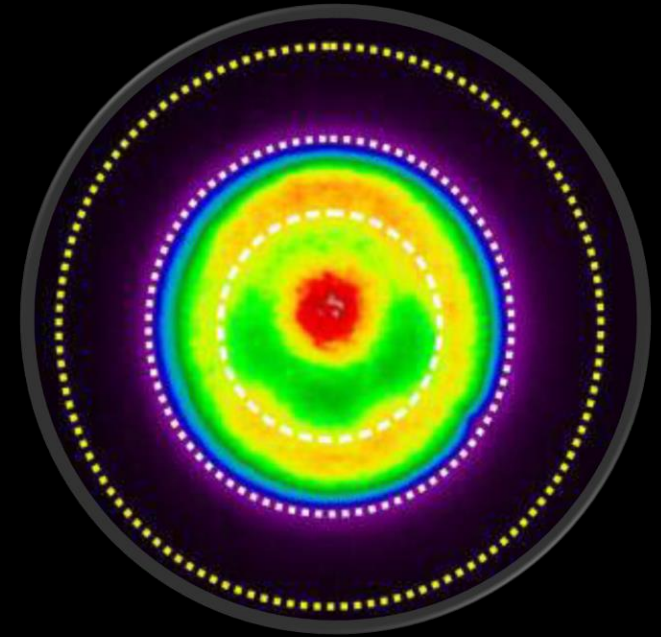
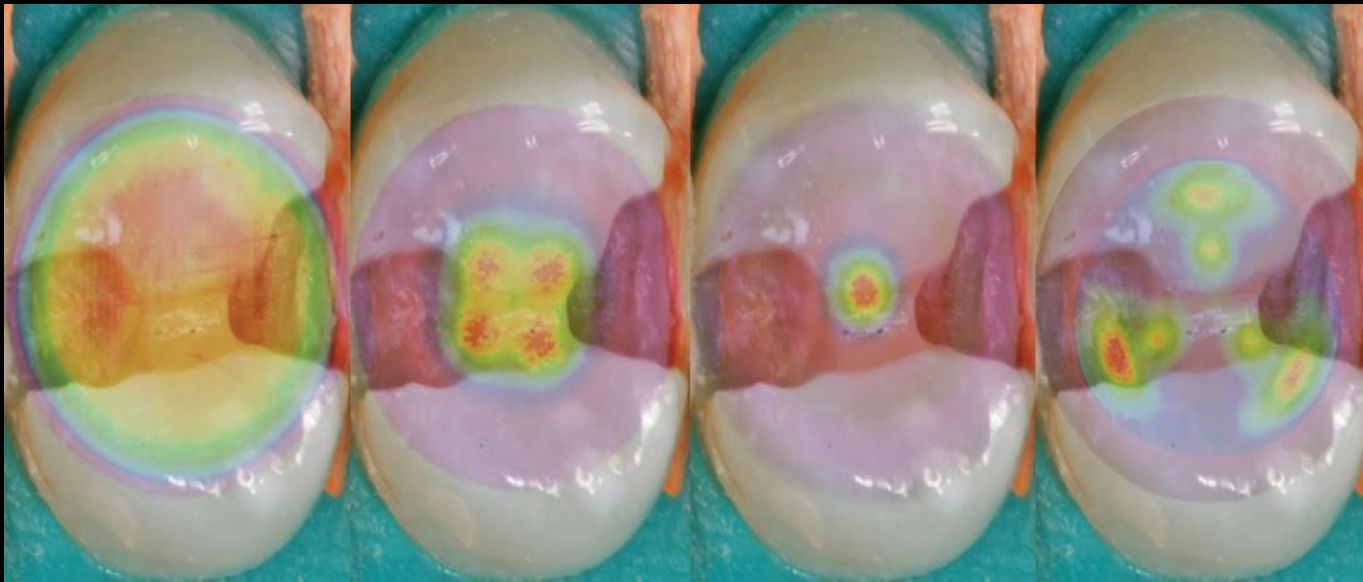
Distribution of LEDs

There are hot and cold spots within the curing light tip, and they vary with every light.

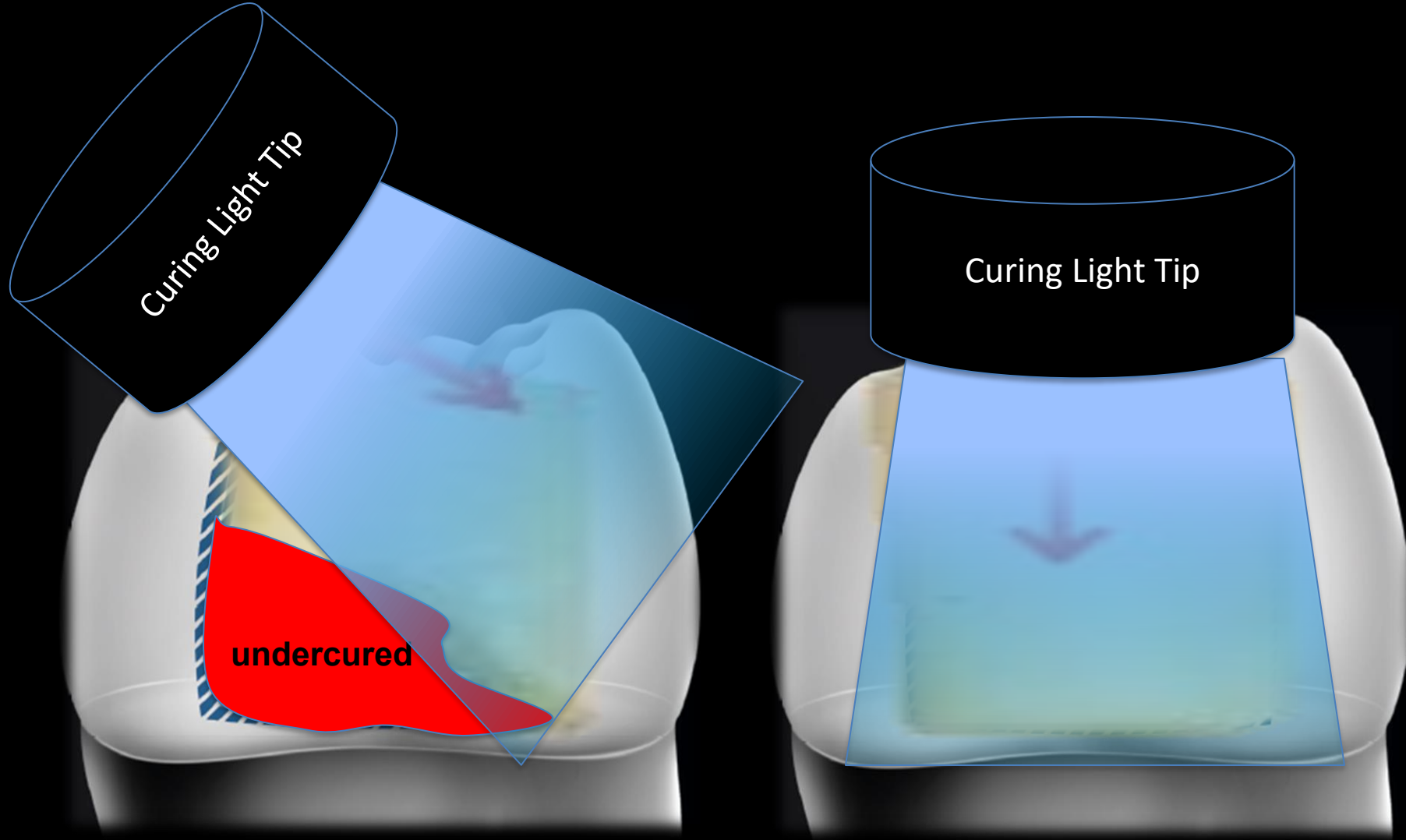


Beam Profile

The effective part of the light beam should be evenly distributed across the face of the light tip to maximize curing effectiveness and minimize the negative impact of operator technique.



Effect of Light Angle on Curing





Most lights only deliver 35% of stated output to
bottom of deep box

How does your light perform where it counts?






pinkwave™


VISTA | APOX

Patented

Goodbye Blue, Hello Pink

PinkWave was distinctly designed to enhance the efficacy of curing procedures. PinkWave is equipped with Apex's Patented QuadWave™ Technology which leverages four different wavelengths to ensure peak performance. Along with the standard blue light, PinkWave also employs red, near infrared (NIR) and UV light, which together, make up the only pink light on the market. This innovative approach to curing has never been achieved before and results in both doctor and patient benefits.

- Built in Transilluminator
- 3 curing modes — Boost, Standard, and Ramp
- 1640 mW/cm² on Standard mode and 1865 mW/cm² on Boost mode

PinkWave™ Compared to Standard Blue Light



Decrease in Shrinkage



Increase in Polymerization



Increase in Curing Area



Depth of Cure



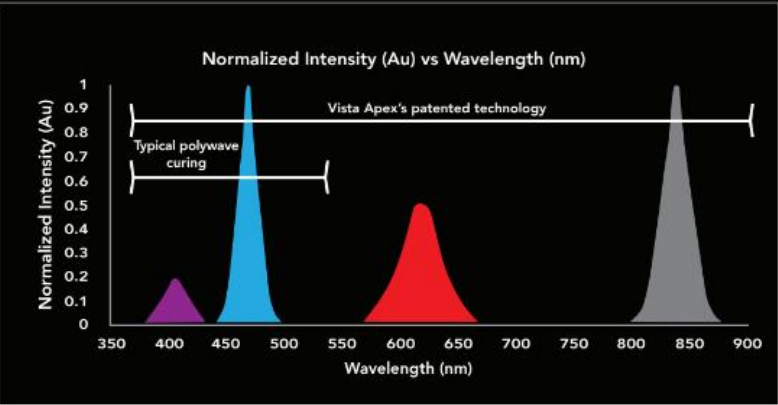
Lightweight

How you cure matters

quadwave™
●●●●● Technology

PinkWave™ QuadWave™ Technology leverages four different wavelengths to ensure peak performance:

- UV-photo Initiators
- CQ Initiator
- Enhanced Polymerization
- NIR – Enhanced Polymerization



Largest Curing Area



Transilluminator



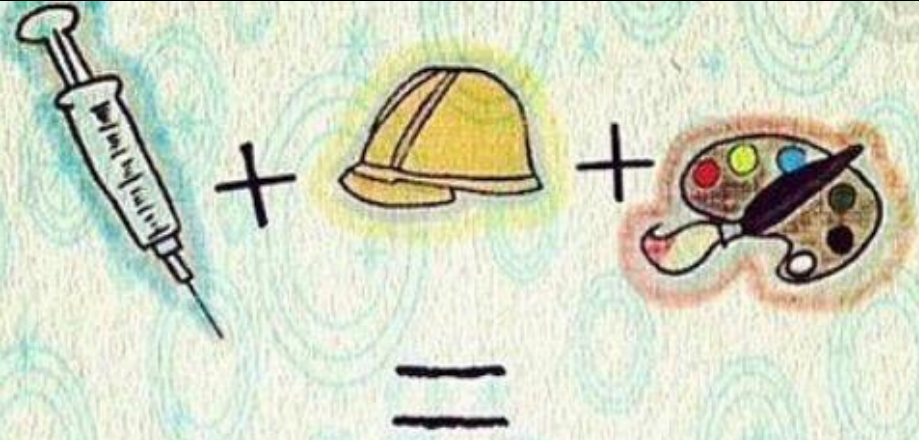
Easy posterior access



Ordering Information

- PinkWave™ Kit 90734
- (1) Cordless Curing Light
 - (1) Induction Charging Base
 - (1) Power Cord
 - (5) Autoclavable Light Shields
 - (100) Barrier Sleeves





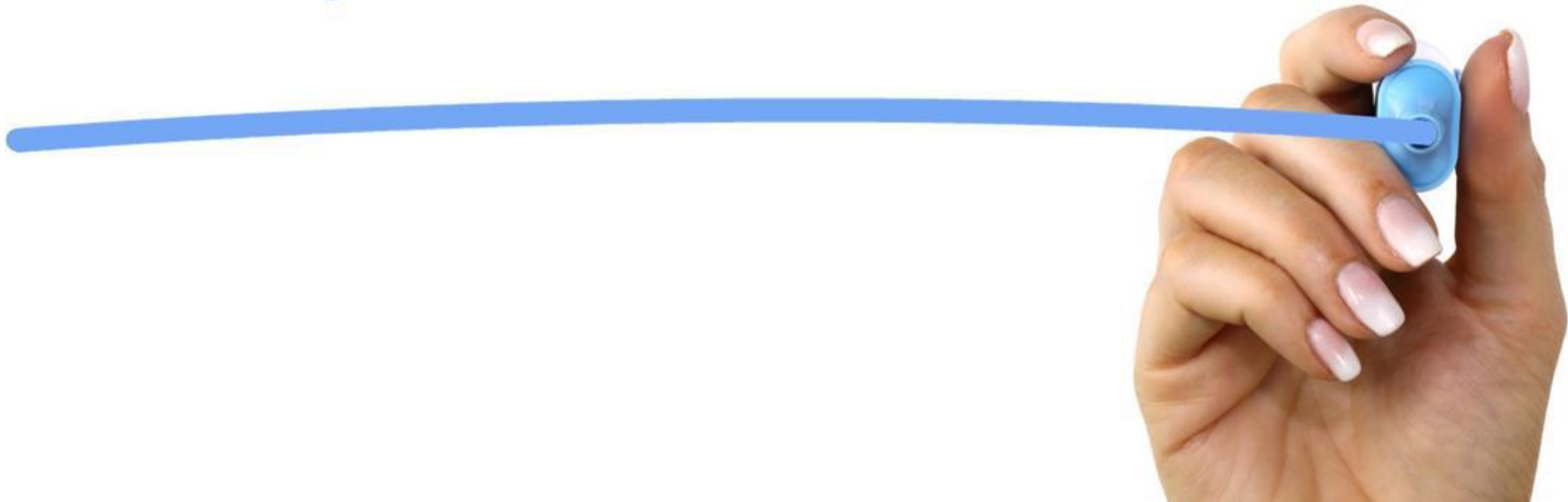
@rafal_draw
dentist

d : d octor

en : en gineer

tist : ar tist

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 lafolla, 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

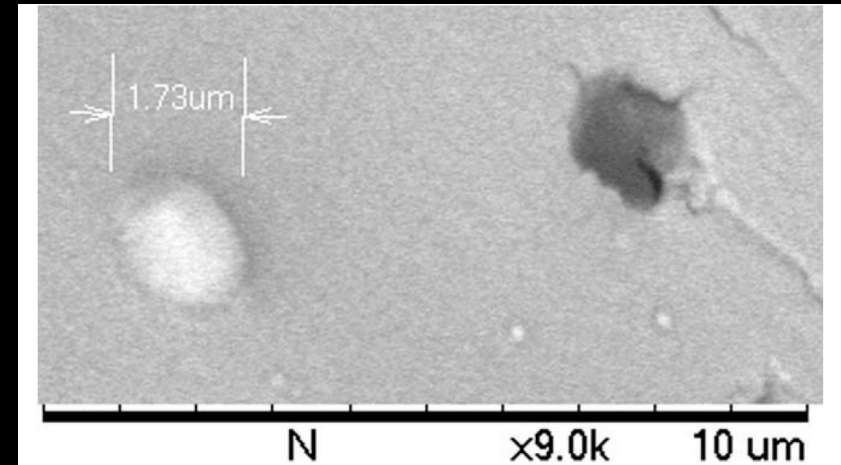
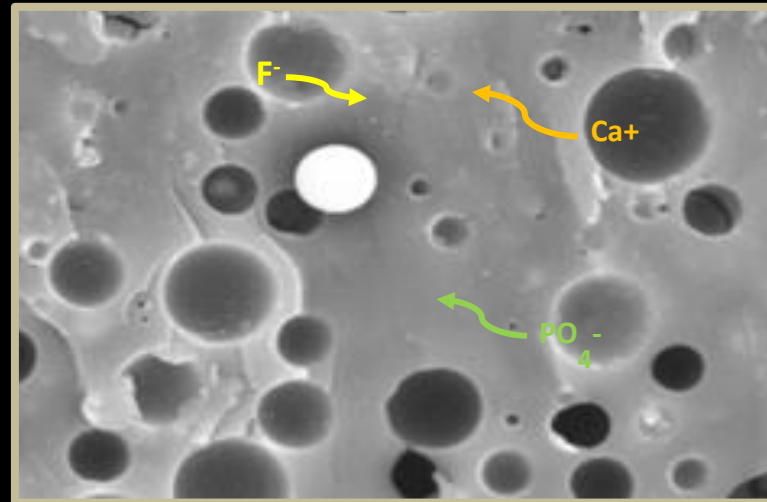


FIGURE 1. This SEM is a picture of a microcapsule and a void of a microcapsule left where the sample was fractured. The microcapsules did not agglomerate on mixing and were in the target size range of 1–2 μm .



I prefer “extra protection”



Alternatives



RATIONALE FOR MI Paste® ONE?



Clean

+



Treat



Clean & Treat in One Step!

MI Paste® ONE

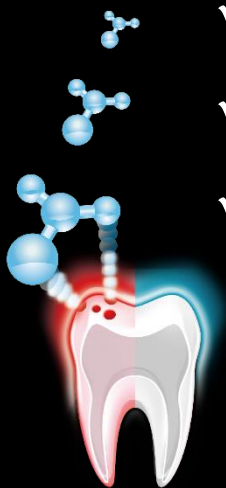
Active Ingredients

- ✓ Sodium Fluoride - **Anti-caries**
- ✓ Potassium Nitrate (5%) - **Desensitizer**



Other Ingredients

- ✓ RECALDENT (CPP-ACP) 10%
- ✓ Silica (low/mild abrasive)
- ✓ Mild foaming agent (no SLS – No Sodium Lauryl Sulfate)



HOW TO USE

HOW TO USE:

1.



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

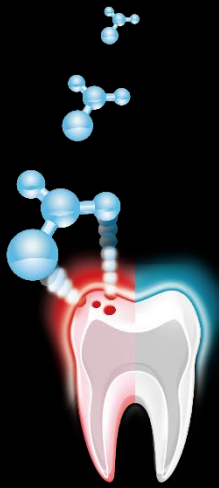
2.



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.

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.



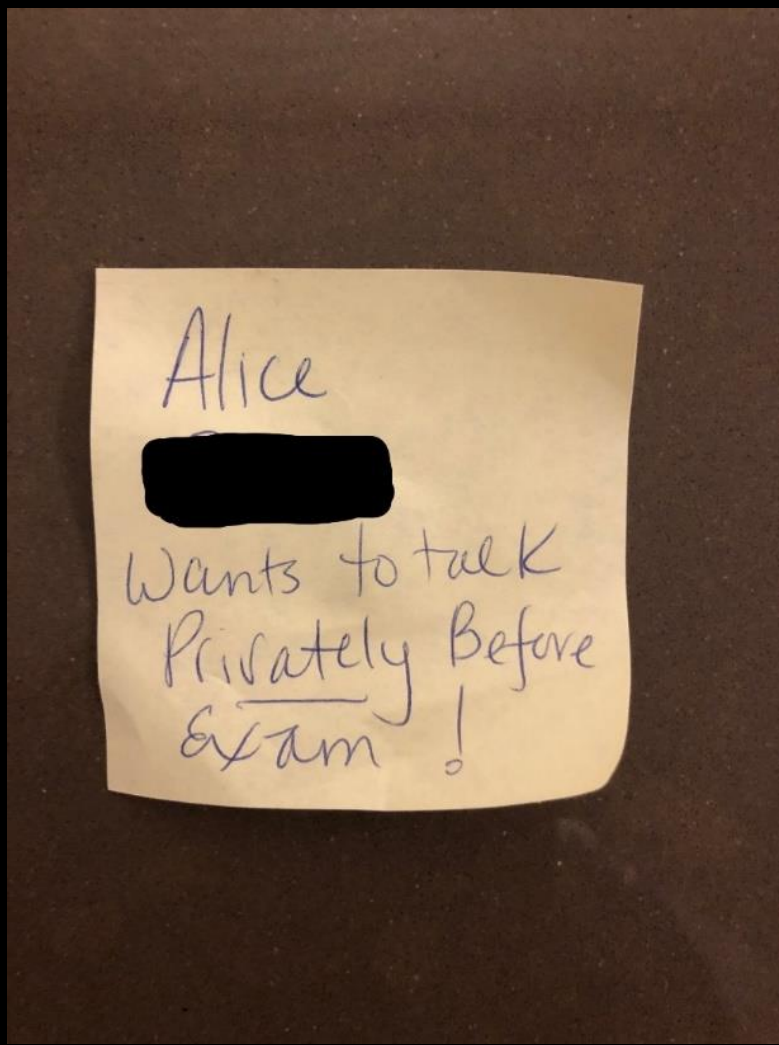
Fresh
Mint

Cool and refreshing
mint flavor!





SUMMARY





Dr. Tim Bizga

Like **Dr. Tim Bizga** on
Facebook

2thLectures.com

Email: 2thLectures@gmail.com

