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LEGION Delusional: Winning the Weekly War of Dentistry (Podcast)









# Why Are YOU Here? Write It Down!

#### To Learn:

How to do a Procedure?
How to get more Patients?
How to run a Practice Better?
How to find more Treatment?
How to make more Money?
How to be Faster & Efficient?
See your Friends?
CE Requirements?

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## INSANITY

"Doing the SAME Thing over and over again expecting a Different RESULT."

—Albert Einstein





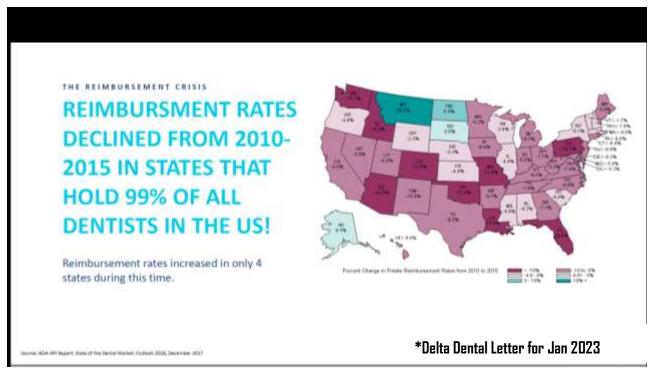


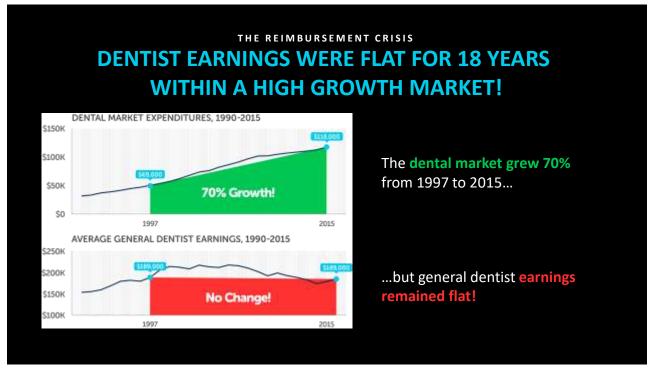


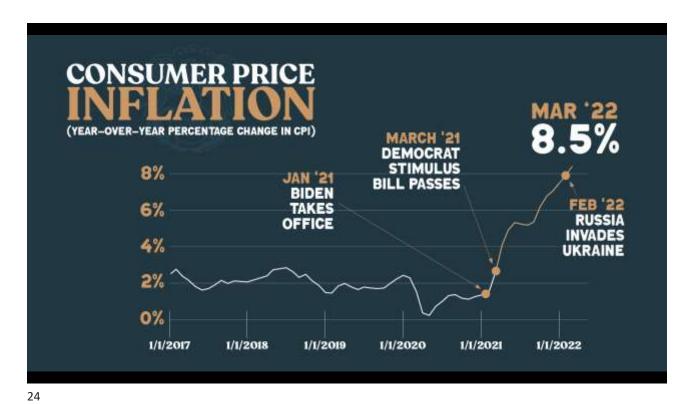
= Power

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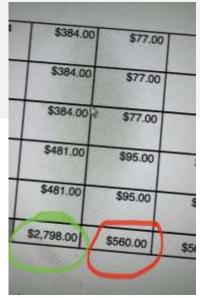
# Do the dental insurance companies market for you?

How much do out of network dentists get paid for the same services?

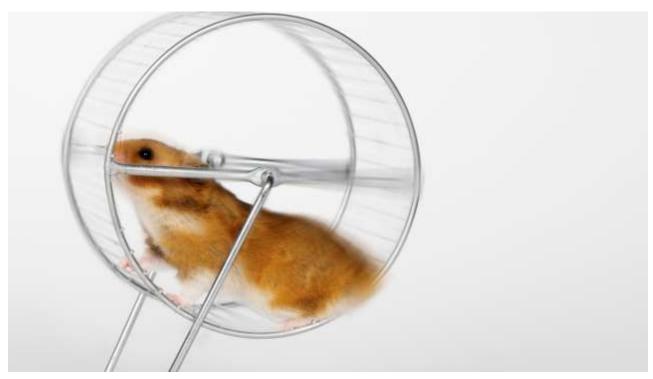
#### Insurance Peanuts

- 3-two surface fillings
- 2-three surface composite fillings

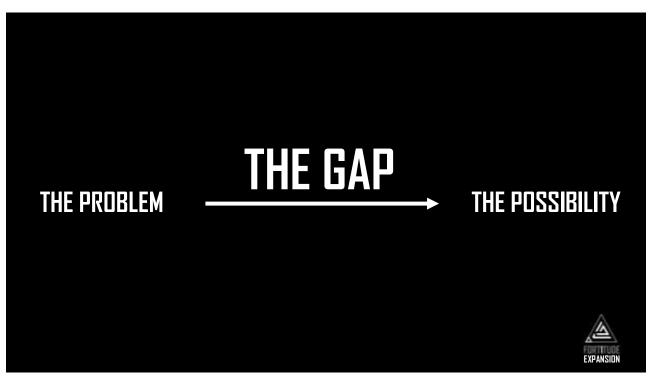




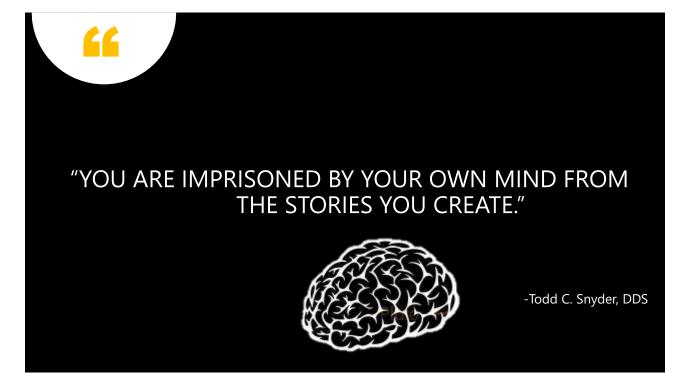
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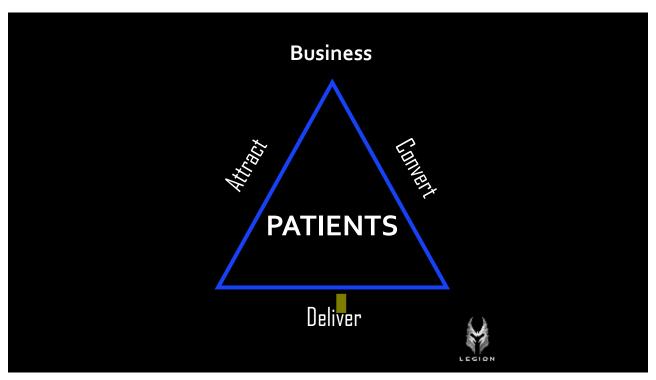
# How Will You Become More Successful?

- 1) What is the goal?
- 2) What is the plan??
- 3) What are you thinking?
- 4) What is the patient thinking?









## The Future of Dentistry

- Four years in a row dentist best health care job.
- Predicted employment growth of 17.5% with more than 23,200 new openings over the next 10 years.
- Dental insurance companies are systematically decreasing reimbursements



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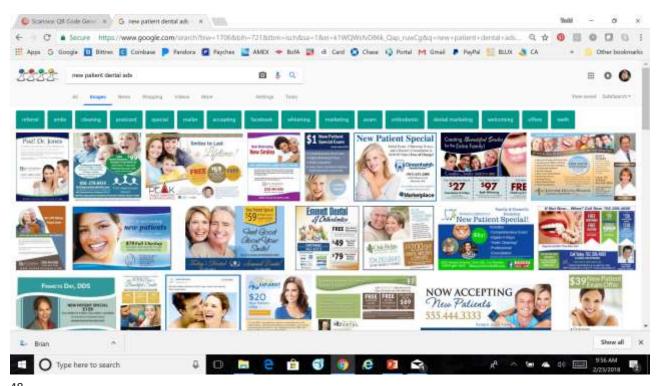
#### CORPORATE DENTISTRY

- Is growing 15-20% annually
- They compete for the same patient demographics as the solo practitioner.
- Discretionary income has shrunk for every segment of American society except the top 10%.
- Patient perception of dentists are changing based on work Performed, Marketing Seen and Fees offered.
- Run at lower overheads and have leveraged purchasing power.



# THE FOUNDATION Consumer/Patient Impression

- Why YOU?
- They perceive you are?
- Will they go somewhere else for other services?
- Do they think you are capable of providing what they want?
- How can you alter their perception?
- What is your brand image?
  - Your office appearance?
  - Website?
  - Your ads?
  - Your social media?



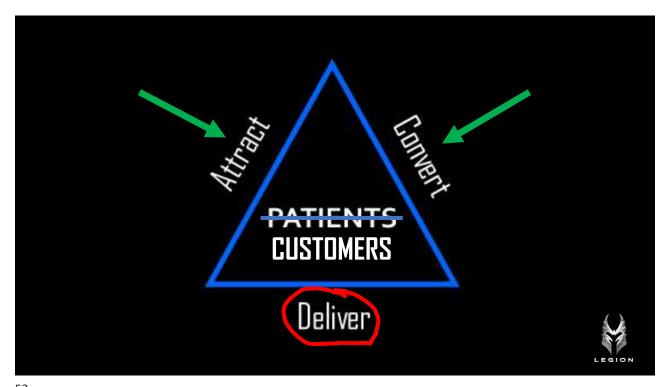


# Ditch Digger....

#### ....Down In The Mouth

- Many dentists get focused on there own skills, techniques and utilization of modern dental service technology.
- Most dentists do not have any staff training protocols.
- Most dentists do not have any formal business training.
- Most dentists do not have a marketing or business plan.
- Most dentists don't have a target market or offering.







20% of your patients ma 80% of your income 20% of your staff produces 80% of your results 20% of your time produces 80% of your money/results Offer more elective dentistry and/or profitable dentistry

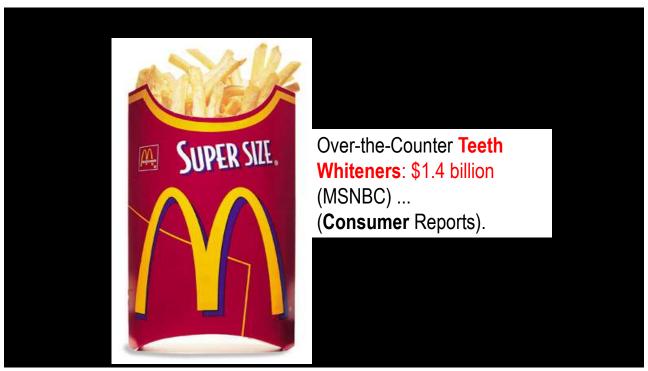
According to the American Academy of Cosmetic Dentistry 51% of patients are unhappy with their smiles and 3 out of 5 people will invest in their smiles.

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One of the most powerful & fastest tools you own to create cosmetic opportunities??

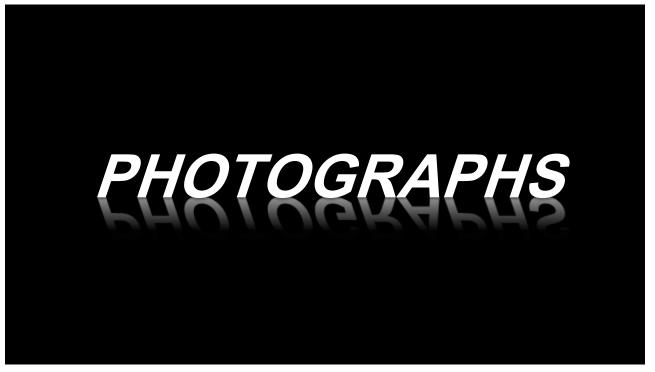


















# Shofu EyeSpecial C-IV









- Chose the magnification ratio/range by rotating the dial key
- Icons to help you determine and select the range properly







# STANDARD MODE STANDARD MODE Fine Fine Hope and the state of the st

# EDIT & DRAW FUNCTION ON THE EYESPECIAL C-III

- Edit functions are ideal for patient education
- Under the Menu key you can:
  - Draw on images to show areas of focus
  - · Rotate the image
  - Protect the image against being deleted



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#### WHITENING MODE

FOR SHADE COMPARISON BETWEEN BEFORE AND AFTER WHITENING

- Similar to "Low-glare" mode but with lower light intensity
- Reduces glare and emphasizes the surface texture and shade
- Delegated Whitening & Imaging Assistant





Upper arch whitened

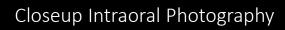
Lower arch not whitened











\$2000-\$6000 dollars?



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## SHOFU EyeCam

**EyeSpecial** is not able to take certain pictures very well.













## SHOFU EyeCam

For these pics, we proudly introduce **EYECAM**.



This may look familiar to some of you.

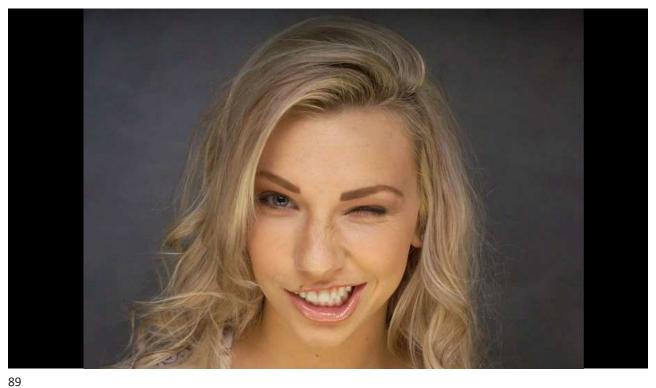
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## SHOFU EyeCam











Digital Mockups

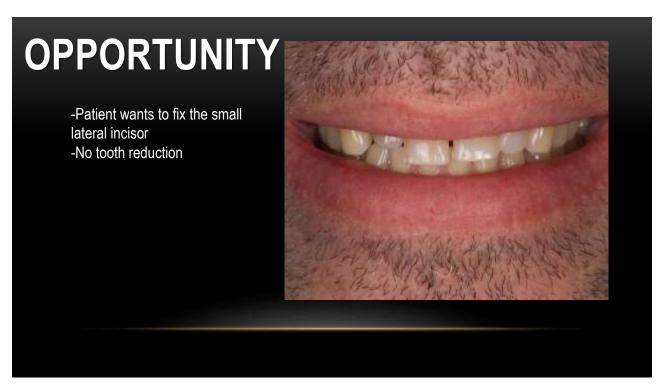
February 18, 2020

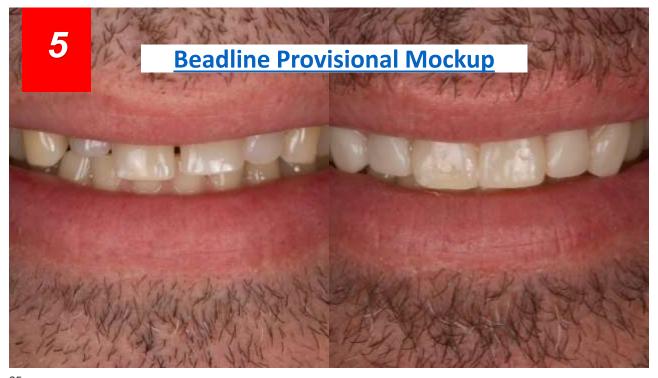
https://prevudental.com/

An enchanced smile for Brigette provided by Dr. Todd Snyder









## **Beadline Provisional Mockup**





Diagnostic Models with a waxup are duplicated. Special over impression is created and used to deliver temporary mockup

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## Show & Sell Possibilities..





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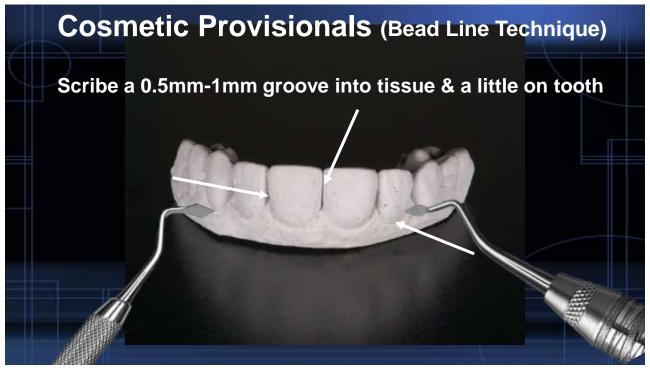


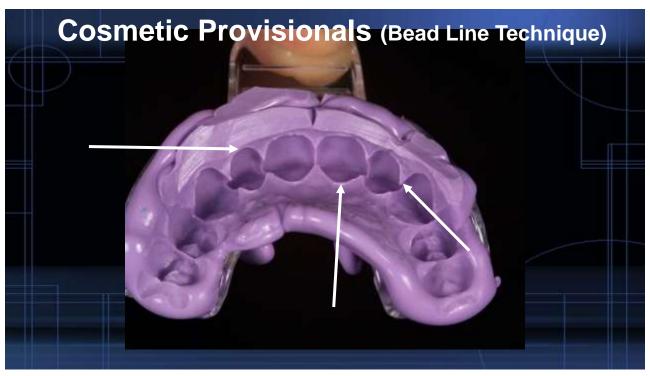
Multifunctional acrylic composite Crowns, bridges, veneers, inlays, onlays, & implants Made without BPA High Strength Natural Luster Low air inhibition layer **High strength** 

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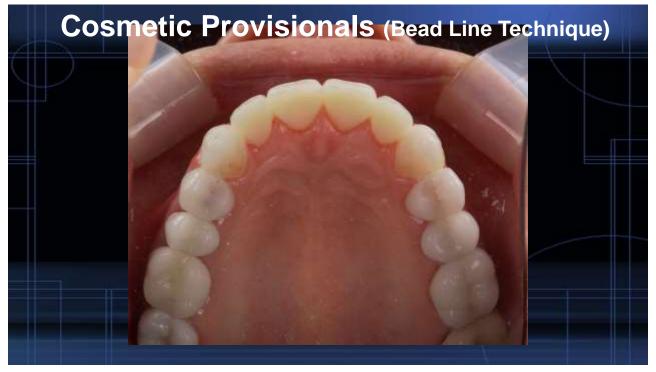


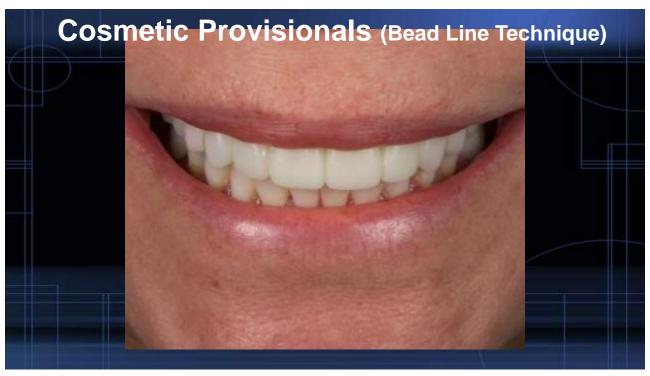


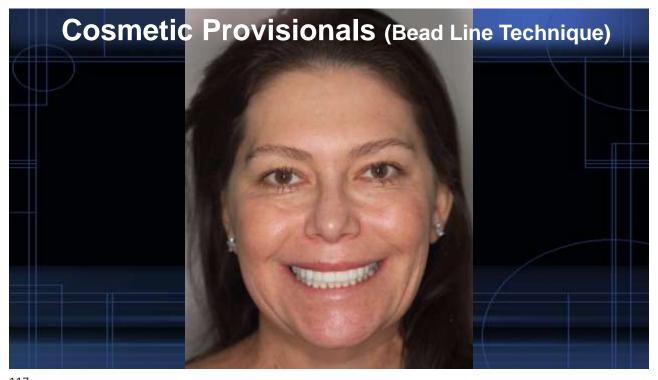


















Minimally Invasive Veneers.... Why? Benefits??





Mockup





# Depth Cuts

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# Photos for Laboratory Technician





## **Provisional Restorations**

(No etching, no bonding, mechanical retention only)

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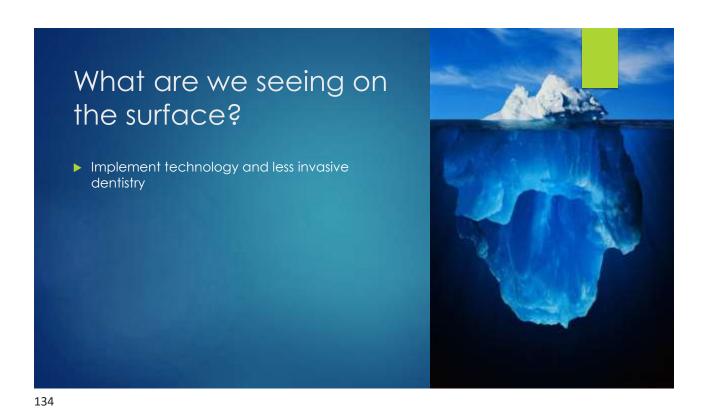
Provisionals Mimic The Final Restorations

130

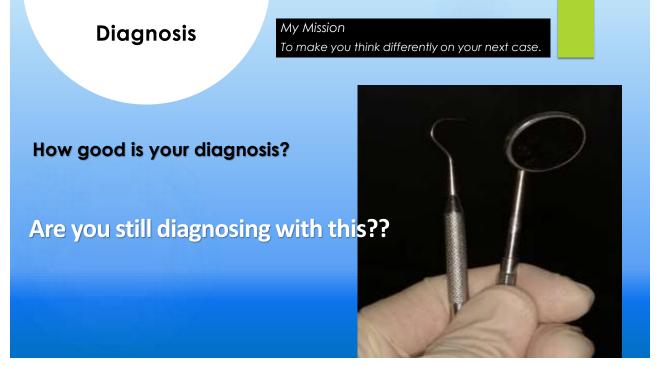


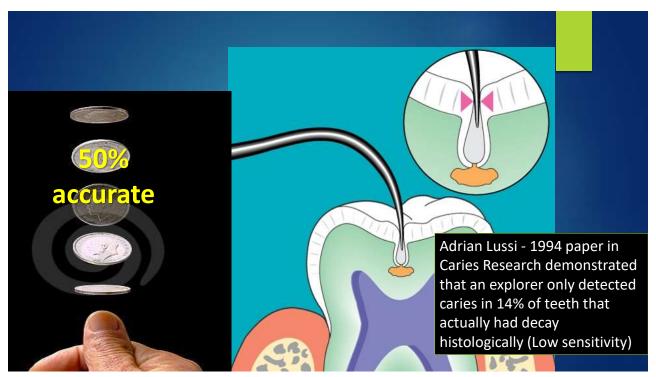






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### RADIOGRAPHIC ANALYSIS

In New Orleans, C. Edmond Kells was the first dentist to take dental X-Rays in 1896.



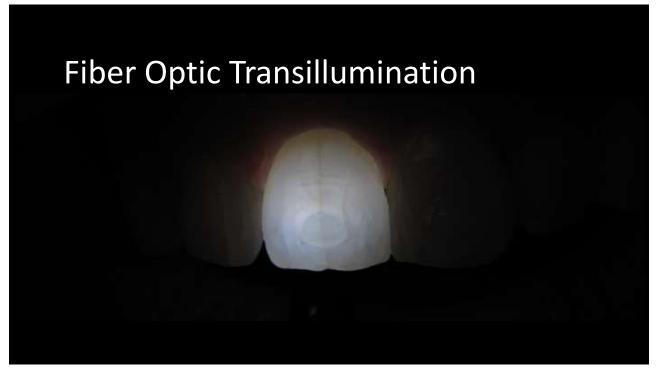
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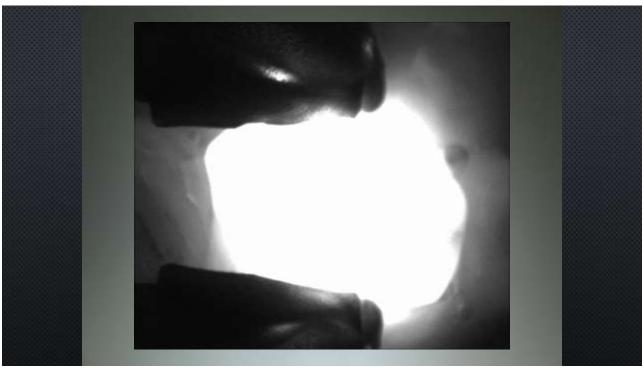


### CariVu: Transillumination

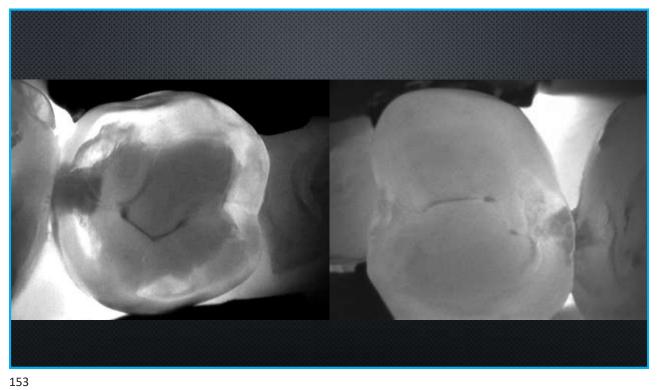


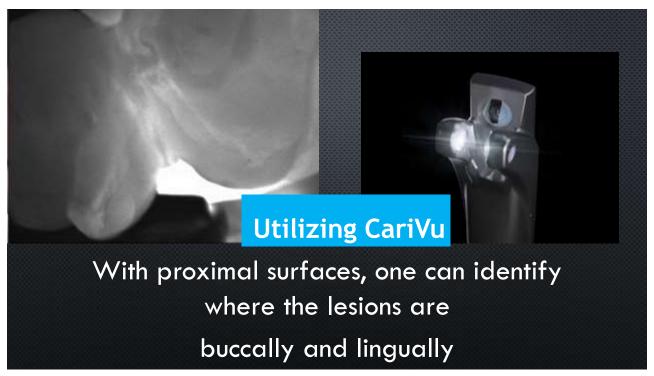
- Near Infrared light...no radiation
- Enamel appears transparent or light
- Porous lesions appear darker by trapping and absorbing the light: these include cracks and caries
- Video capture....live scans
- Stored in Dexis, excellent for communication to patient and yes...to insurance companies

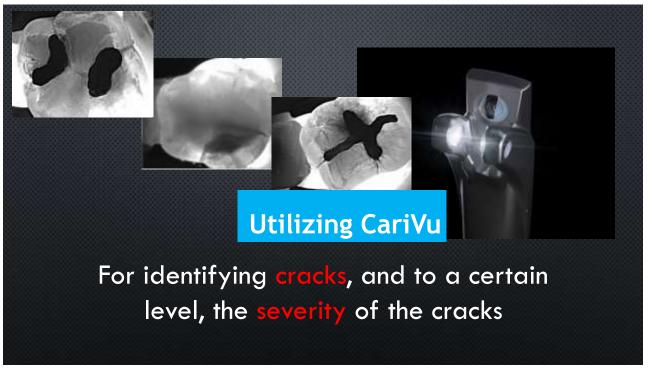
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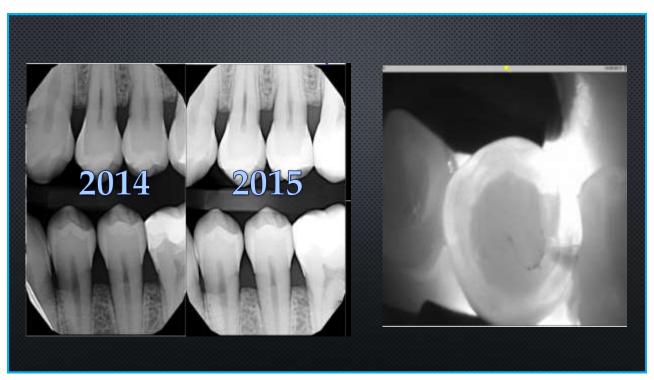




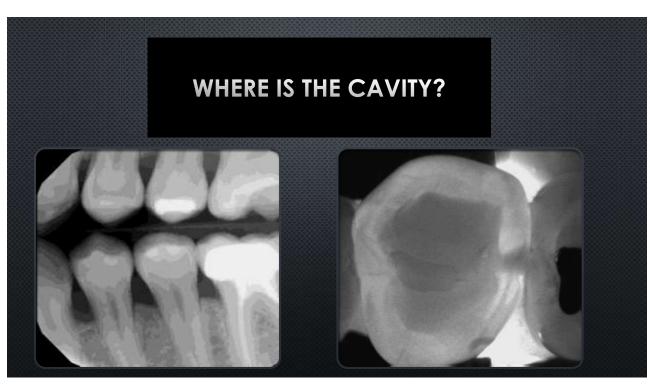




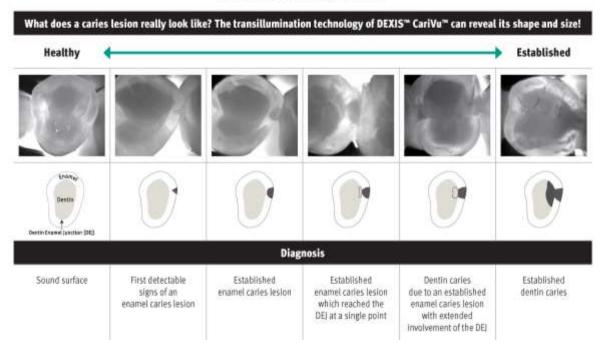


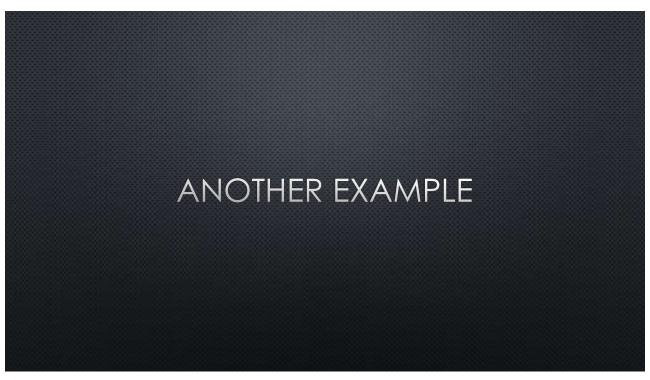




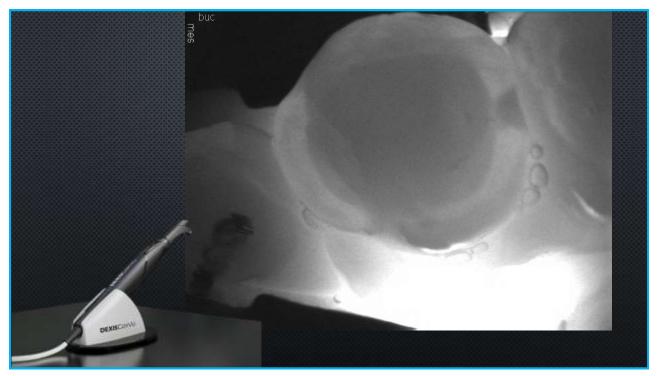


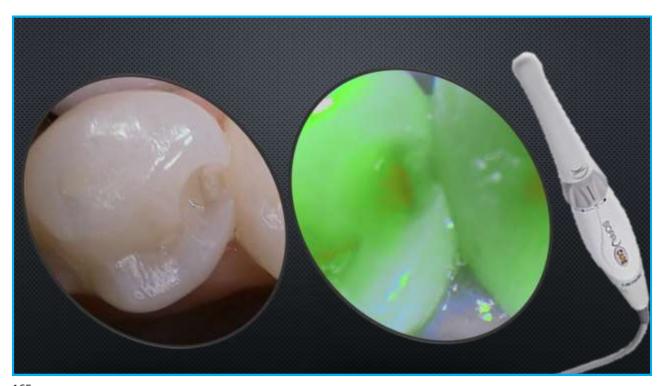
#### Short Learning Curve













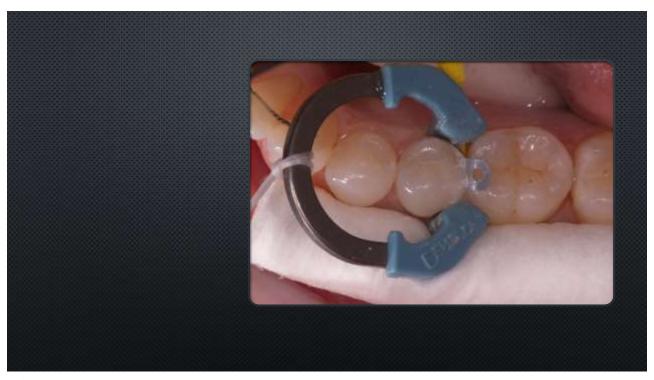
### MINIMALLY INVASIVE DENTAL CARE

- FIND CAVITIES & DEMINERALIZATION EARLIER
- SMALLER, EASIER TO PLACE FILLINGS
- SAVES PATIENTS TOOTH STRUCTURE
- SAME CDT FEES JUST DONE FASTER

EASILY
DIAGNOSING 5X
MORE DECAY



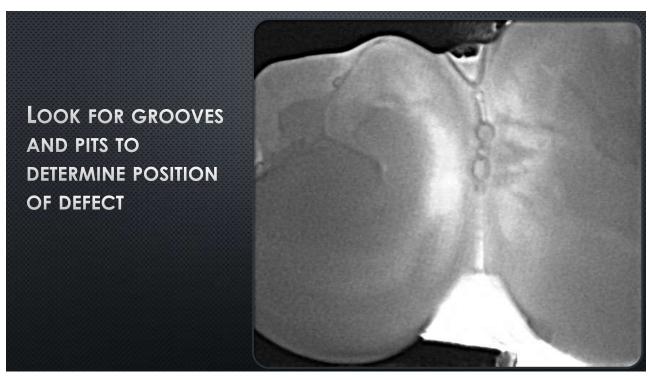






























### Light-Cured Dental Adhesive

All-Bond Universal is a universal adhesive it can be used with direct and indirect restorations and is formulated to be compatible with light-, dual- and self-cured materials. The versatility of All-Bond Universal makes it an indispensable part of any dental practice.

- Unique Benefits:
- Not moisture sensitive use on wet, dry or moist tooth structure
- Impressive bond strength to ALL substrates
- Use with ALL direct and indirect restorations (<10 micron thickness)</li>
- Ideal chemical balance for both total- and self-etch adhesion from one bottle
- Compatible with ALL resin cements (no additional activator required)
- Virtually no post-operative sensitivity
- Clinical Significance:
- All-Bond Universal offers the flexibility for total-, self- and selective-etch procedures
- All-Bond Universal is compatible with all light-, self- and dual-cured resin composite and cement materials for all direct and indirect procedures
- · All-Bond Universal works with dual cure resins, NO activator is required











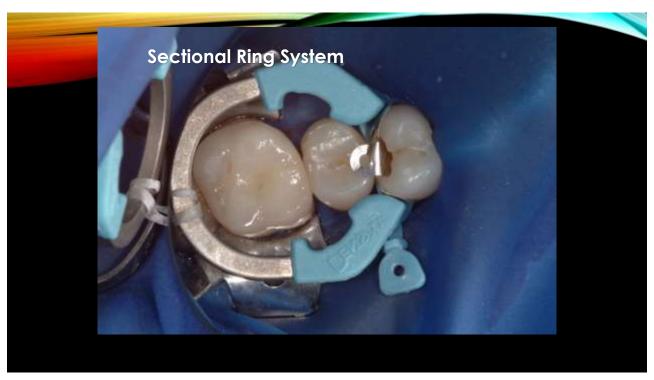














Uni-Etch is a 32% semigel phosphoric acid etchant available with Benzalkonium Chloride (BAC) and designed for etching tooth structure prior to bonding.



Select HV Etch is a 35% high viscosity phosphoric acid etchant available with Benzalkonium Chloride (BAC) and is designed for pinpoint accuracy.



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### Light-Cured Dental Adhesive

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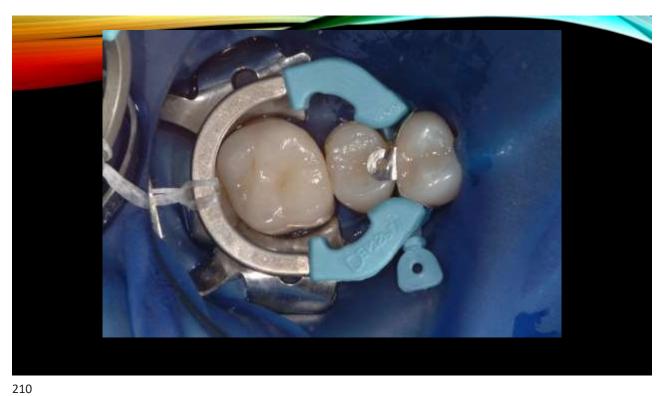
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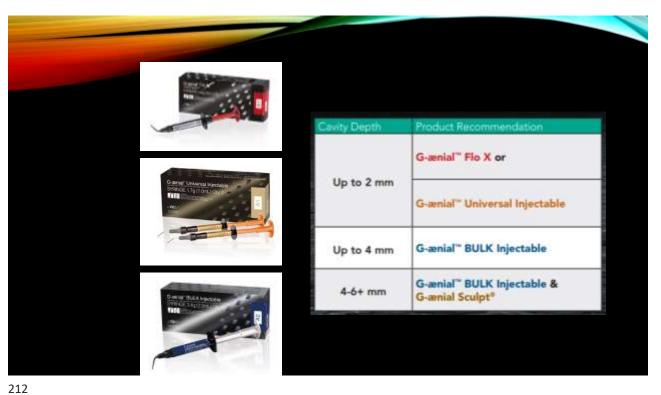




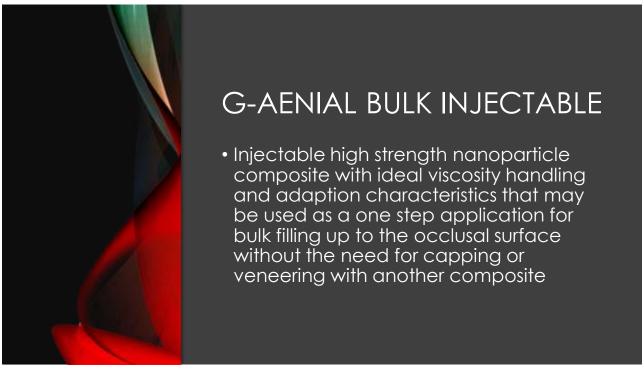


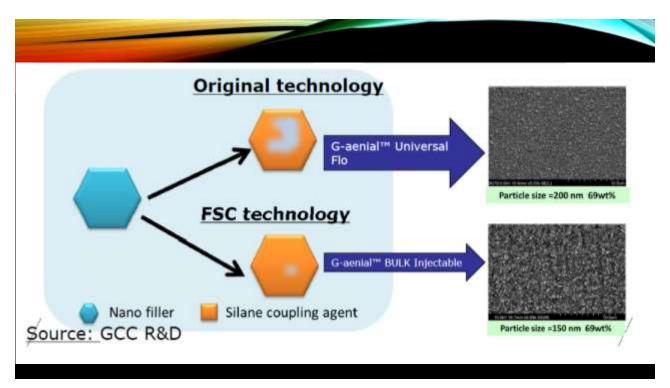


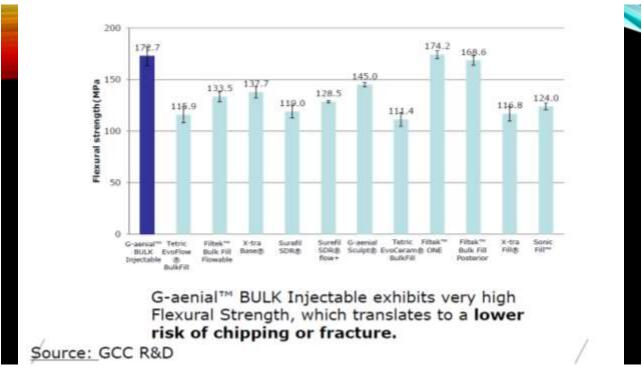


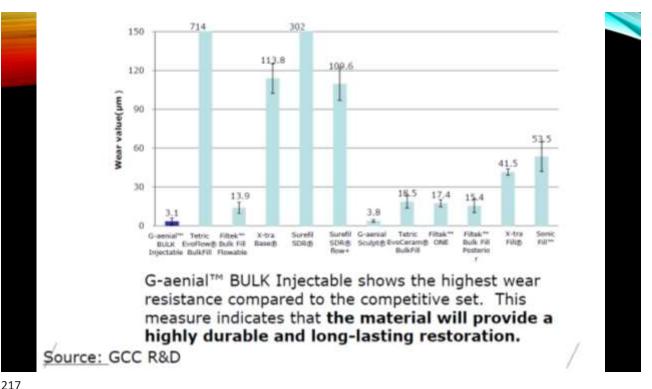




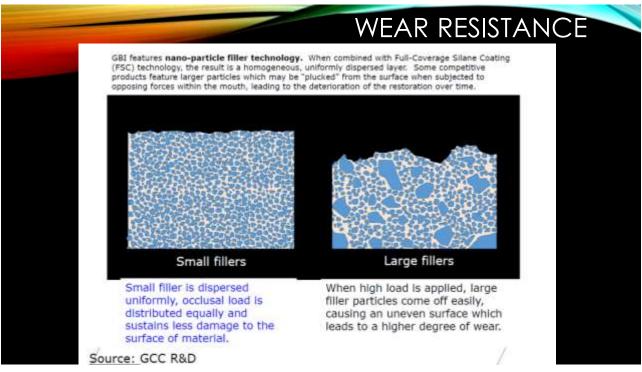








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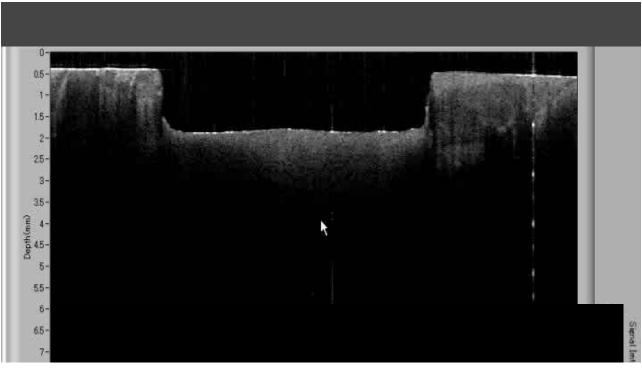
# COMPOSITE PLACEMENT REVIEW

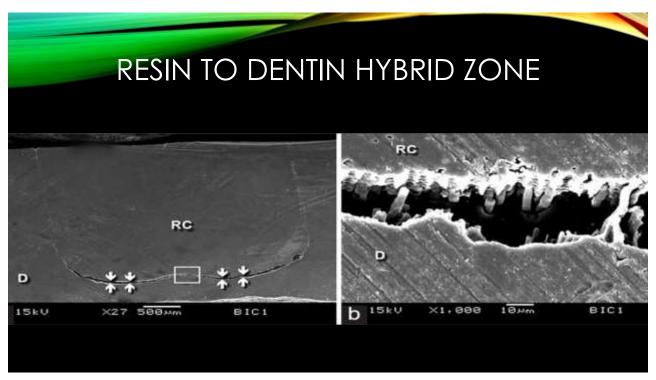
- Etch enamel and Self etch dentin
- OR Total Etch
- Flowable on just the pulpal floor 0.5mm
- Horizontal layering (2mm Increments) {Stay within similar dentin bond strengths}
- OR Dentin Replacement & Cap
- OR Bulk Fill
- Complete curing (use LED curing lights)

https://www.aegisdentalnetwork.com/id/2017/06/the-protocols-of-biomimetic-restorative-dentistry-2002-to-2017?page\_id=296







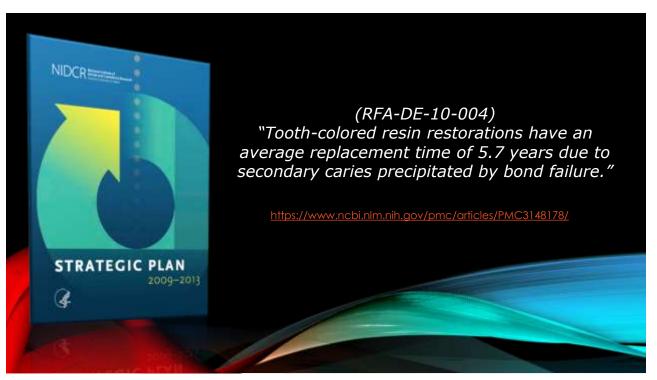


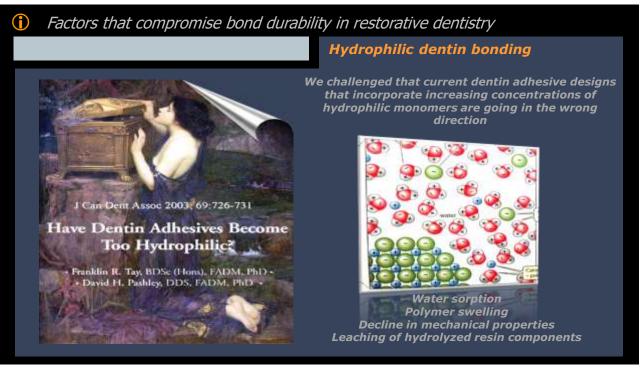
"Adhesive dentistry could be expressed as a simple relationship between bonds and stress. If the bonds can withstand the stress, the restorative technique will be successful."

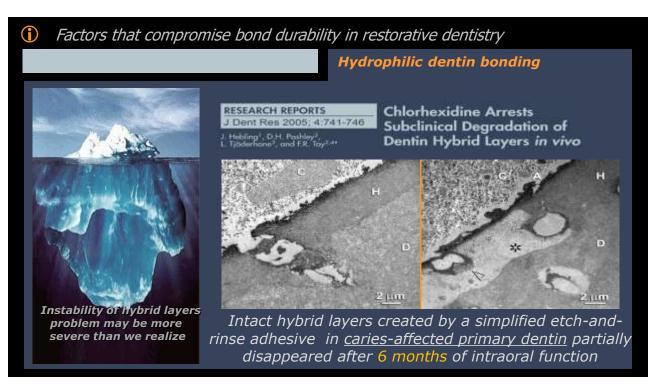
Unterbrink and Liebenberg (1999)

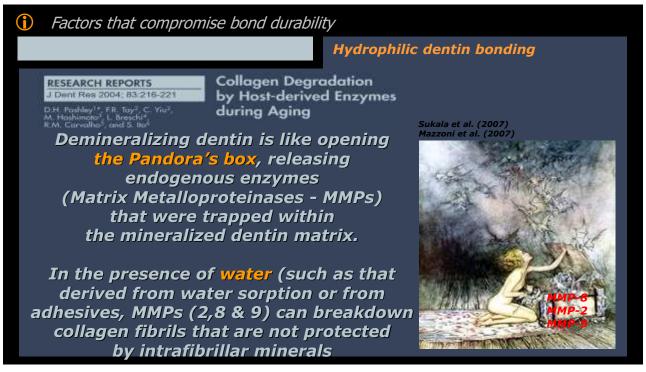
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# **BOND DEGREDATION**

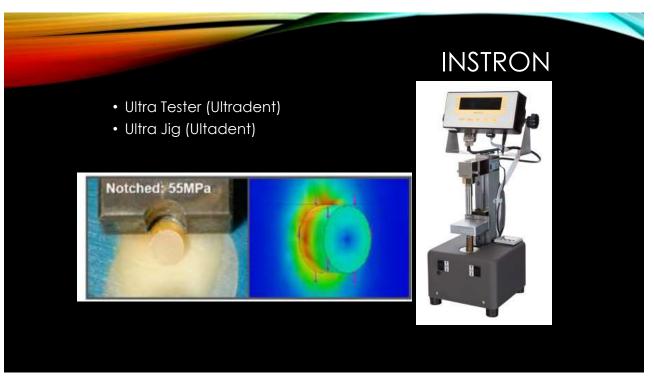
• Pashley DH, Tay FR, Imazato S. How to increase the durability of resin-dentin bonds. Compend Contin Educ Dent. 2011 Sep;32(7):60-4, 66.

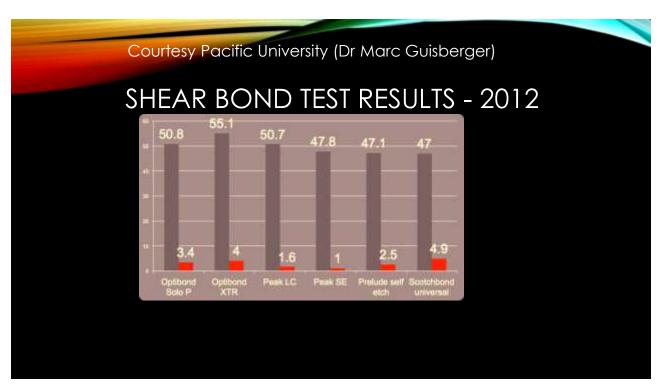
Resin-dentin bonds are not as durable as was previously thought. Microtensile bond strengths often fall 30% to 40% in 6 to 12 months.

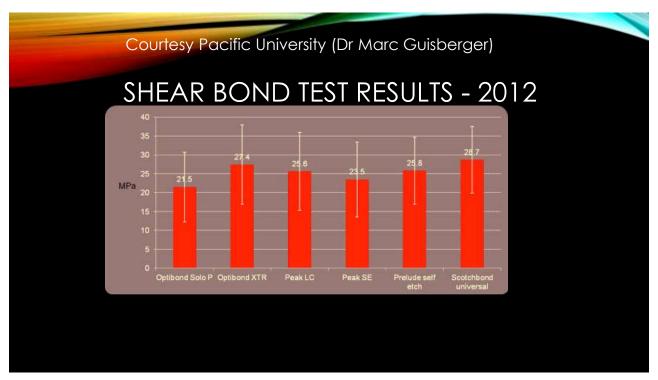
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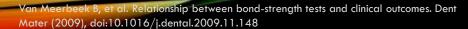












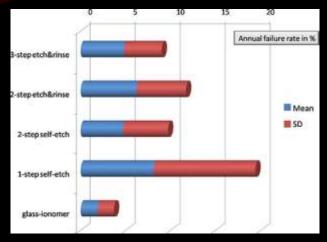


Fig. 15 – Graph representing the mean annual failure rates per adhesive class, determined according to a systematic review of Class-V clinical trials of adhesives during the period 1998–2004 [2].

# **CLINICAL TIPS WITH UNIVERSAL ADHESIVES**

- 1. Air Dry The Water Based Adhesive or Primer Fully To Evaporate Water. The Universal, Single-Bottle Adhesives Have Higher Concentration of Water & Alcohol, So Make Sure To Air Dry About 10's Until Water Is Evaporated.
- Inadequate Drying Will Result in Lower Bond Strengths Water, Alcohol & Acetone Prevent The Resin From Curing So They Must Be Evaporated.

# DRAWBACKS OF ANY COMPOSITE RESIN

- Material placement techniques
- Variable substrate
- Polymerization stress & shrinkage
- Water absorption
- Hydrophobic bonding agents
- Decreased adhesive bond strength over time
- MMPs and Cathepsins
- Microleakage



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# MORE RESEARCH

American Journal of Dentistry Oct 2017

• <a href="https://www.researchgate.net/publication/321184952">https://www.researchgate.net/publication/321184952</a> The role of adhesive materials and oral biofilm in the failure of adhesive resin restorations

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# Why Glass Ionomers?

- Bioactive material
  - affinity to tooth structure. when placing a glass ionomer a weak acid or conditioner is used to aid in releasing calcium and phosphate ions from the tooth structure. These calcium and phosphate ions combine into the surface layer of the glass ionomer and form an intermediate layer called the interdiffusion zone. This bond layer can be very strong and significantly reduce the microleakage that would occur at the margins of the restoration.
- Very good fluoride and ion release helps remineralize tooth structure in the remineralization-demineralization process that naturally occurs in the oral cavity.
- They chemically bond to enamel and dentin.

# Why Glass lonomers?

- They produce good marginal integrity.
- They shrink only one ninth the amount of composite material.
- They are fluoride-rechargeable.
- There are no free monomers in the material.
- The cavity preparation can be bulk-filled, making the materials easy to place.
- They exhibit excellent biocompatibility.

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# Class I, II, III & V posterior restorations Open & Closed Sandwich techniques Composite replacement Amalgam replacement High caries risk patients Pediatric patients Pediatric patients Special needs patients Ong term resistance to microleakage

# microleakage testing in vitro using three different bases under composites

T. DUONG, L. TRAN, R. PERRY, G. KUGEL, Special Issues of the Journal of Dental Research. ABSTRACT #0366 > Tufts University School of Dental Medicine, Boston, MA, USA.

### abstract:

Objective; To compare Class II microlealizage in vitro of three different bases placed under composite restorations.

Methods: Thirty-six extracted molars were prepared as Class II MO/DC: 2mm occlusal depth, 2mm axial box depth, 3-5mm ginginal box width, and 1mm ginginal margin below CEJ. Beth were randomly divided into three groups of twelve ignoups 1-2 = glass oncomer; group 3 = flowable resin's Group 1-8ma Light Care GI (SDI), Group 2-8ma Self Cure GI (SDI), Group 3-8shet-X-Flow (DENTSPLY Caulk). All groups were primed with Clearfil SE Bond Primer and Blond (Kuraray). All samples were their restored using KE nano-hybrid Composite (SDI), finished and polished. Restorations were thermocycled for 300 cycles between 5°C and 55°C with a dwell of 30 seconds and their placed in 0.5% aqueous basic furchash dye for 24 hours at 37°C. Samples were sectioned mesodistally and scored independently by two evaluators for microleakage at the occlusal-case and proximal-case sinder a 40x stereomicroscope.

Die penetration was evaluated using a scoring system:

0 = no penetration, 1 = penetration in enamel/cementum, 2 = penetration at the axial wall, 3 = penetration beyond the axial wall.

Results: A Kruskal-Walls test revealed no statistically significant difference in microleakage between the three groups at the occlusal-cavo surface (p>0.05). Group 3 was found statistically different at the proximal-cavo surface. Group 3 yielded the most microleakage at both interfaces while Group 2 showed no axial wall penetration at either interface.

Conclusion: Both light-cured and self-cured glass ionomies were more resistant to microleakage than a flowable resin on both occlusal-cayo and proximal-cayo surfaces.

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## **ABFRACTION LESIONS**

- Sometimes it presents as single teeth due to excursive interferences or as a
  pivot, fulcrum or "teeter totter" tooth.
- Other times there are more in a quadrant and there is severe wear to the occlusion.
- Other times it maybe on the facials of anterior teeth, where there is wear on the incisal edges or wear facets on the linguals, however little to no wear on posteriors.
- Occlusal guards should be fabricated along with an occlusal analysis in CR on models.







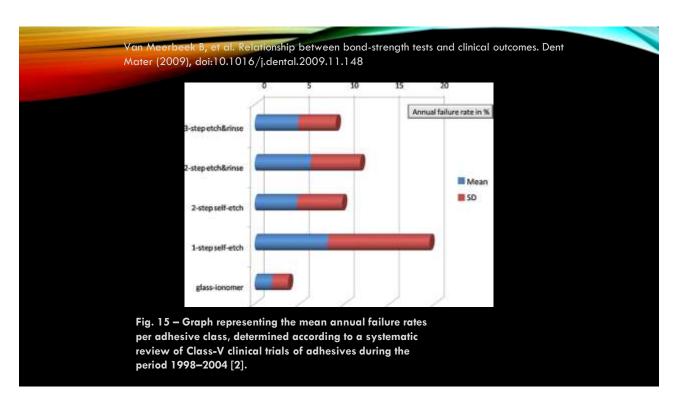
#### ABFRACTION LESIONS & CLASS V RESTORATIONS

LATIN WORDS, AB - "AWAY", FRACTION - "BREAKING"

- Pathological loss of tooth structure caused by biomechanical loading forces.
- Static and cyclic flexural overloading of tooth structure ultimately leading to fatigue and failure of tooth structure away from the point of loading.



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## RESIN MODIFIED GLASS IONOMERS (RMGI)

- Light cured
- Dual cured
- High flexural strength
- Lower compressive strength than conventional G.I.
- Good polishability
- Excellent wear
- Hydrophillic
- Fluoride release
- No microleakage
- No adhesives
- Acid resistant layer
- Reduces sensitivity
- True chemical adhesion



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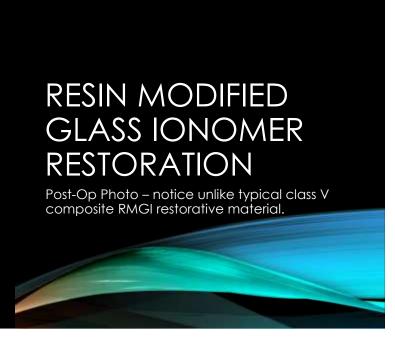
## Replacing Existing Restorations & Decay

- Resin bonding is mostly due to the intertubular dentin.
  - Deep preparations have less intertubular dentin.
  - More moisture present due to adontoblastic tissues and fluid
  - Higher risk of post-op sensitivity
  - Use a New Advanced Adhesive and Flowable
- Glass Ionomer (GI)
  - True adhesion to tooth structure
  - Bonds to moist dentin
  - Less technique sensitive
  - Fluoride release
  - Decreased gap formation and cusp deformation
  - Coefficient of thermal expansion is similar to dentin
- No post operative sensitivity
  - Use on dentin & cementum
  - Base out deep areas
  - Place resin/composite on top of GI

Dentin Bond Strengths of Simplified Adhesives: Effect of Dentin Depth. Compendium June 2006, p.340-345
Using Cavity Liners with Direct Posterior Composite Restorations. Compendium June 2006, p.347-351





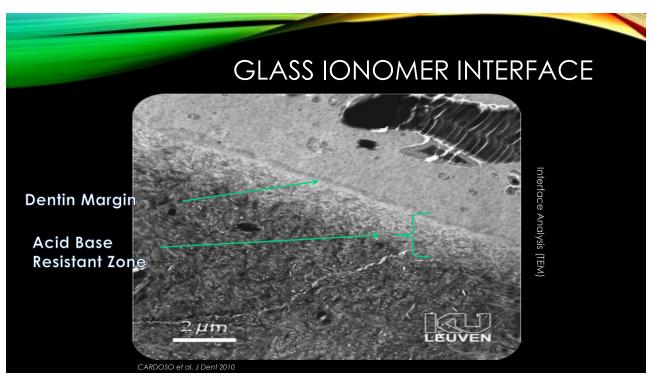














### IF you want SUCCESS

- YOU HAVE TO DO WHAT OTHERS DON'T
- YOU HAVE TO BE WILLING TO DO THE **WORK**
- YOU HAVE TO BE **CONSISTENT**



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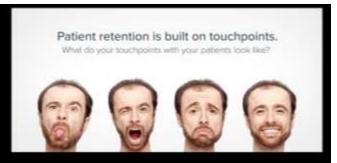








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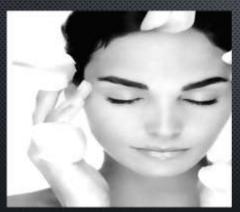
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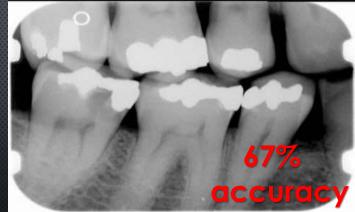
TSNYDER@LEGIONPRIDE.COM



TODD C. SNYDER, DDS, FAACD

## HOW DO YOU DIAGNOSE DECAY??





Approximately 25% demineralization must occur to see a cavity on a conventional radiograph. Equates to 40-60% demineralization on the toom Digital cading appropriately the selly of a cavity and appearance.