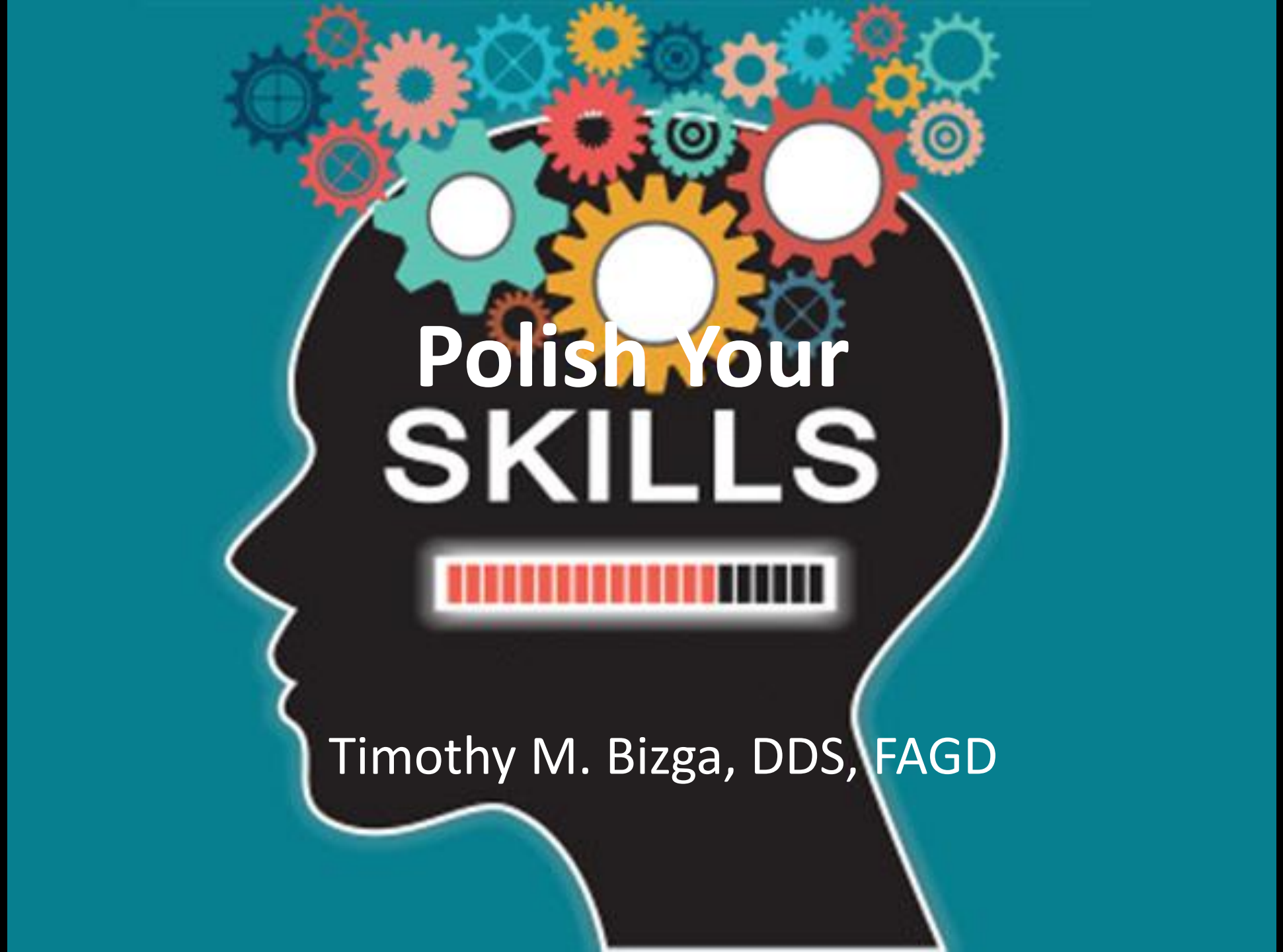


Timothy M. Bizga, DDS, FAGD




MOUNT KILIMANJARO
CONGRATULATIONS
YOU ARE NOW AT
UHURU PEAK TANZANIA 5895M AMSL












BUT DID YOU DIE?

TIM BIZGA
DDS, FAGD

Lecture Schedule



First Name

First Name

www.2thLectures.com

ABOUT ME

THE DENTAL ADVISOR
CLINICAL CONSULTANT

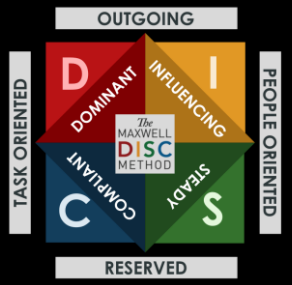
SCHOOL OF DENTISTRY
UNIVERSITY OF MICHIGAN





JOHN MAXWELL
Team
CERTIFIED





THE TRIPLE THREAT

Smile Source



Objectives

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



Colgate-Palmolive is 220 years old this year!



World’s Most Recognizable Brands



































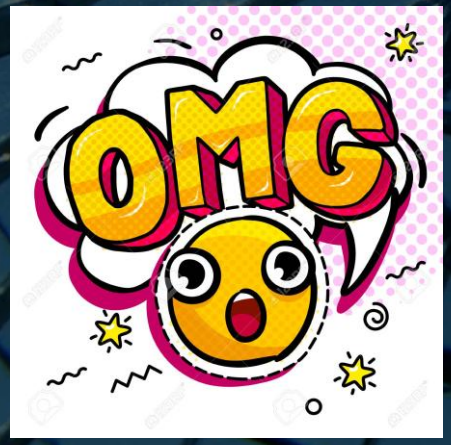
Perspective Principle

- How we VIEW things determines how we DO things
- What you SEE is who you will BE
- When we CHANGE the way we look at things-the things we look at CHANGE
- 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



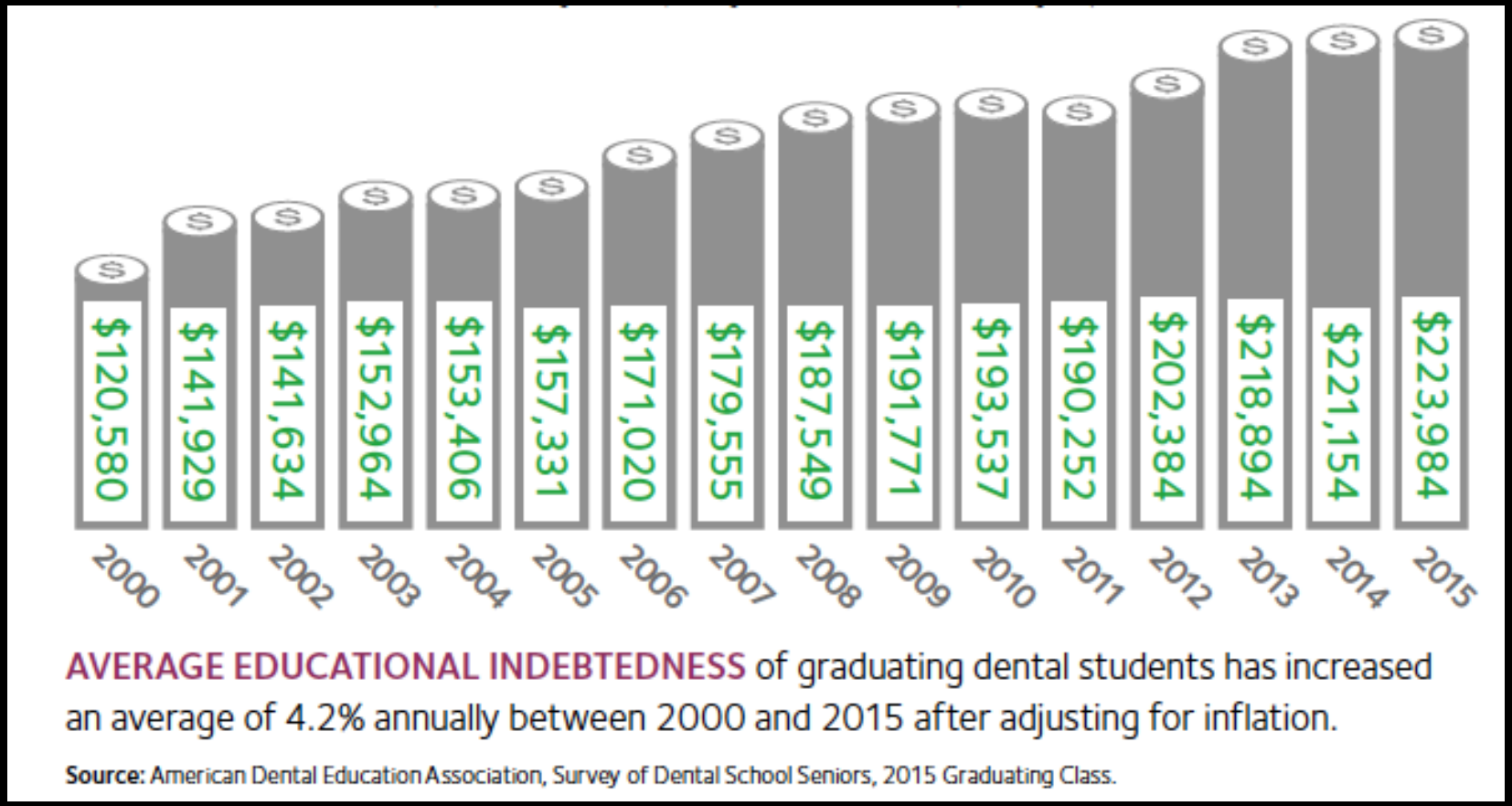
Independent Hardware



Independent Optometrists



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

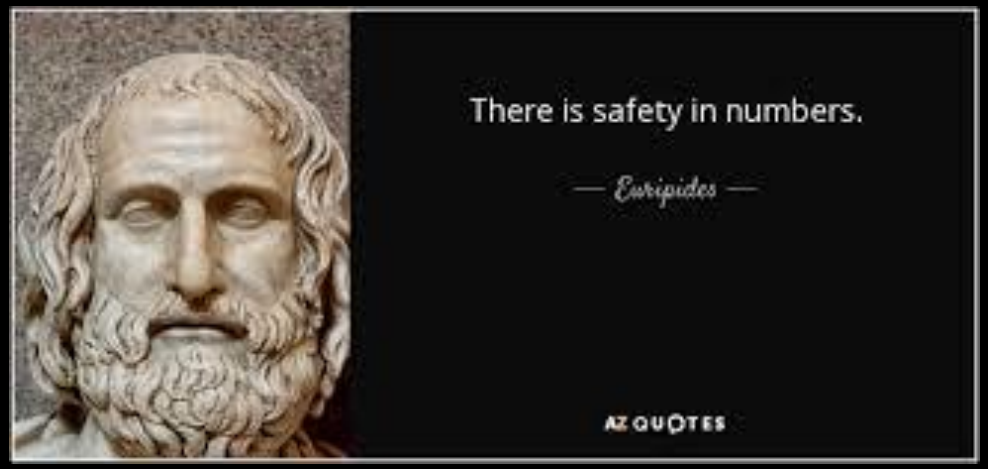
American Dental Education Association (ADEA)

Dentistry's 8 Game Changers

1. The Great Resignation
2. Changes in Patient Buying
3. More Dental Schools
   - 16 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






There is safety in numbers.
— Euripides —
AZ QUOTES



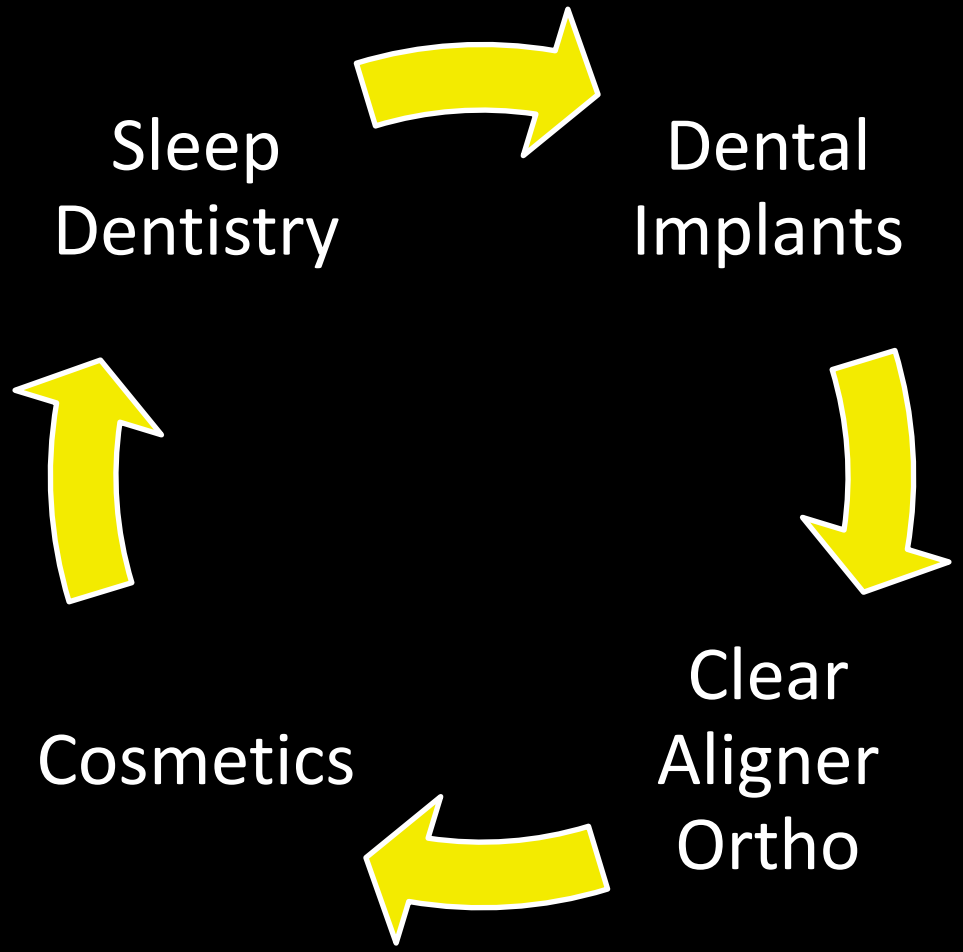
smile source

Built for Dentists by Dentists

1) **Real savings that move the needle**
   Meaningful reductions on supplies, labs, equipment, technology, and major investments.
2) **Doctors leading doctors**
   A peer-driven network of owners who share what is working in real private practices.
3) **Community**
   Live events, study clubs, and national connections that go far beyond an online group.
4) **Support for every stage of ownership**
   From first practice to multi-location growth to long-term exit planning.
5) **Fulfillment that extends beyond the dental chair**
   Tools and guidance to build a stronger business, better team, and more sustainable life.

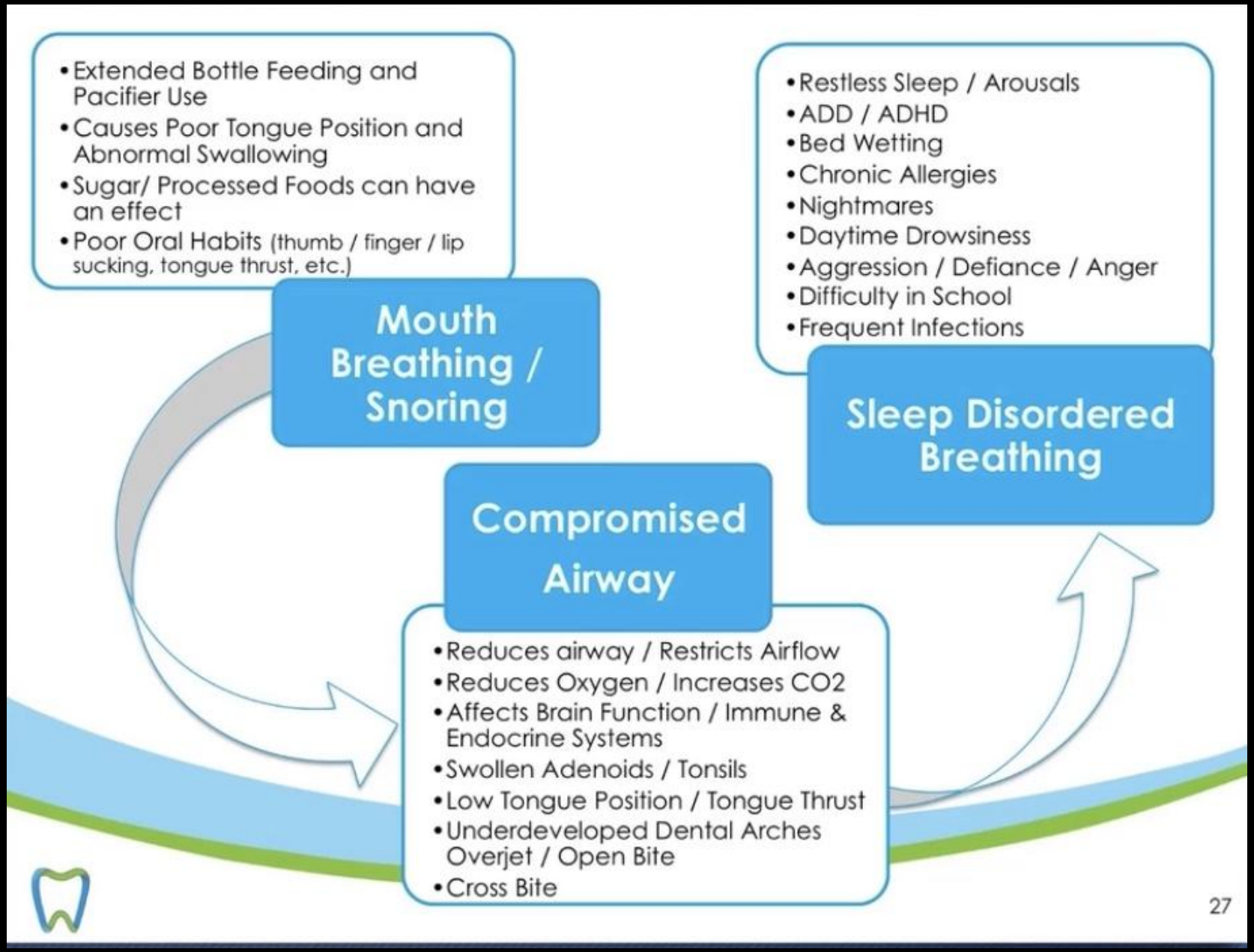


ROI Pursuits



A Fork in the Road…

- Treat Children
  - Totally fee for service
  - Guiding growth and development
  - 4-6months of habit correction
  - Custom appliance to facilitate eruption
  - Goal is to prevent long-term adverse effects
- Treat Adults
  - Possibility of Medical Billing
  - Sleep studies are required
  - Manage symptoms
  - Multiple appliance options
  - Studies show some remission and lack of long-term efficacy


• 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
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
Sleep Disordered Breathing
• Restless Sleep / Arousals
• ADD / ADHD
• Bed Wetting
• Chronic Allergies
• Nightmares
• Daytime Drowsiness
• Aggression / Defiance / Anger
• Difficulty in School
• Frequent Infections
27

healthystart™

SLEEP DEPRIVATION – PERCENTAGE OF INCIDENCE

- Mouth breathing during sleep -1/2 inch opening reduces airway by 6 mm – average airway in 7 year old is 7mm
- Most urgent for diagnosis are in bold type below
- 20 most important symptoms ≤4 – 13+ years

Mouth Breathing Nights	**43.0%**	Snores 1 Night/Week	24.7%
Snore at All	**37.2%**	Sweating During Sleep	19.0%
Difficulty Listening	34.7%	Snores 2-4 Nights/Week	18.9%
Often Interrupts	34.7%	Bed Wetting	18.1%
Tooth Grinding	32.0%	Hyperactive	17.5%
Talks in Sleep	**31.7%**	Attention Deficit	15.7%
Wakes Up at Night	**29.0%**	**Falls Asleep Watching TV**	**13.4%**
Allergies	28.7%	Speech Problems	12.9%
Restless Sleep	**26.9%**	**Difficult, Labored Breathing**	**12.4%**
Fidgets with Hands	26.6%	Snores 5-7 Nights/Week	8.2%
Mouth Breathes Days	**25.4%**	Throat Infections	6.8%
ADHD	**25.2**		

Incidence ≥ 1 Symptom	90%	N=501
Incidence ≥ 4 Symptoms	60%	(from Stevens et al, 2016)



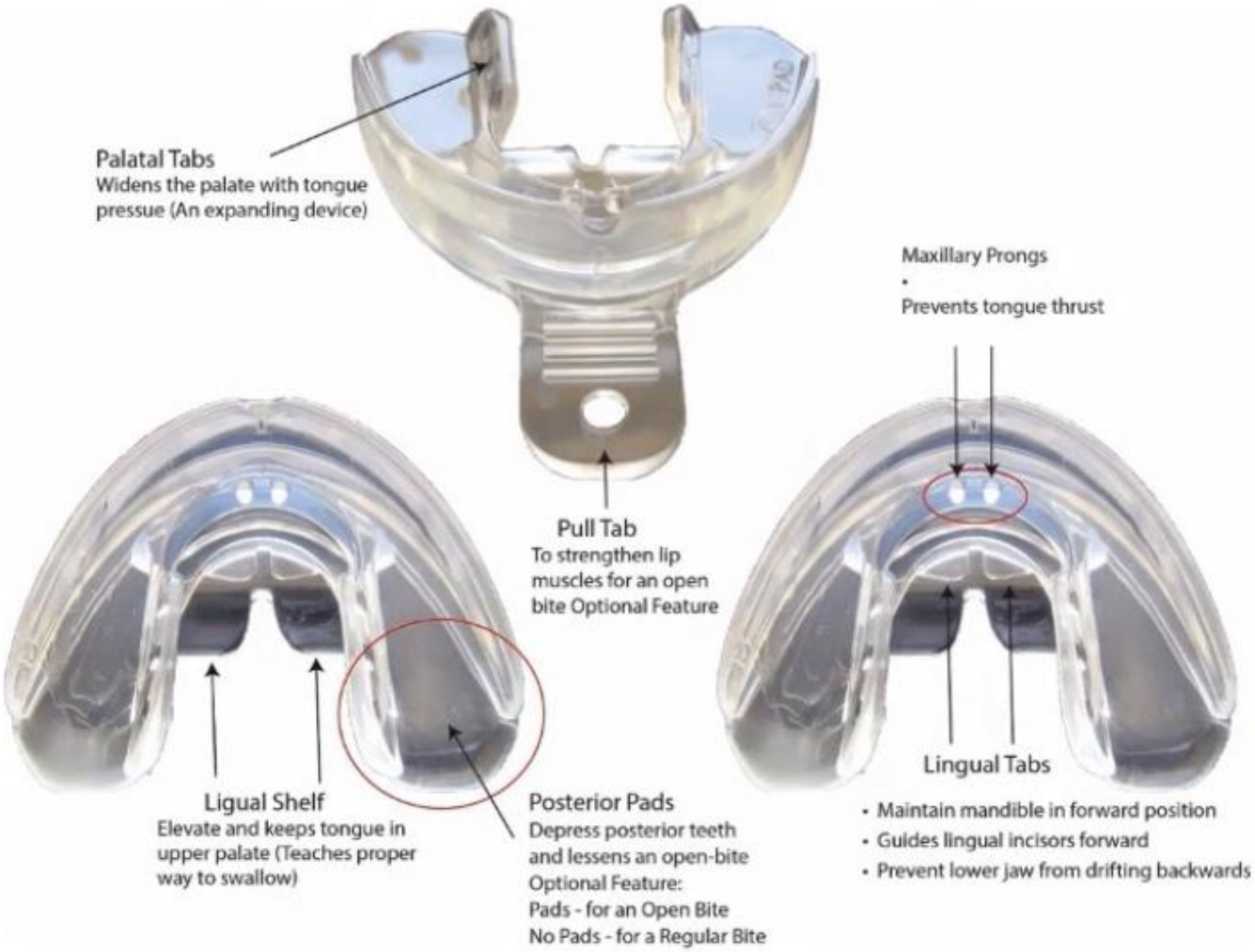
Findings

- Mouth breathing & snoring associated with more SDB symptoms than any of the other symptoms studied
- 90% had ≥1 SDB symptom
- 60% had ≥4 symptoms
- 20% experience bedwetting
- From 4 to 12 yo, 92.6% of symptoms **did not self correct;** 30% worsened with age

KIDS
AGES 5-7

healthystart™

HEALTHY START HABIT CORRECTOR® KIDS



GOT WHAT
KES!
DONUT
GIVE U

How can laser therapy help?





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"

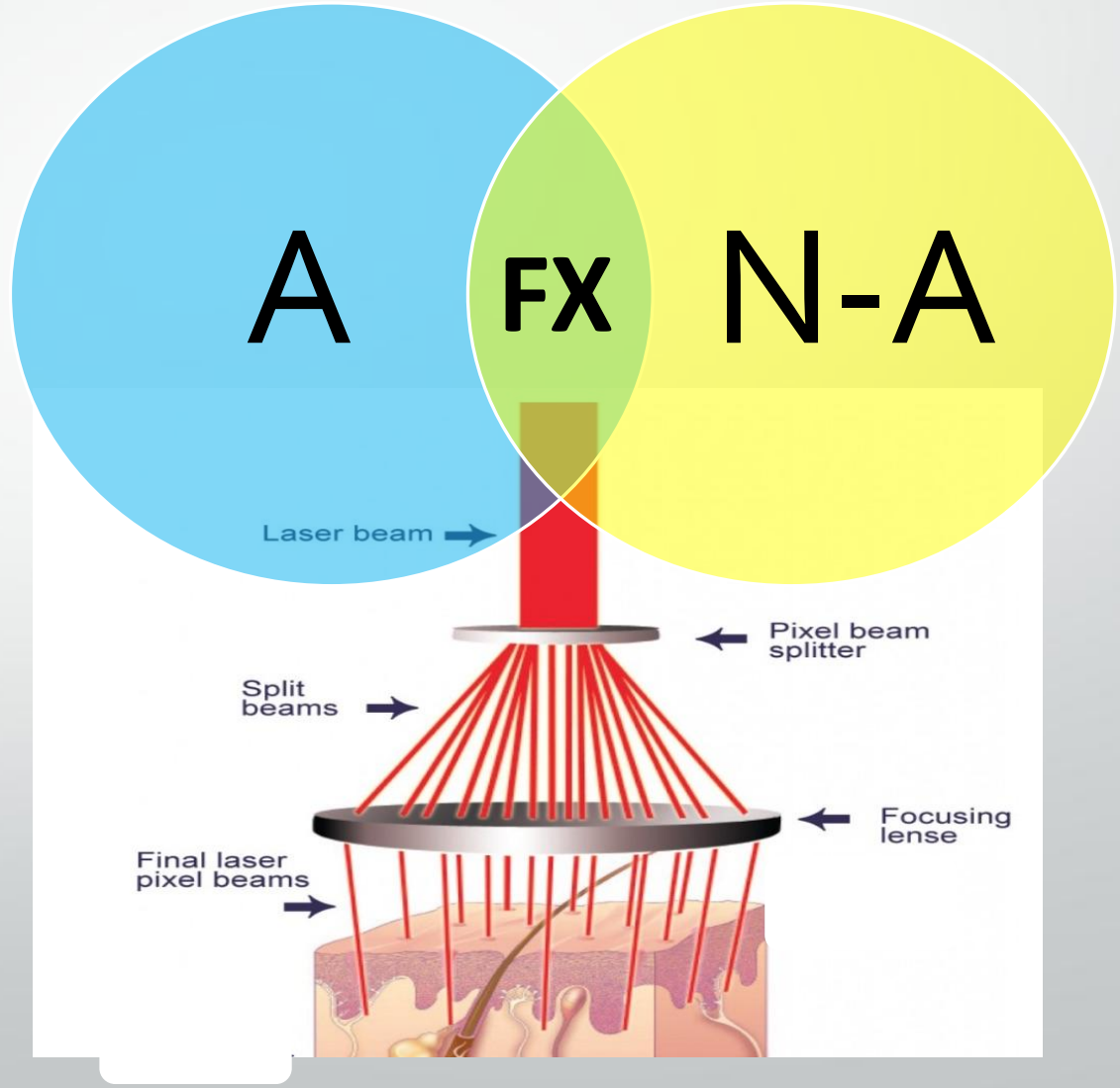
Surgical Approaches

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

Ablative vs. Non-Ablative

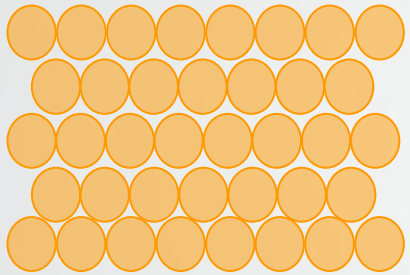
Fractional Ablation (FX)

- The “best of both worlds”
- Balances results with downtime
- Bridges the 2 technologies
- The “Holy Grail” of tissue rejuvenation
- The Goldie Locks concept

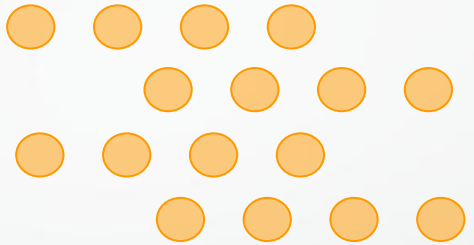


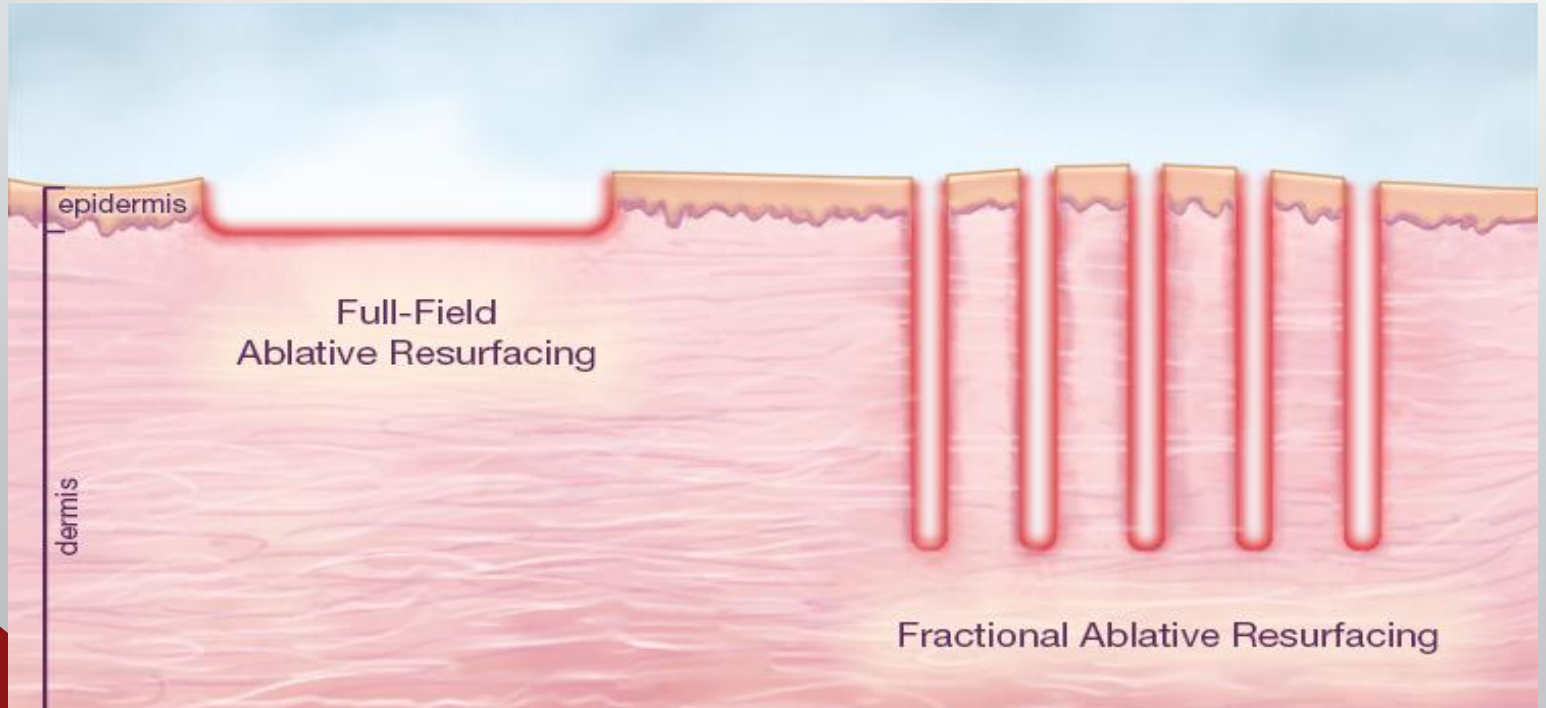
Fractional Resurfacing vs Full Ablative

"Horizontal delivery of energy"
Traditional scanning mode



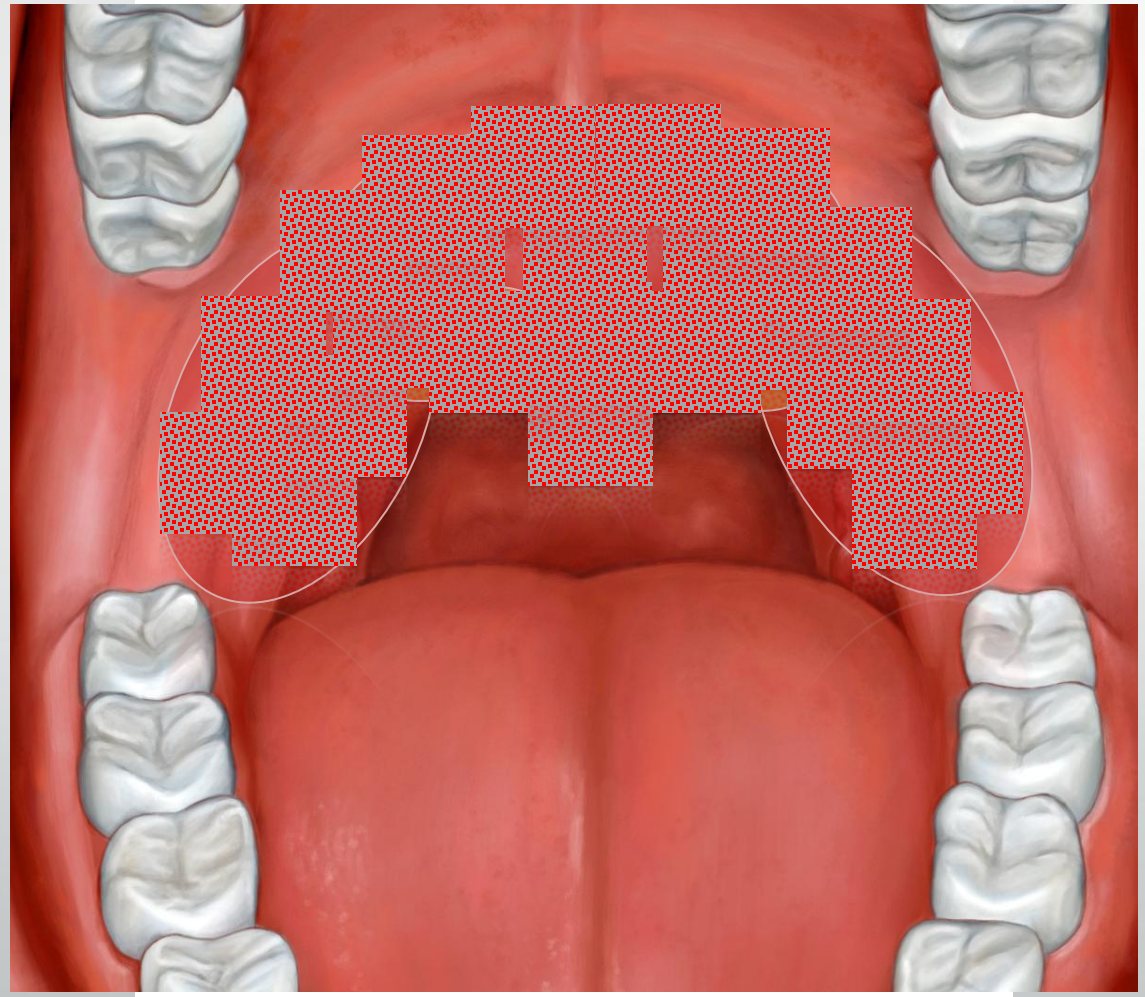
"Vertical delivery of energy"
Fractional scanning mode

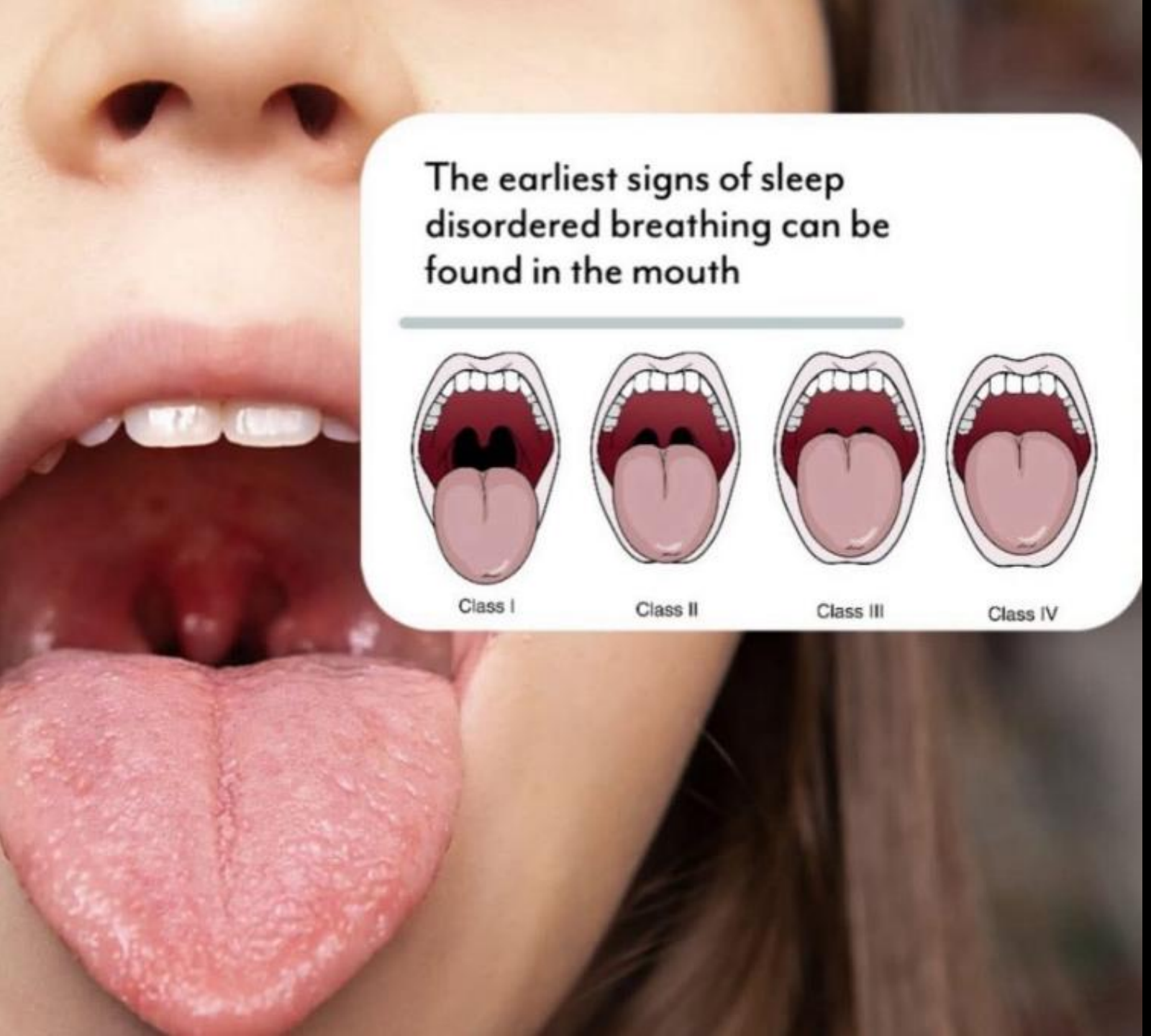




During treatment, a pattern of
tiny thermal wounds
is created stimulating collagen and
improving surface tension.
125µm = primary intention healing
= no scar tissue

Target Areas

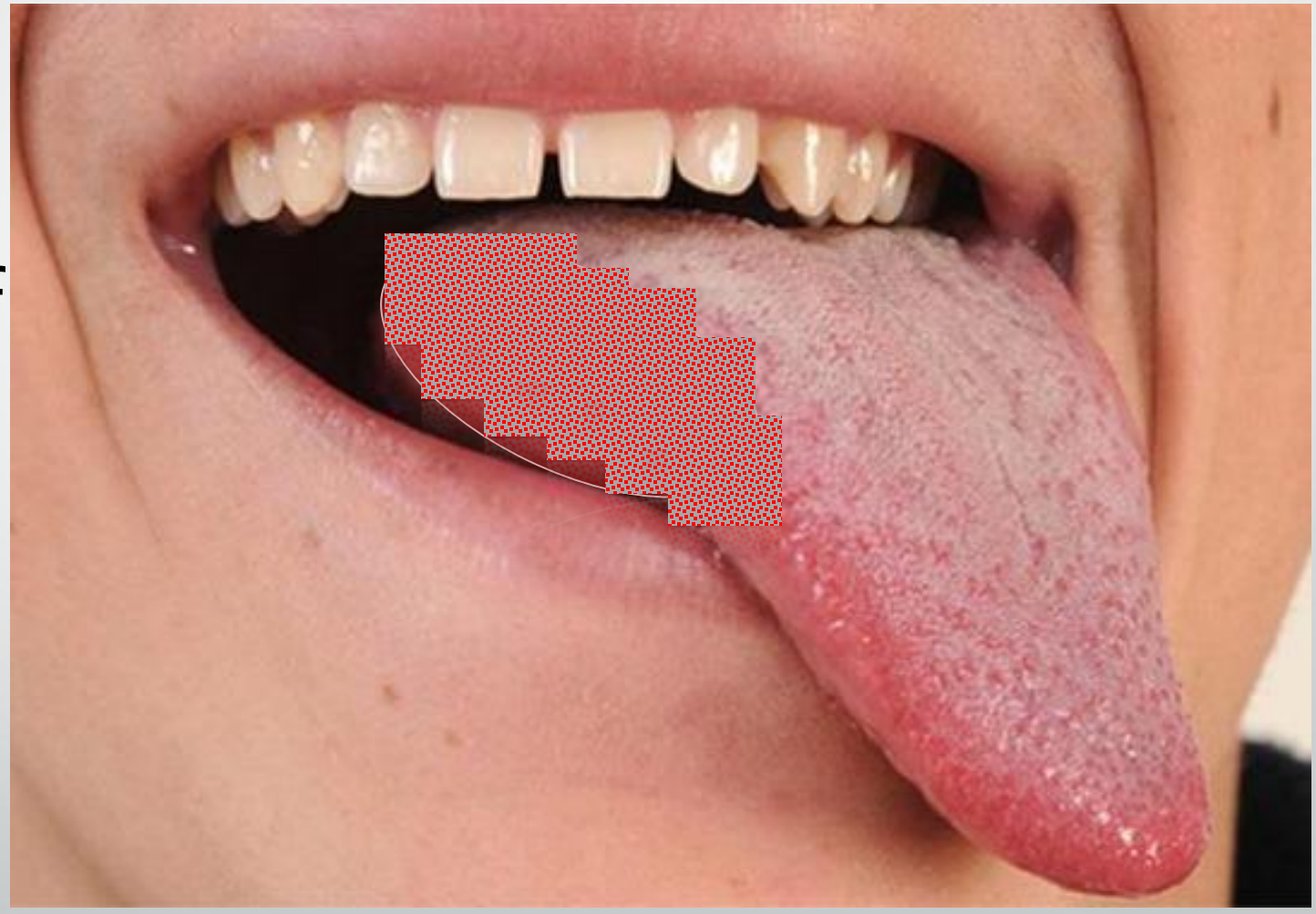




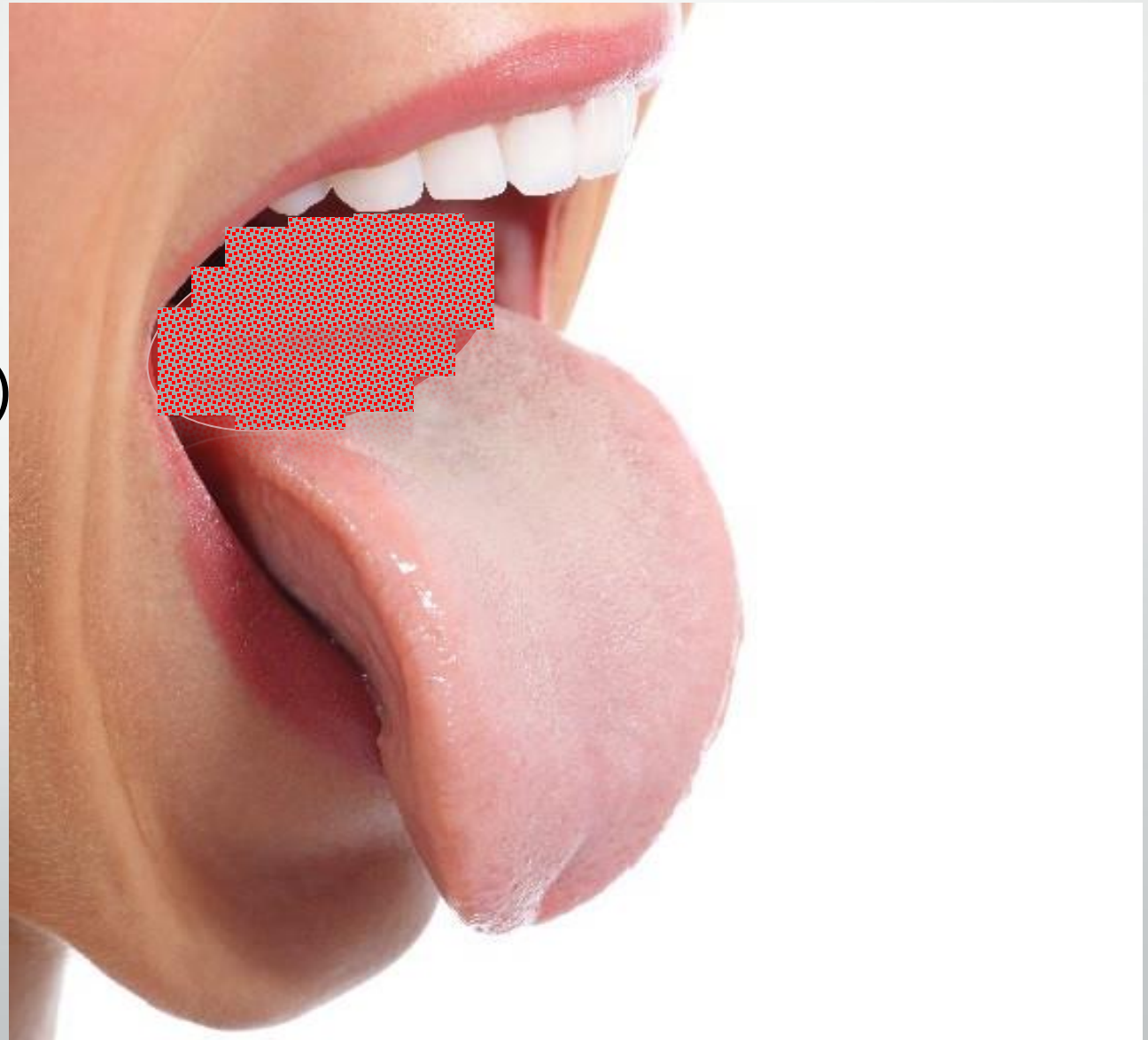
- Our goal is Mallampati score improvement

Target Areas

Lateral border of Tongue

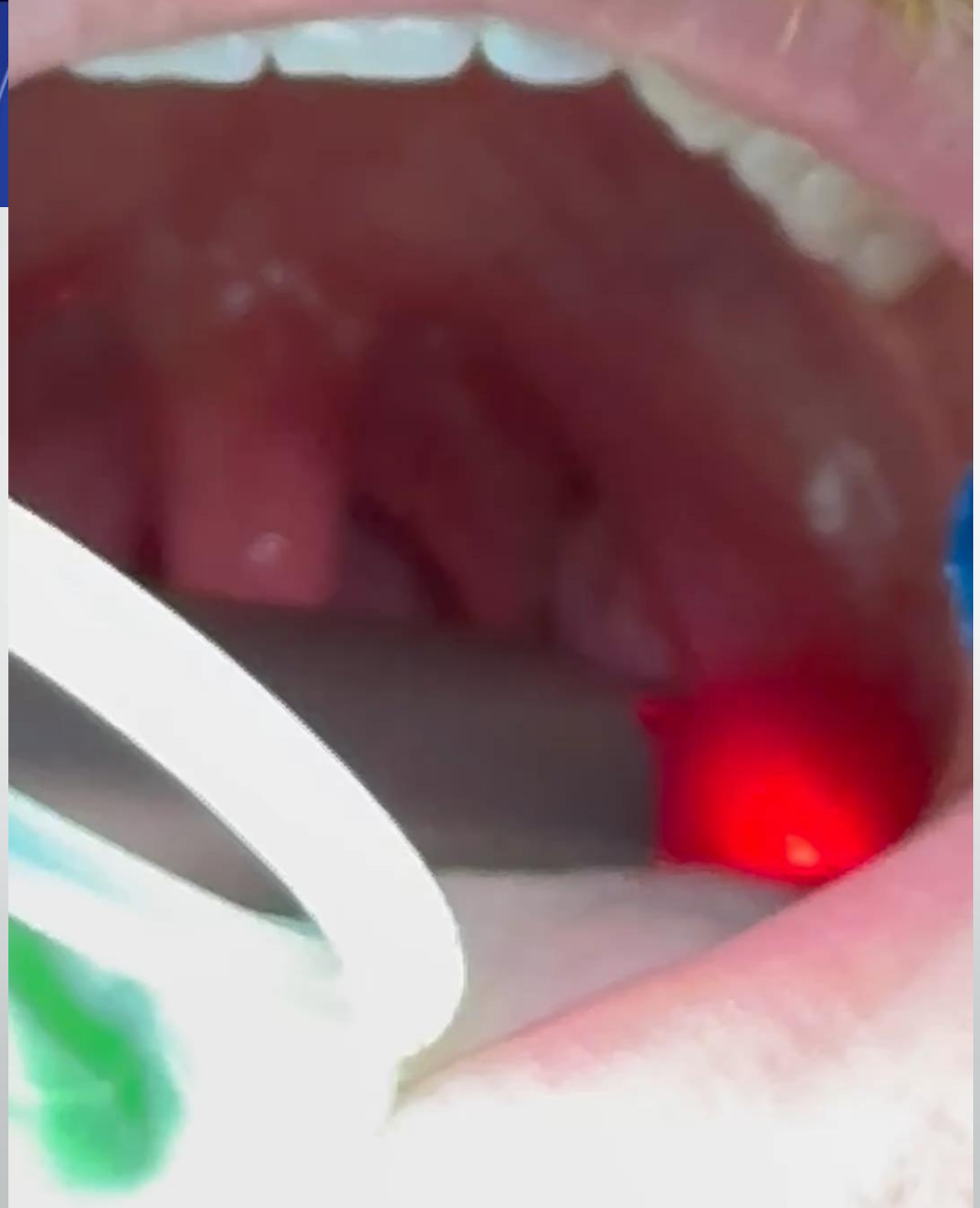


Posterior Dorsum of Tongue (lingual tonsils)



In Operation





Tonsillar Decontamination Results



Immediate Post-Operative View





Signs to Look For

Two Ways to Profit





TREAT AIRWAY

TREAT ATHLETES

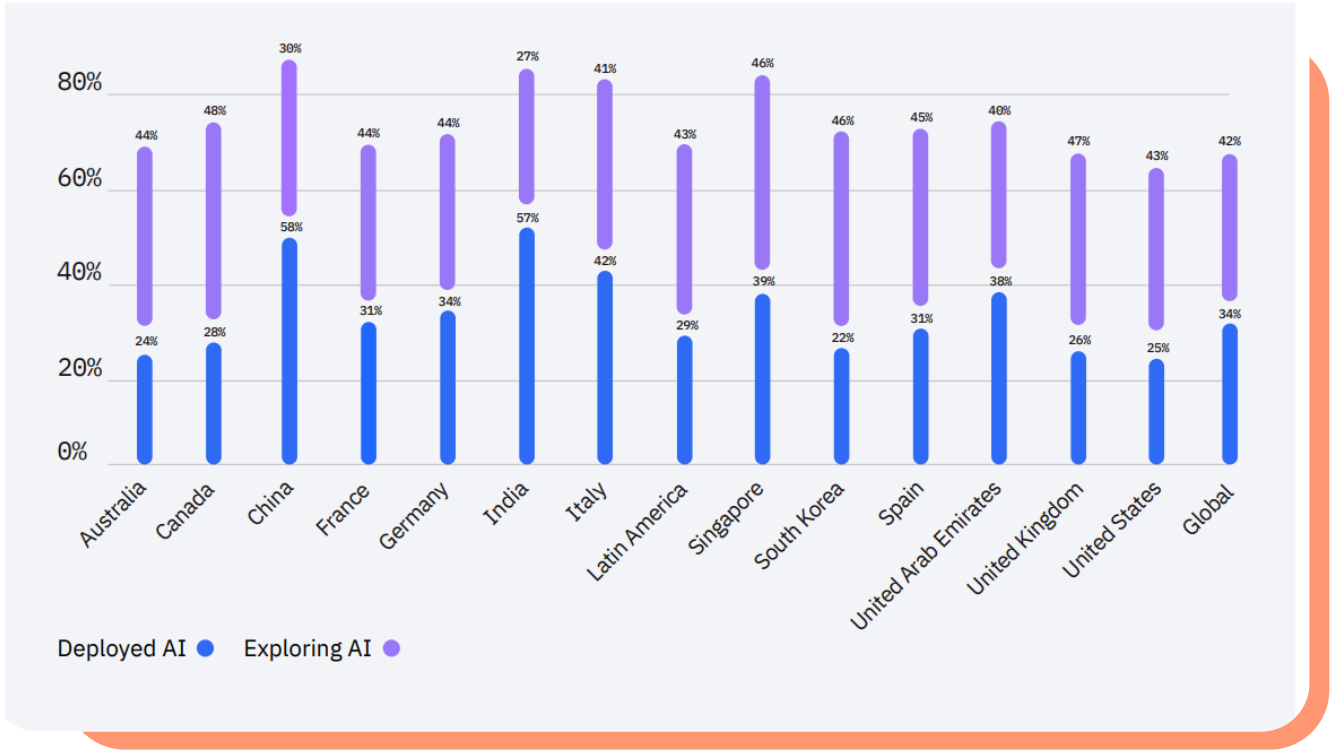
AI



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

AI in business





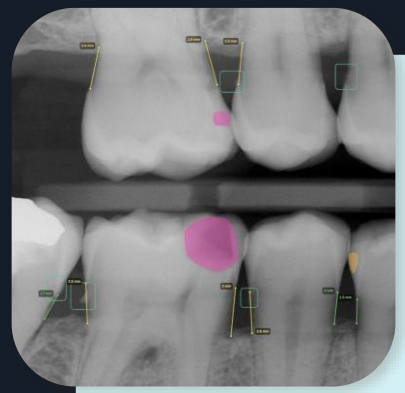
35% of businesses globally are using AI today.

42% of businesses are exploring AI.

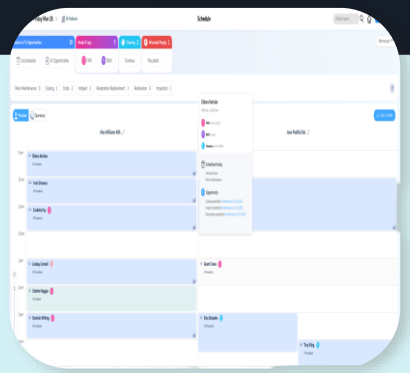
AI in Dentistry

AI in Dentistry

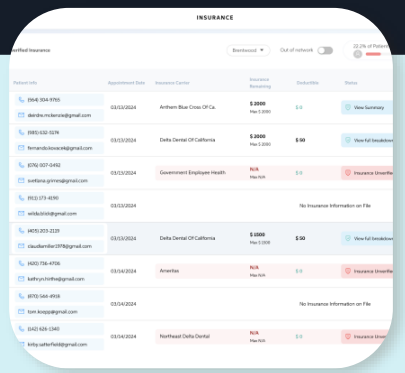
Diagnostic Assistance



Enhanced Scheduling & Chart Audits



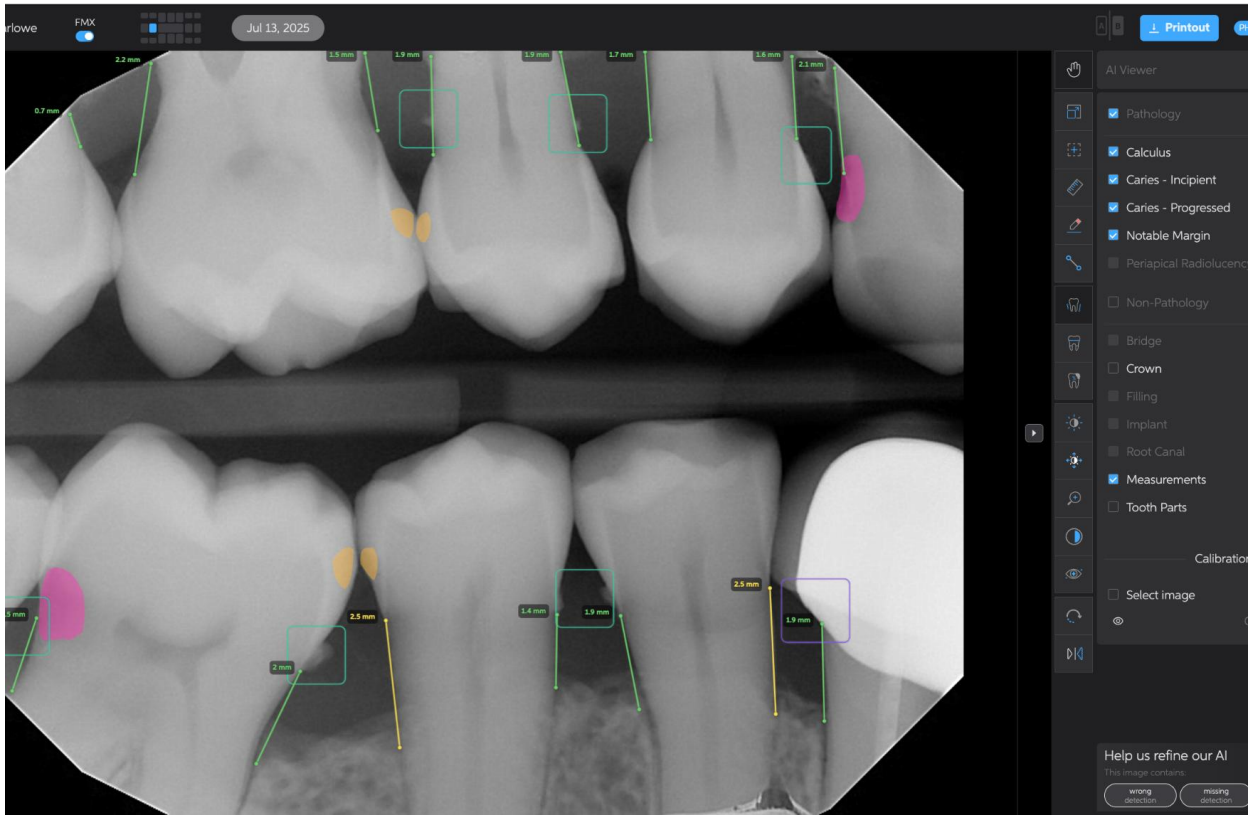
Insurance Verification

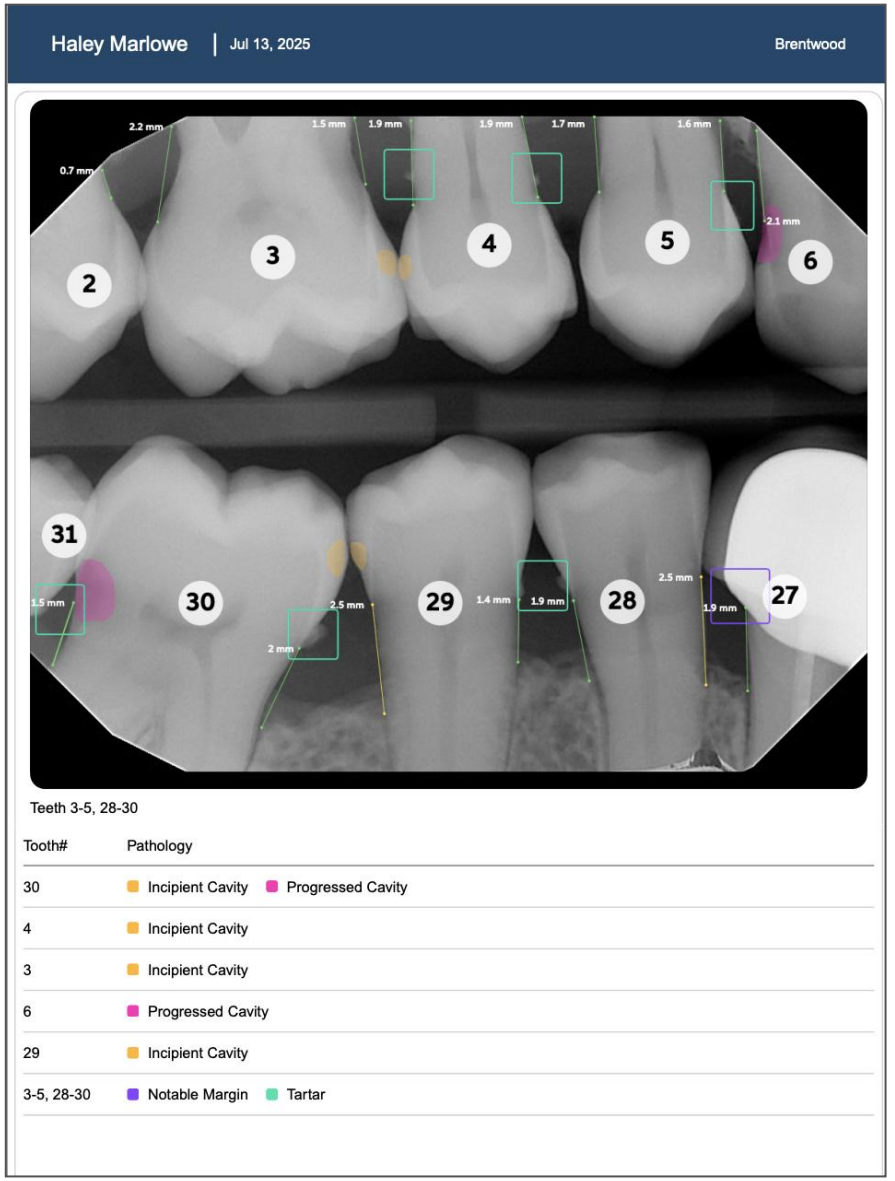


Workflow and Staffing

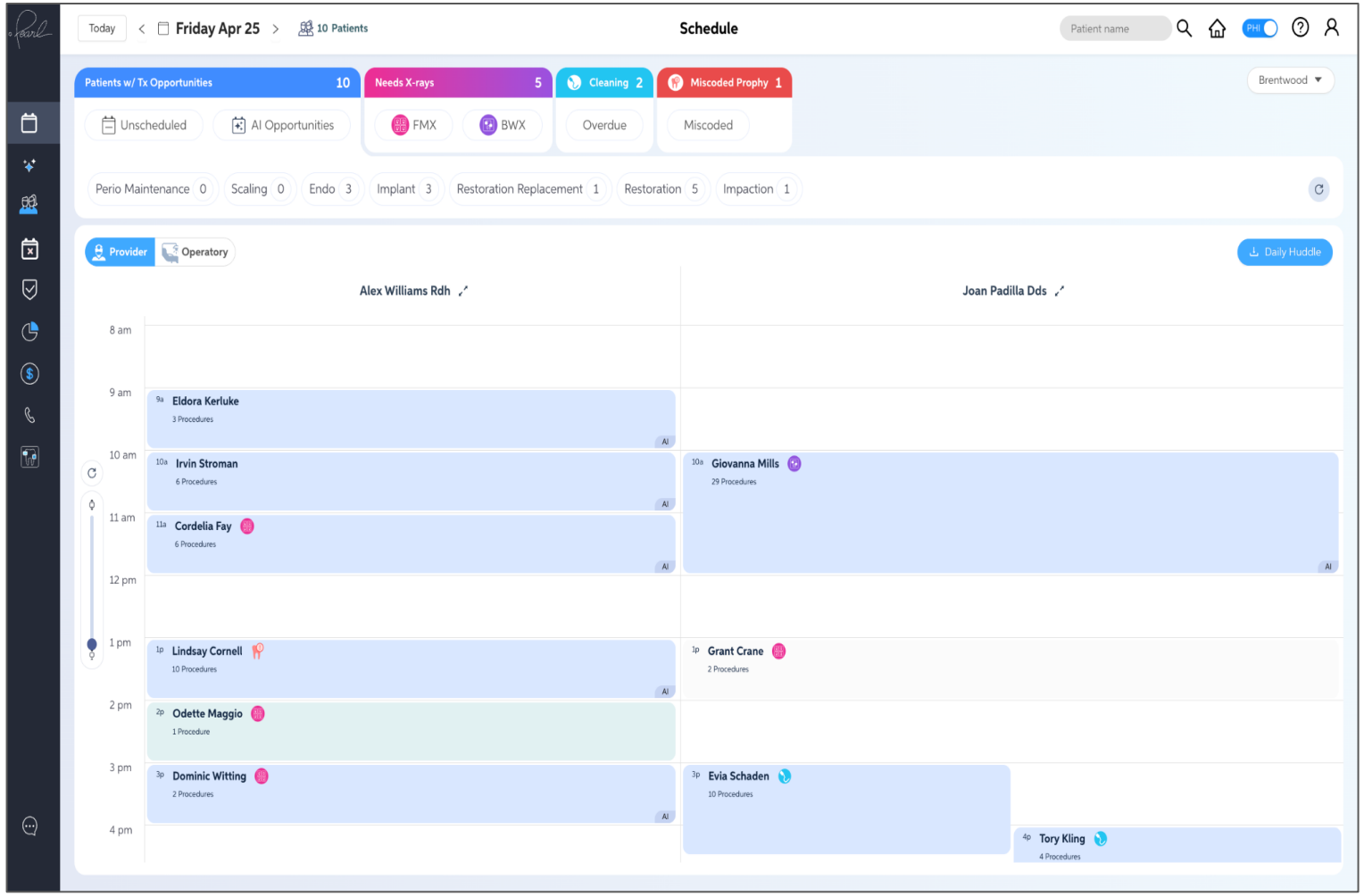


AI Printouts for Claims Submissions



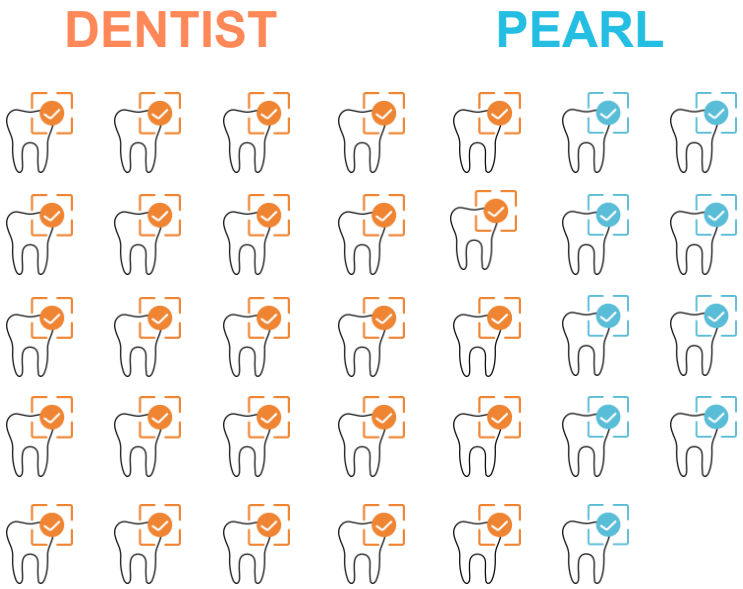


AI Performance Schedule | Highlights Daily Opportunities

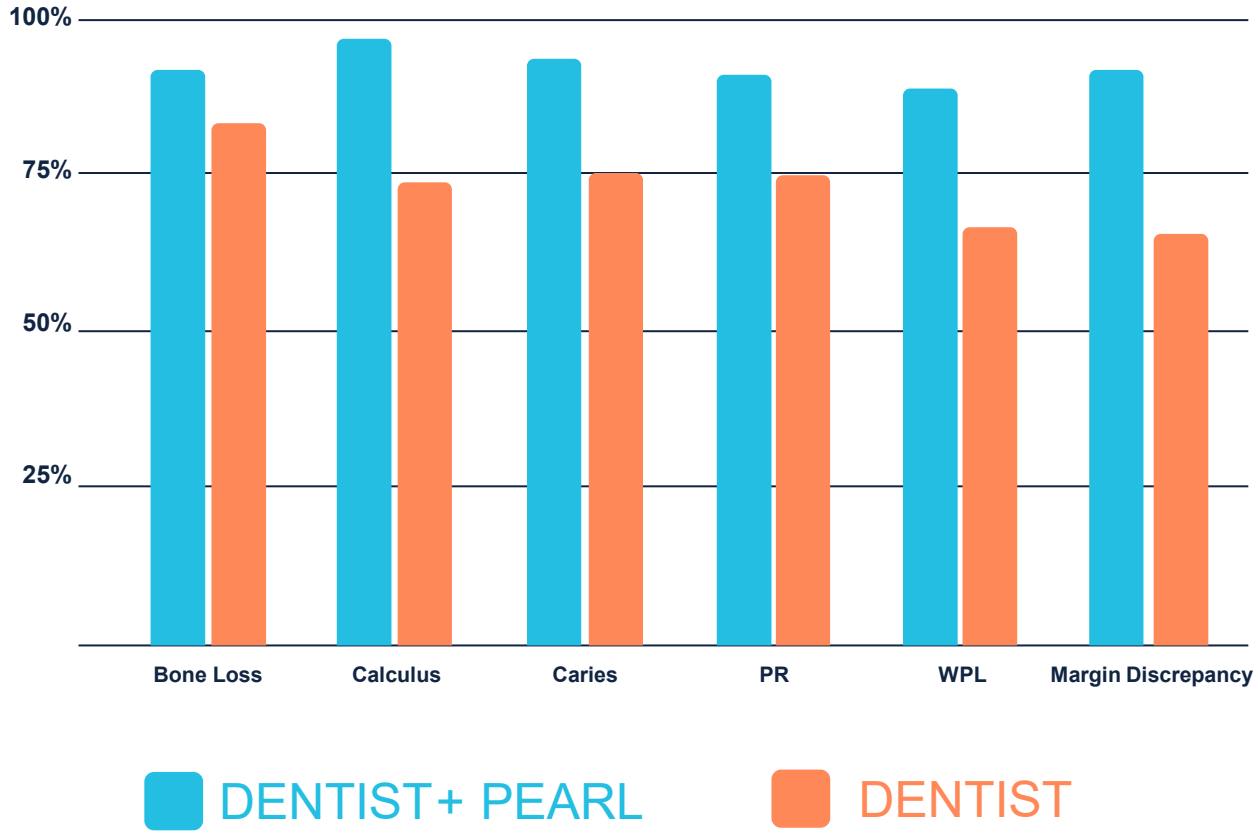


- Identify Unscheduled Treatment
- Identify Undiagnosed Treatment
- Identify Patients who need X-rays
- Identify Patients with Overdue Hygiene
- Identify Miscoded Prophy
- Enhance Same Day Dentistry

AI-Assisted Impact



37% MORE DISEASE **DETECTED**

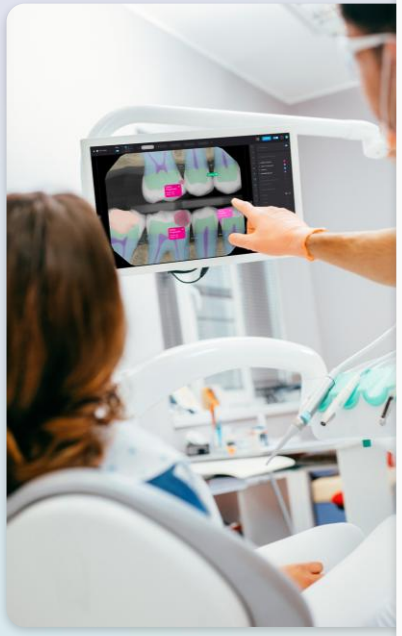


The Power of “YET” in Case Presentation

- A non-threatening keyword that shifts focus from now to inevitability
- Reduces defensiveness across DISC profiles
- Use phrases like:
  - “Is that bothering you YET?”
  - “Is that sensitive to you YET?”
- Encourages proactive, preventive decision-making



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]

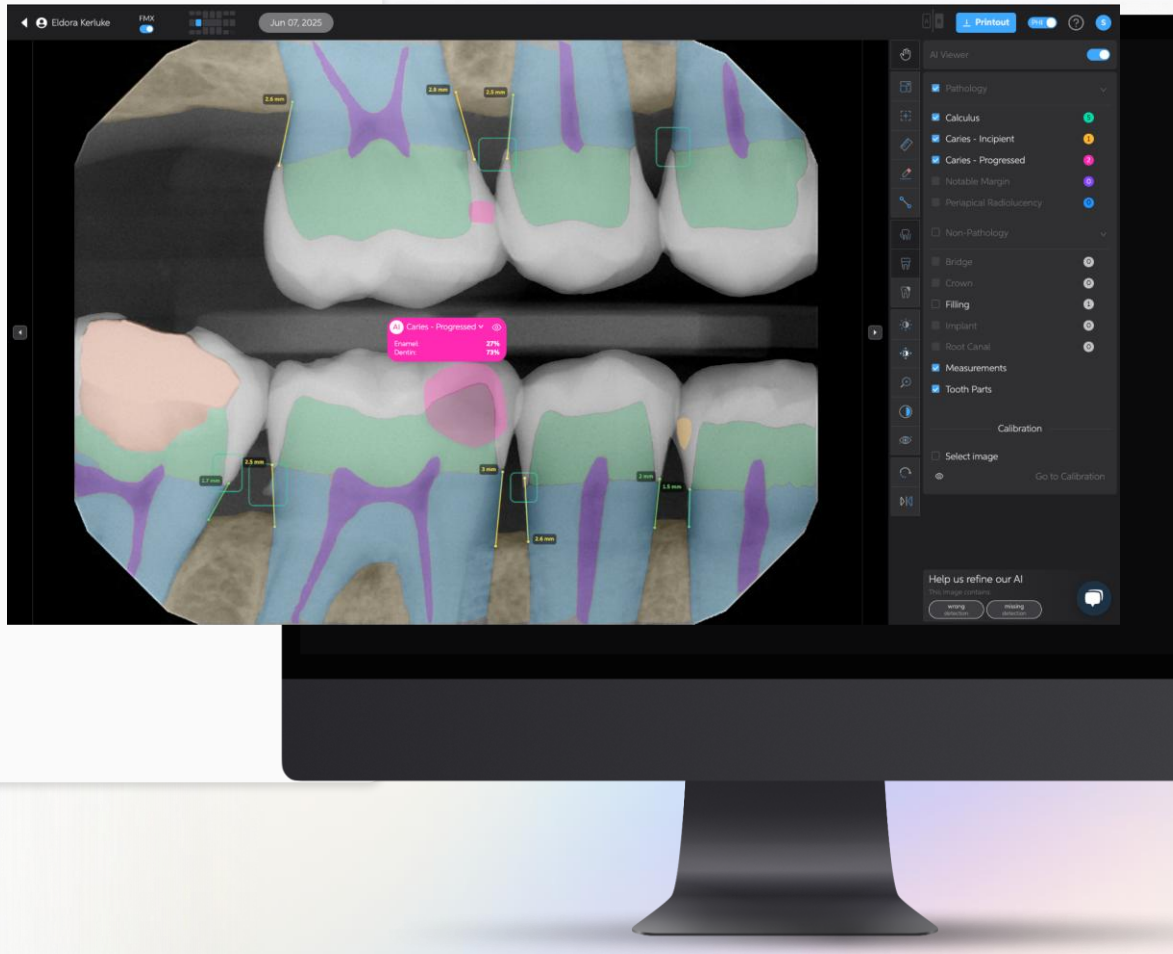
40%

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



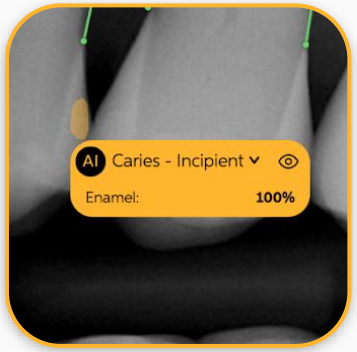
Features | AI Detections

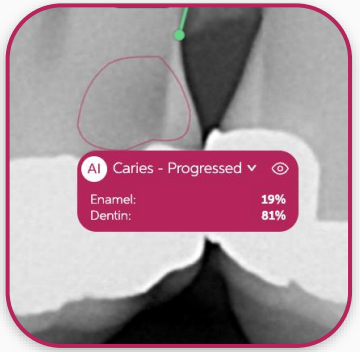
Detections

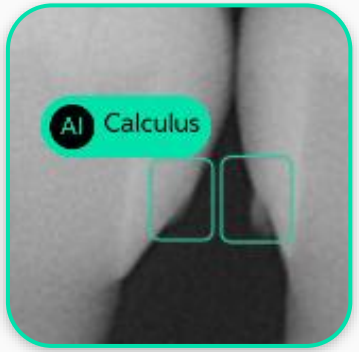
- Decay within enamel
- Decay progressed into Dentin
- Calculus
- Notable Margin
- Periapical Radiolucency

Bone Level Measurements

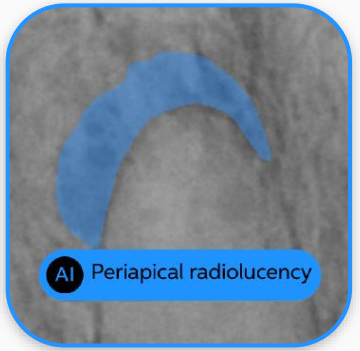
- 0 - 2.5mm
- 2.5 - 4mm
- 4mm +

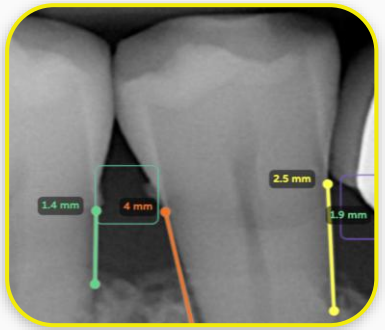




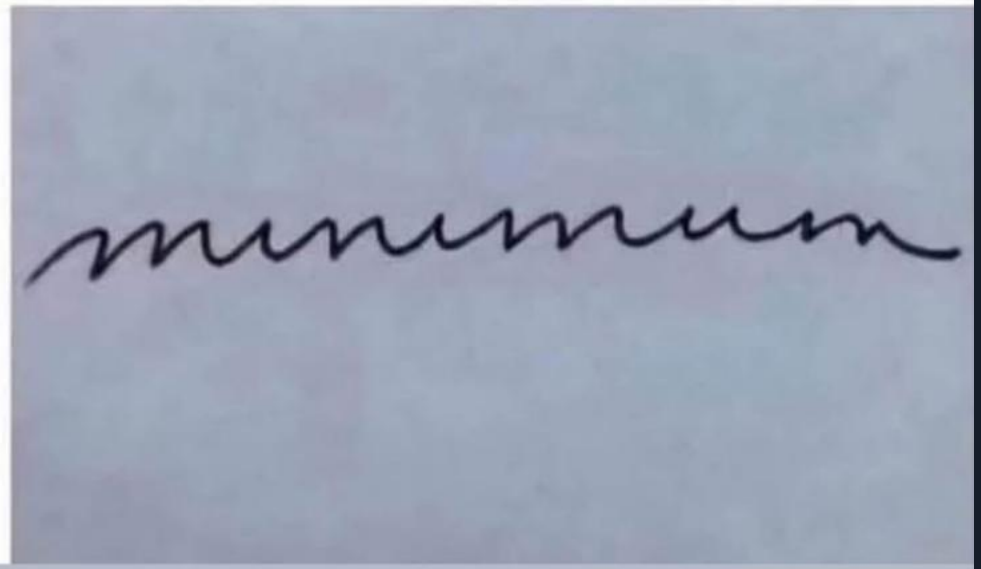




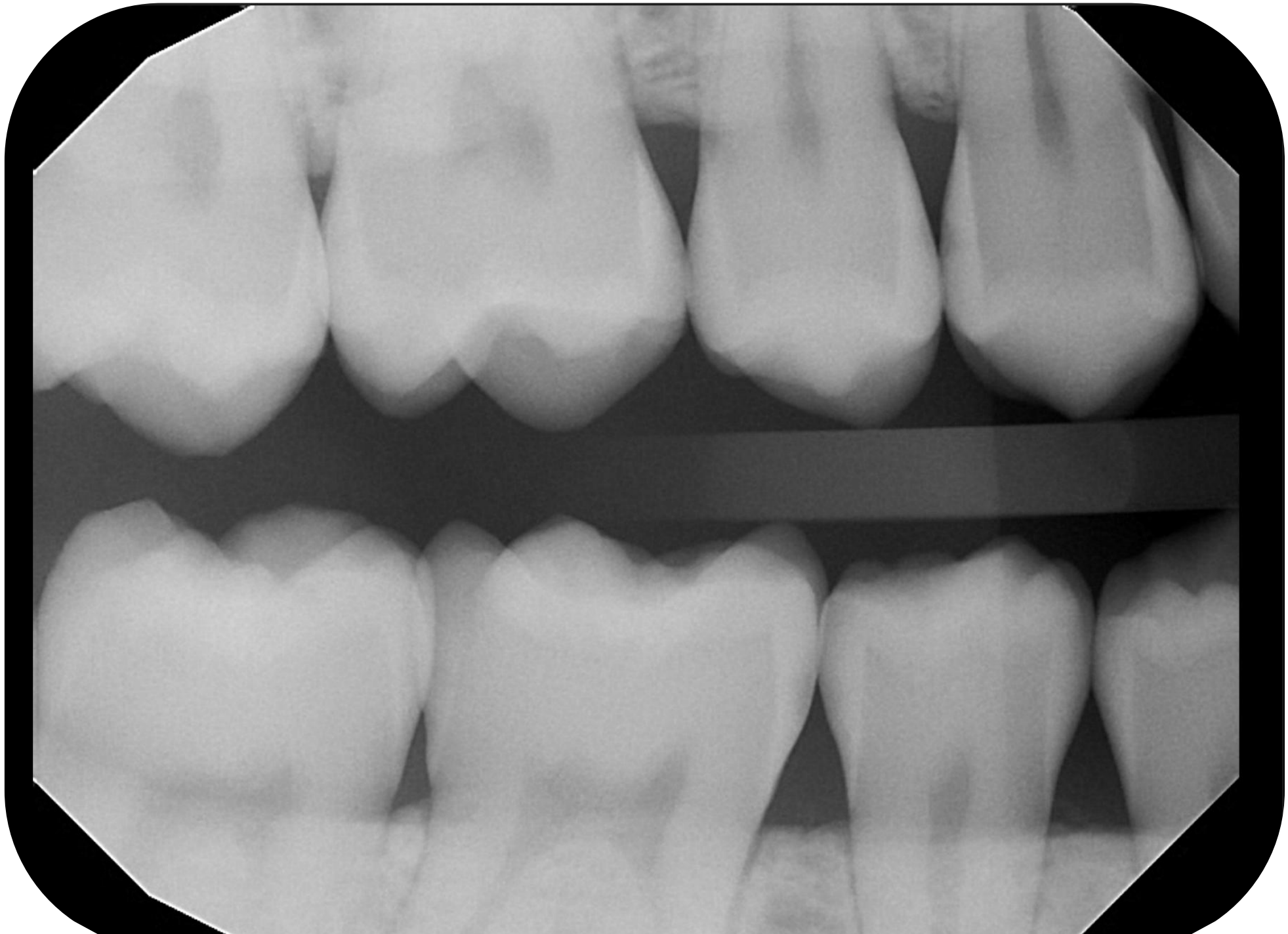




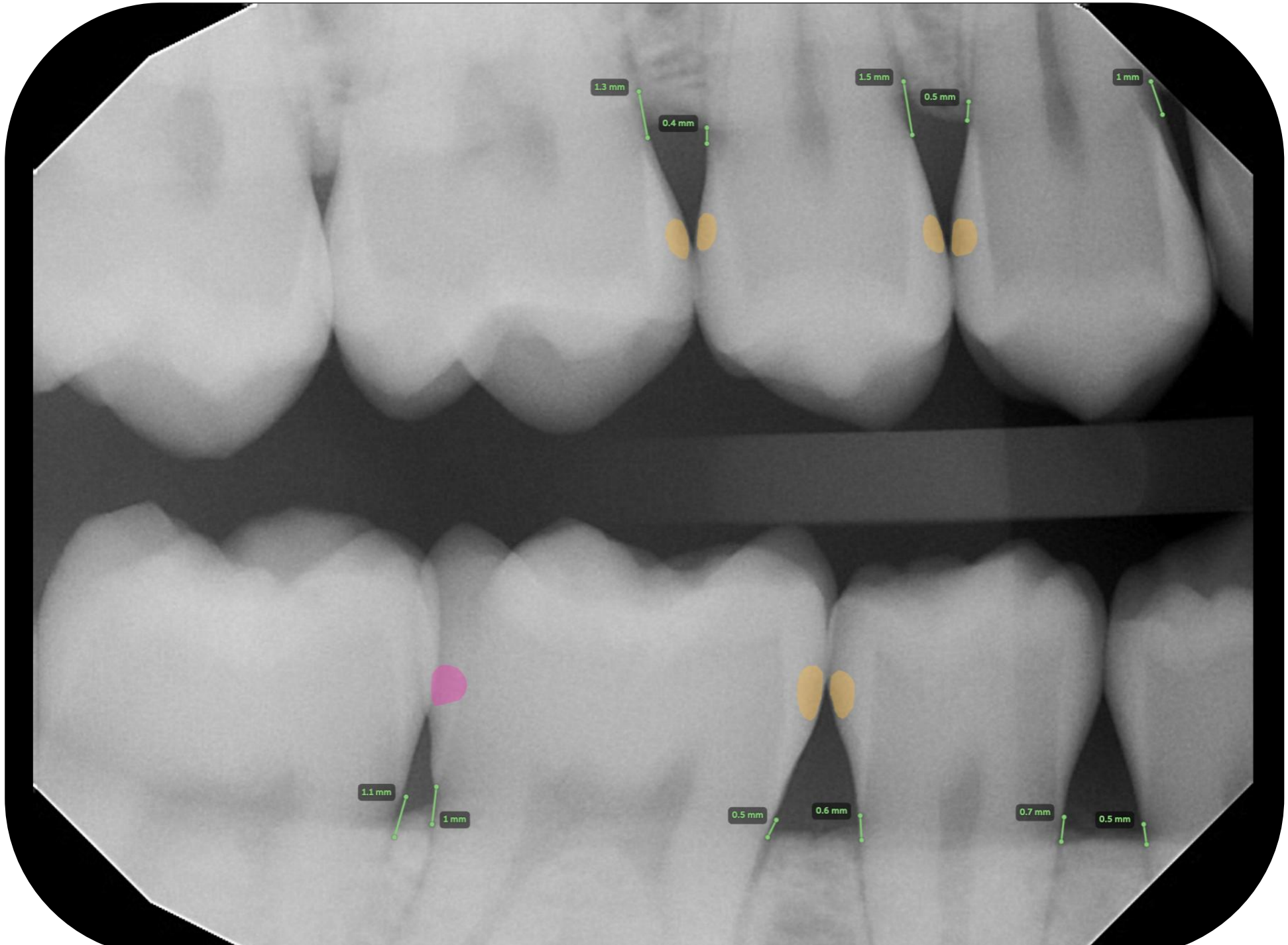
There's at least one generation that can't tell you what word this is.

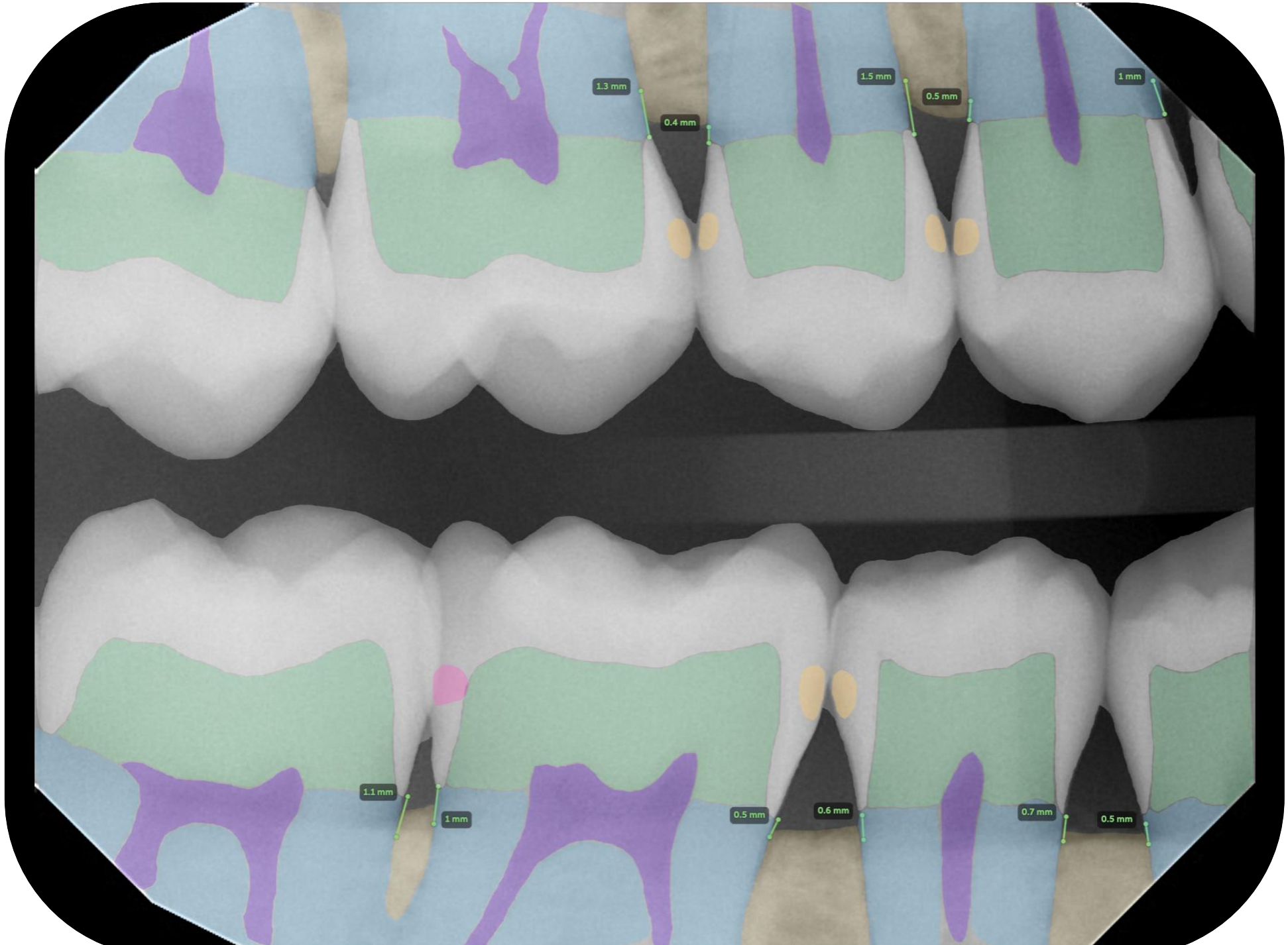


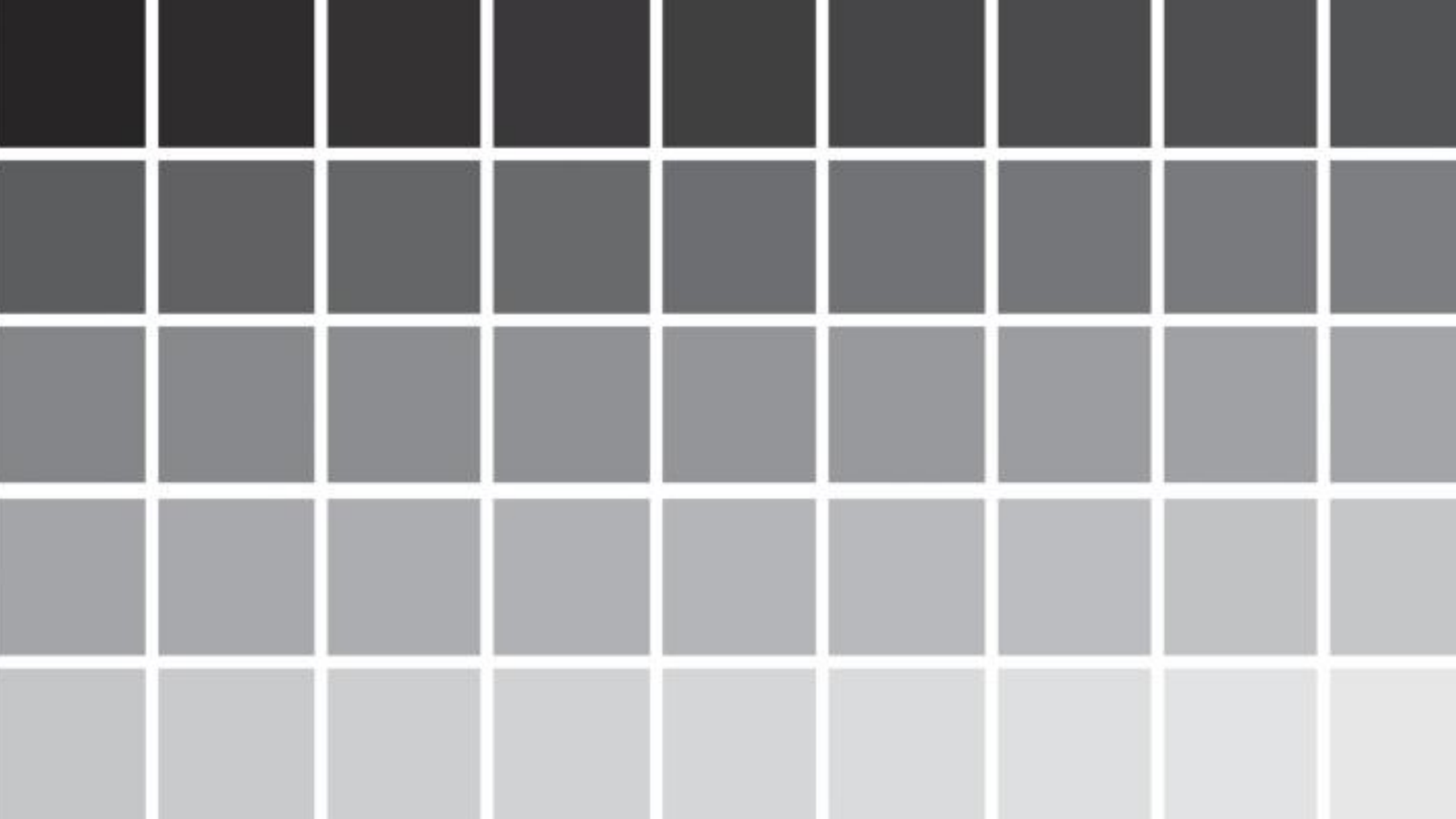
How many areas of decay do you see?



7




1.3 mm
0.4 mm
1.5 mm
0.5 mm
1 mm
1.1 mm
1 mm
0.5 mm
0.6 mm
0.7 mm
0.5 mm





A Smile

- It costs nothing, creates much
- It enriches those who receive it, without impoverishing those who give it
- It happens in a flash, and the memory of it lasts forever
- None are so rich they can get along without it, nor so poor but are richer for its benefits
- It creates happiness in the home, fosters good will in a business, and is the countersign of friends

Creating a Differentiator



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



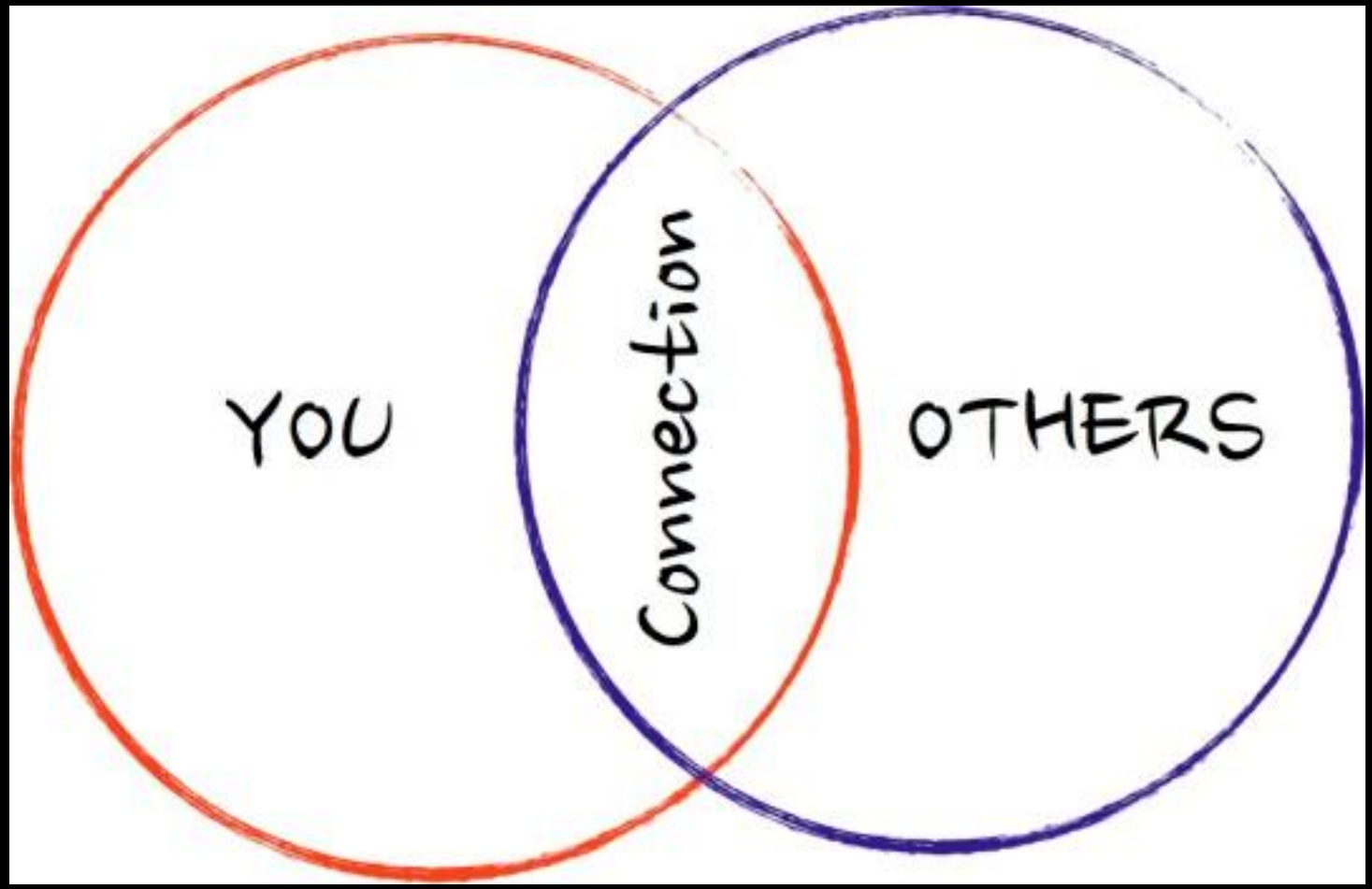
Rules of Business and Referrals

1. Know
2. Like
3. TRUST



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 that 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 FO
MARRIAGE
This Petition is for dissolution of
WHEREFORE, Petitioner prays for it
dissolving the ma
a.
b.
dividing
ached Property
follows:
ndent;
ent accor
resolvin
l Care P
Agreement resolving
t and Chil

Meet “Al”





Treatment Acceptance

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

69.8 days





D I S C









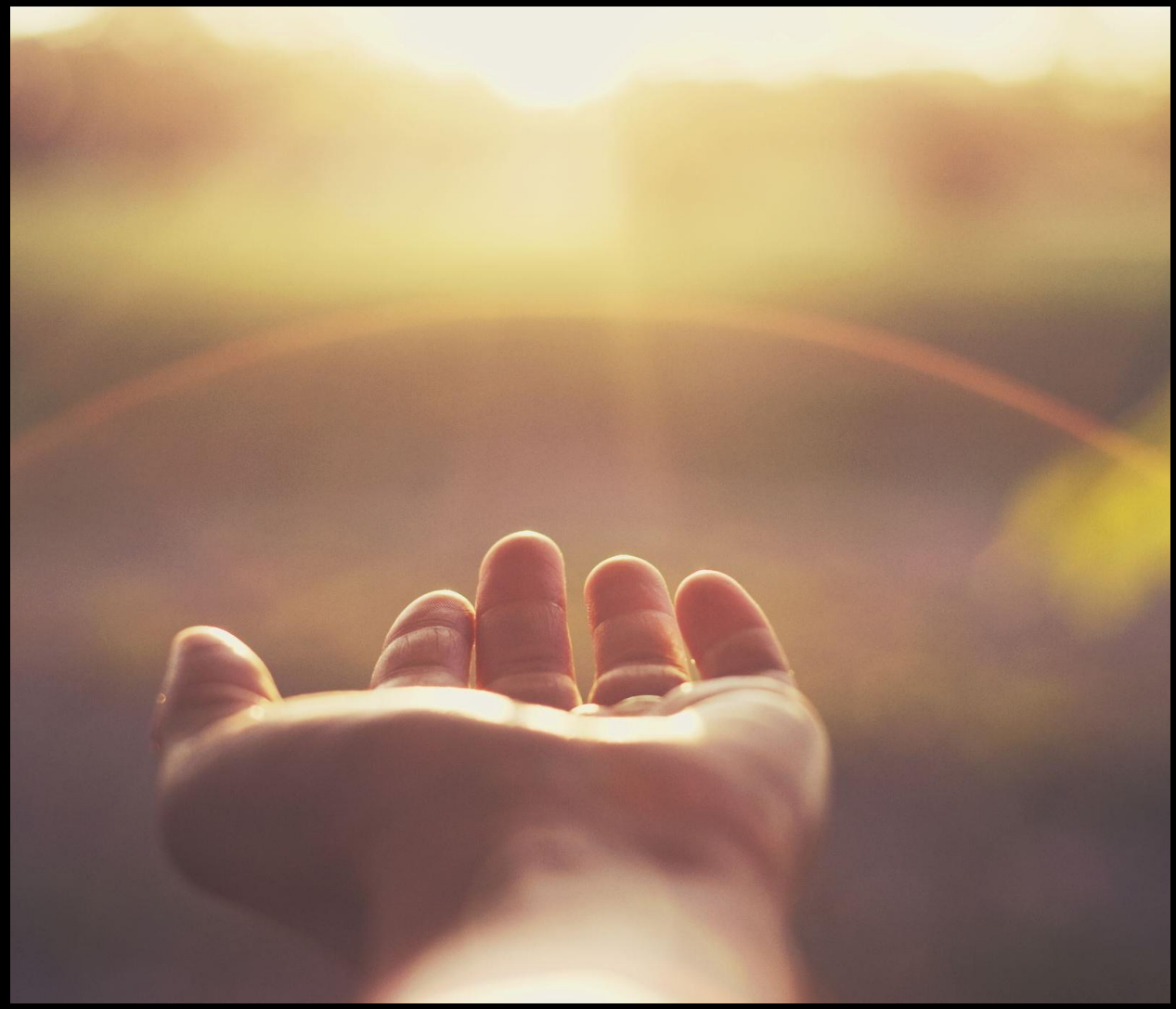





Purpose of DISC

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

- We judge OTHERS by their <u>behavior</u>, we judge ourselves by our *intentions* (which no one can see)



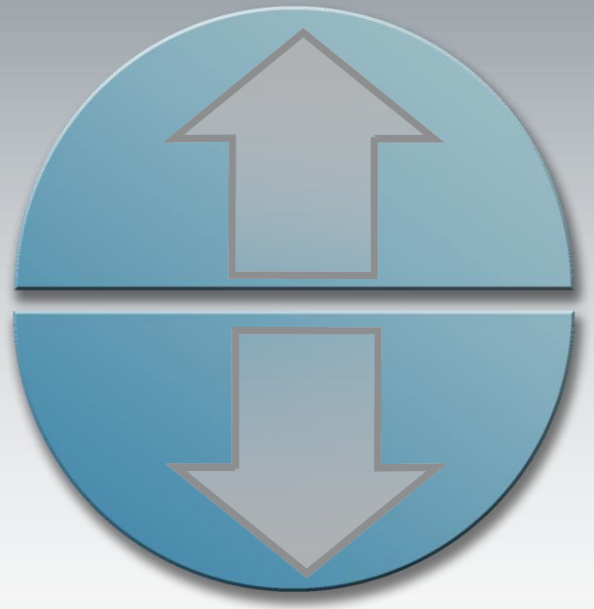
Understanding Yourself …

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

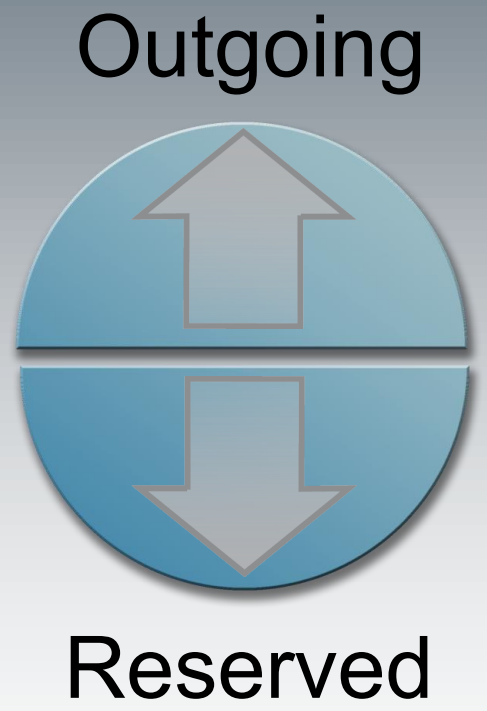
- Fast - paced
- Involved
- Energetic
- Optimistic
- Positive
- Enthusiastic

Their focus is on talking things out.

Reserved/Passive

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

Their focus is on thinking things through.

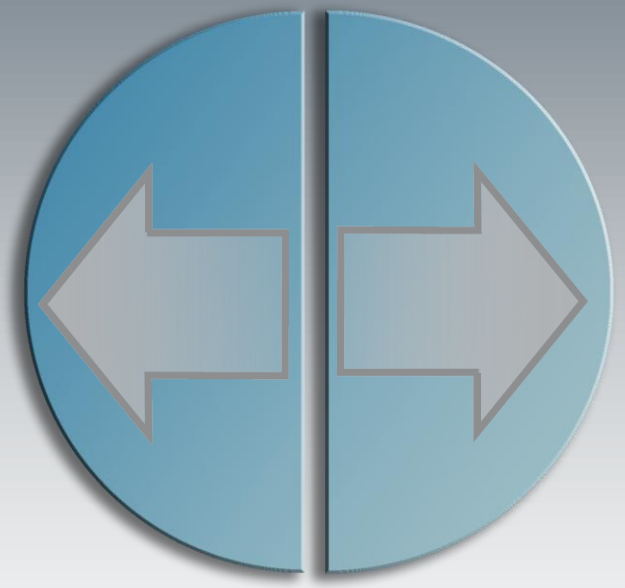


Understanding Yourself...

Second Question

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

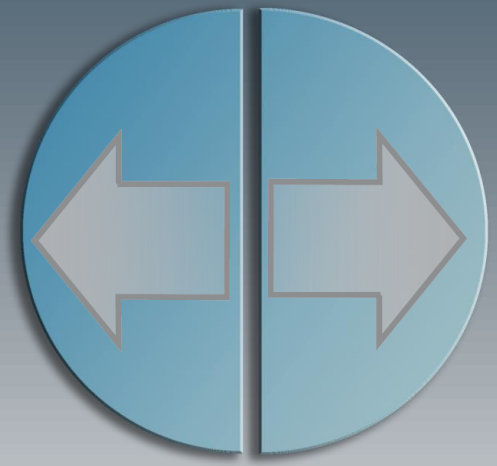
Task-Oriented



People-Oriented

Understanding Yourself … Traits to look for:

Task-Oriented



People-Oriented

Task-Oriented

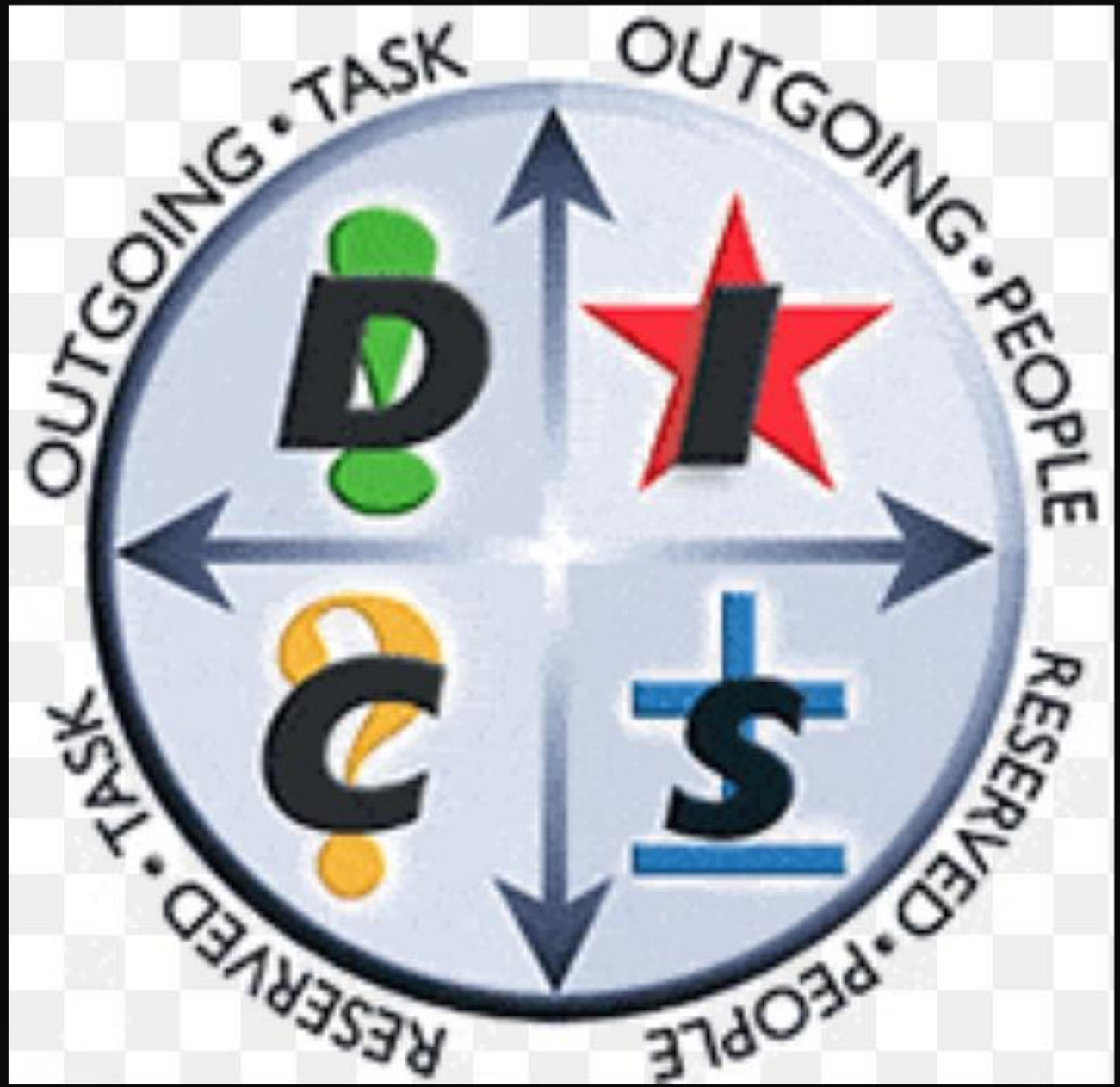
- Form
- Function
- Programs
- Plans
- Projects
- Process

Their focus is on getting things done.

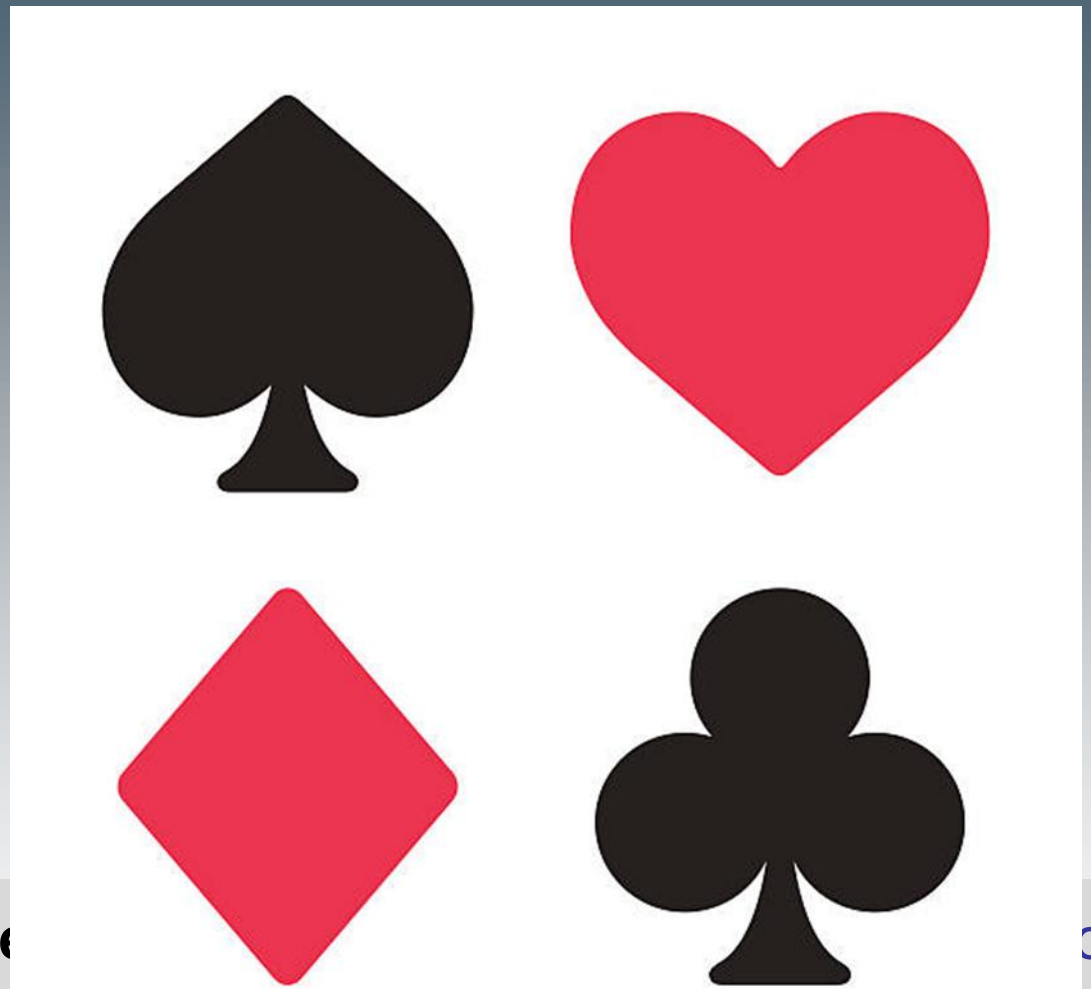
People-Oriented

- 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.



Remembe ... our parts.

Most people have ... s. 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



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



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

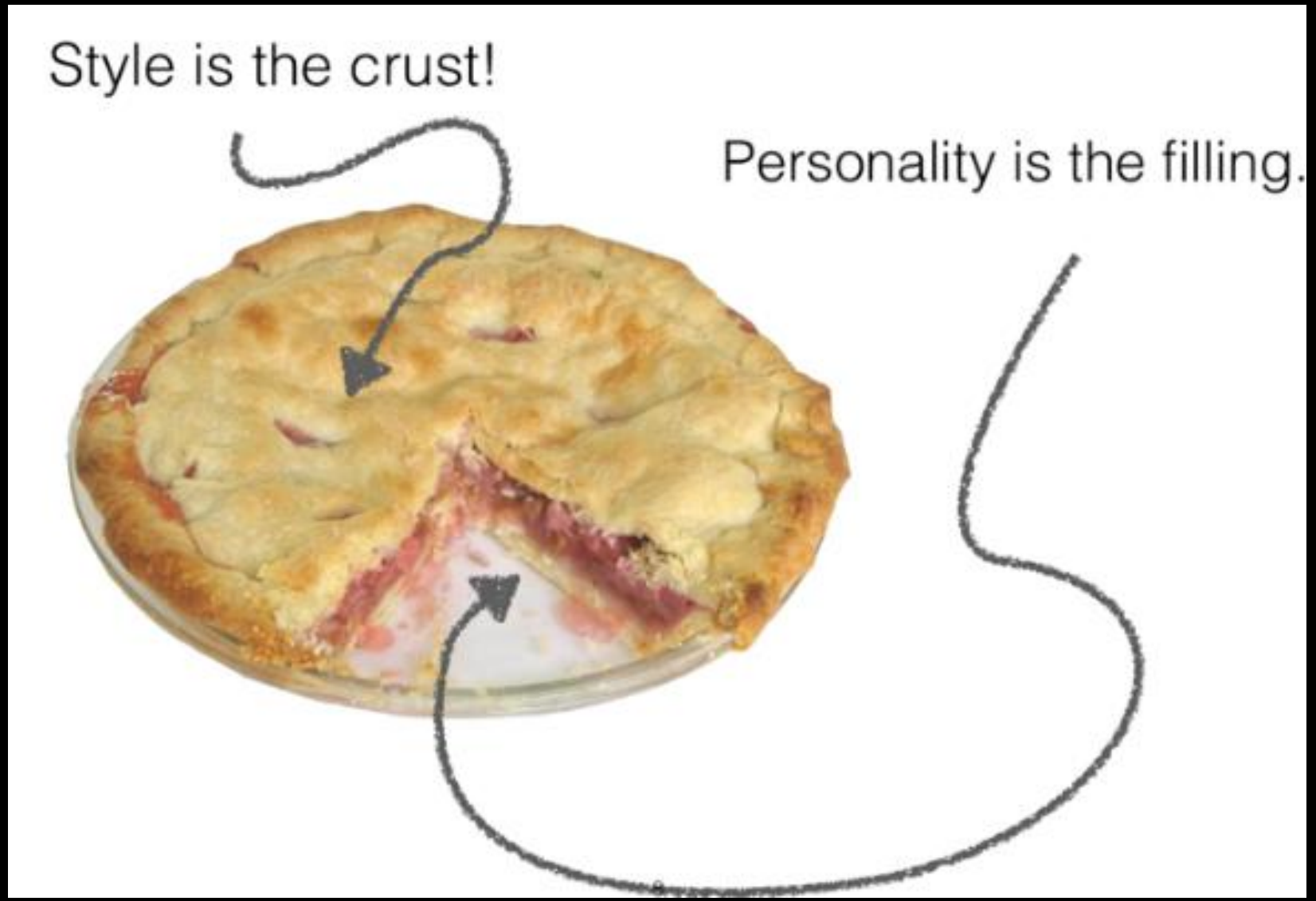


Compliant

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.



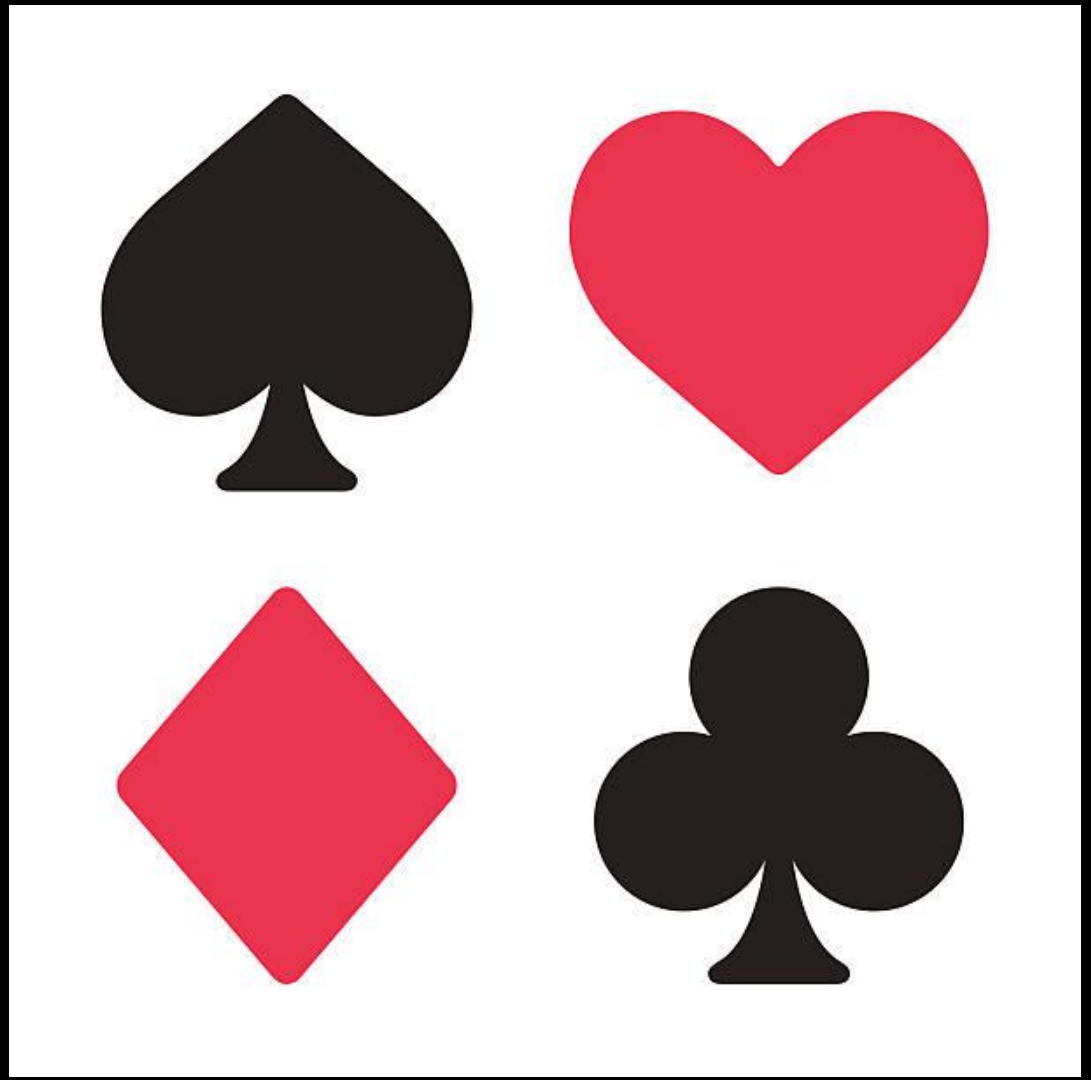
Communicating with a C

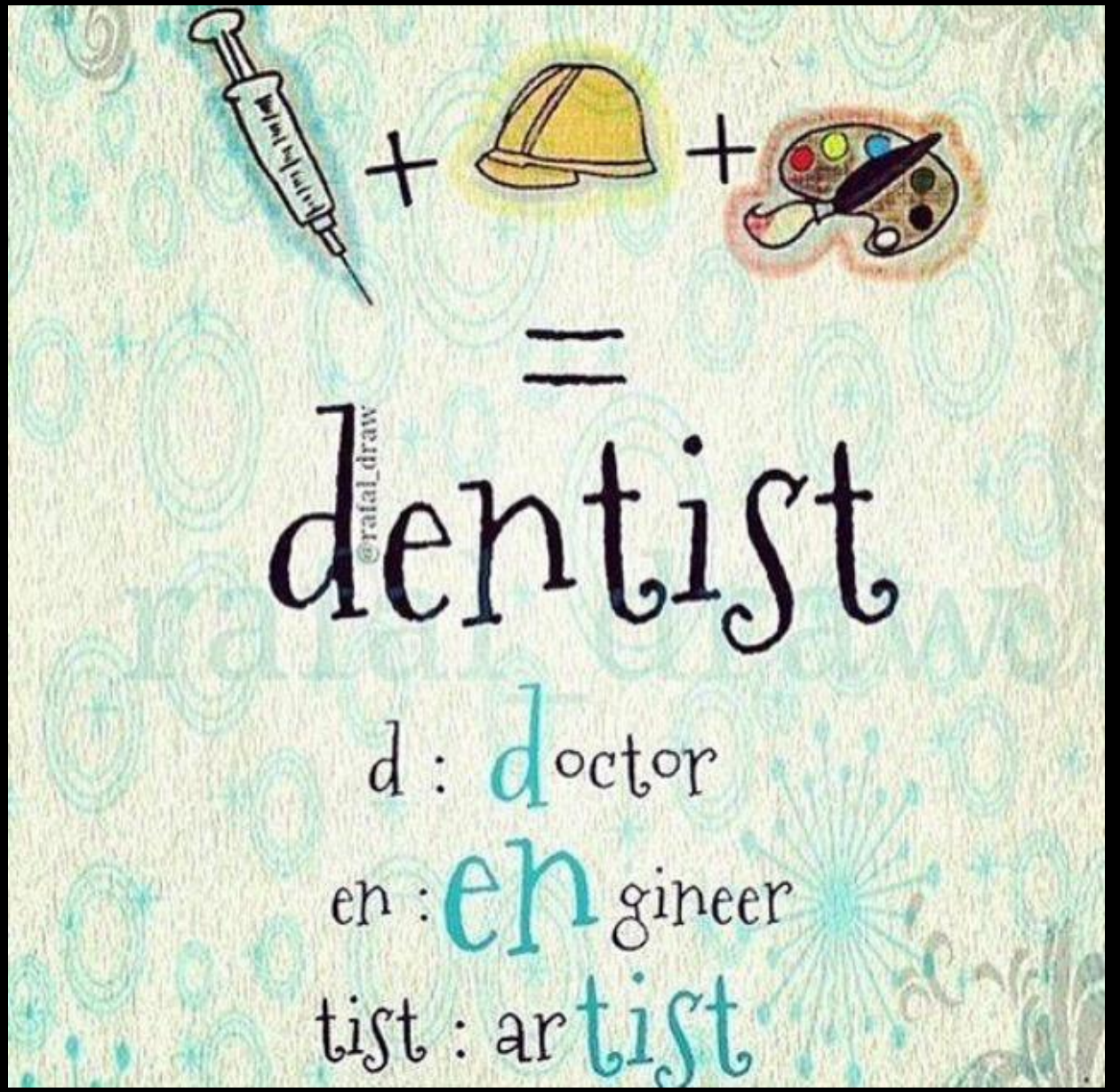
- Provide all the details.
- Use validated facts.
- Be precise in your explanation.
- Be very specific.
- Be patient, answer all their questions, and follow up to provide them with the additional data they request.



Big Idea

- A winning hand isn’t made of the four same cards—it’s made of different cards working together!




+ +
=
dentist
@rafal_draw
d : doctor
en : engineer
tist : artist

Materials





Myth #1

SOMEONE is carefully evaluating the clinical effectiveness of new products and techniques



Myth #2

IN VITRO testing can effectively mimic clinical behavior

Patient Assessment

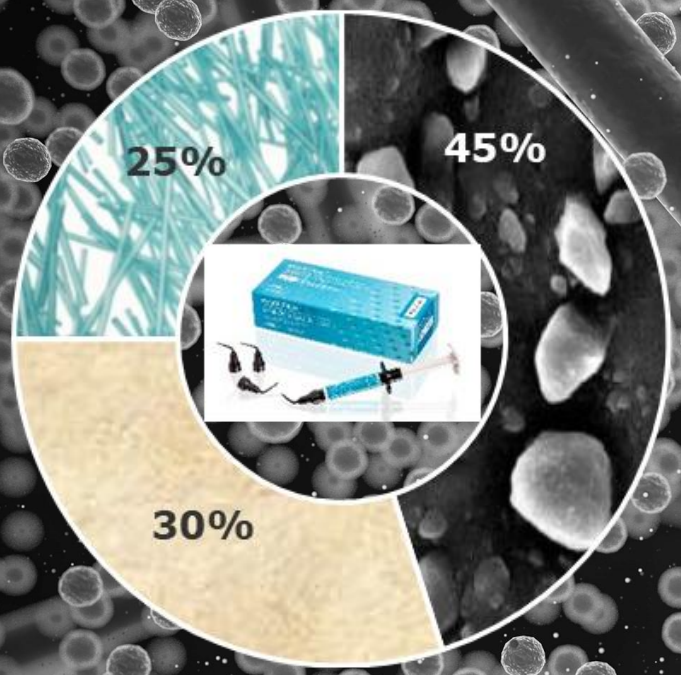
- 55 yo male
- He is quiet, nervous, and in because his wife brought him
- When questioned, he states “everything is fine, but was told he needs an implant for #10”
- Wife begins to state “everything is not fine, He needs a smile for our sons graduation.”



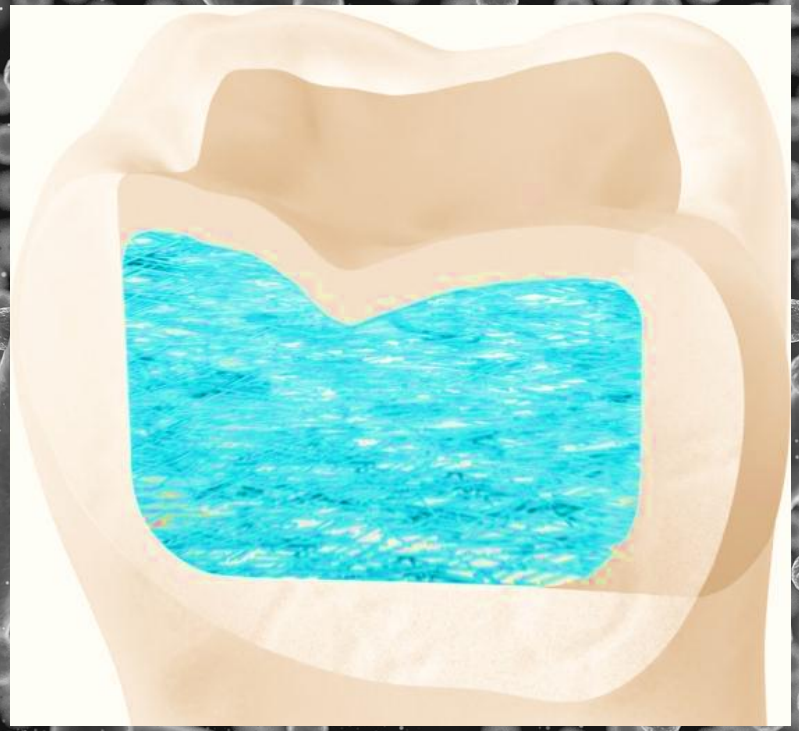



D3
LOT 0123
bulkEZPLUS
Dual-Cure Bulk Fill Composite, 6 g
REF 90-00174
LOT LWWWW

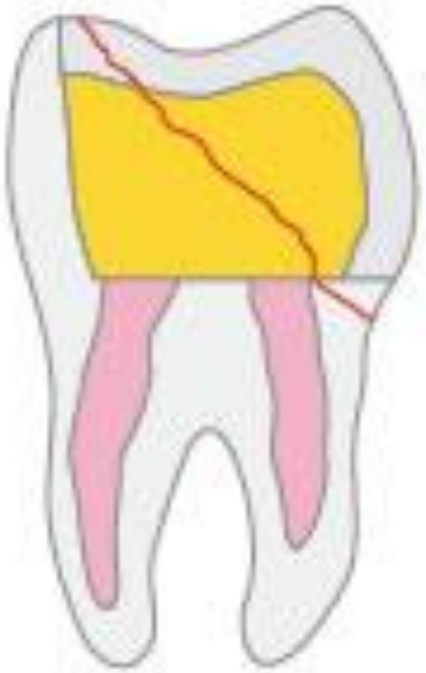

REGEN
BIOACTIVE
ENDOSEALER
BIOCERAMIC ROOT CANAL SEALER
VISTA APEX
MST Visco-Tip™
20 Tips
30 Tips
Rx ONLY


25%
45%
30%





Conventional composite



Fibre-reinforced composite



Choose between a fast bulk placement and a more esthetic option



Dentin
shade

Depth of cure
2.0mm



Bulk
shade

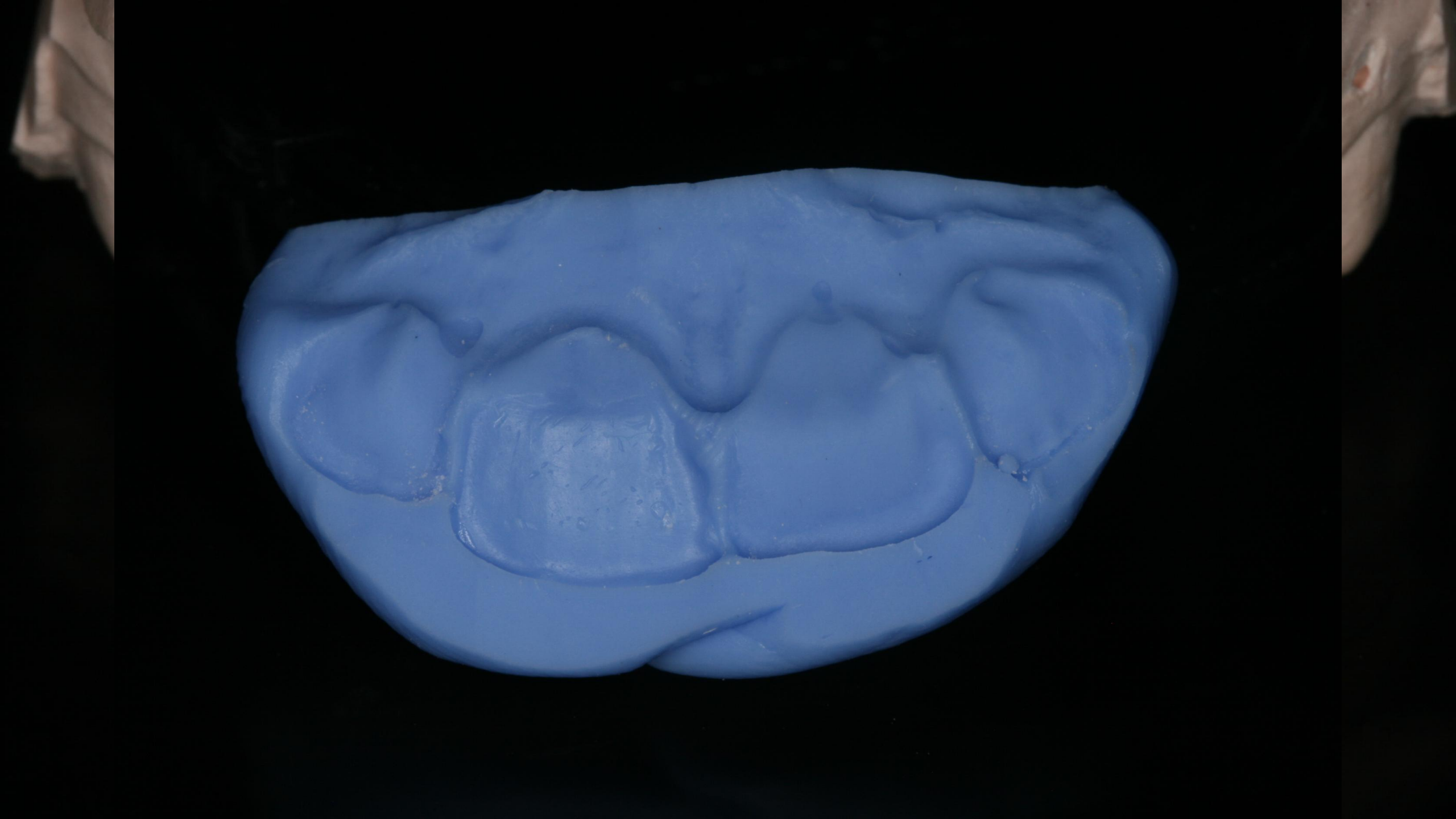
Depth of cure
5.5mm



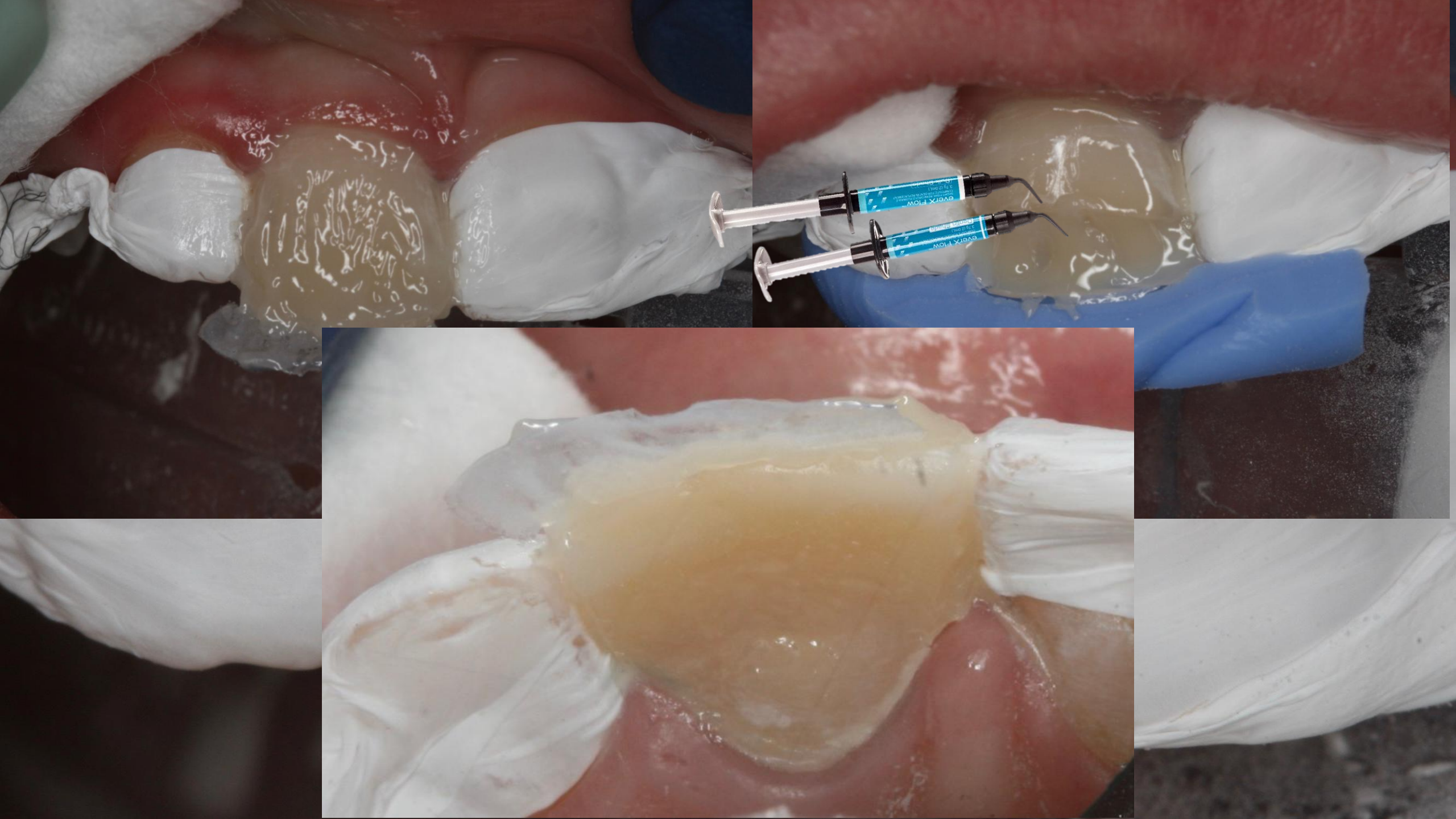
Optimal for **more esthetic results** and **core build-up**

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



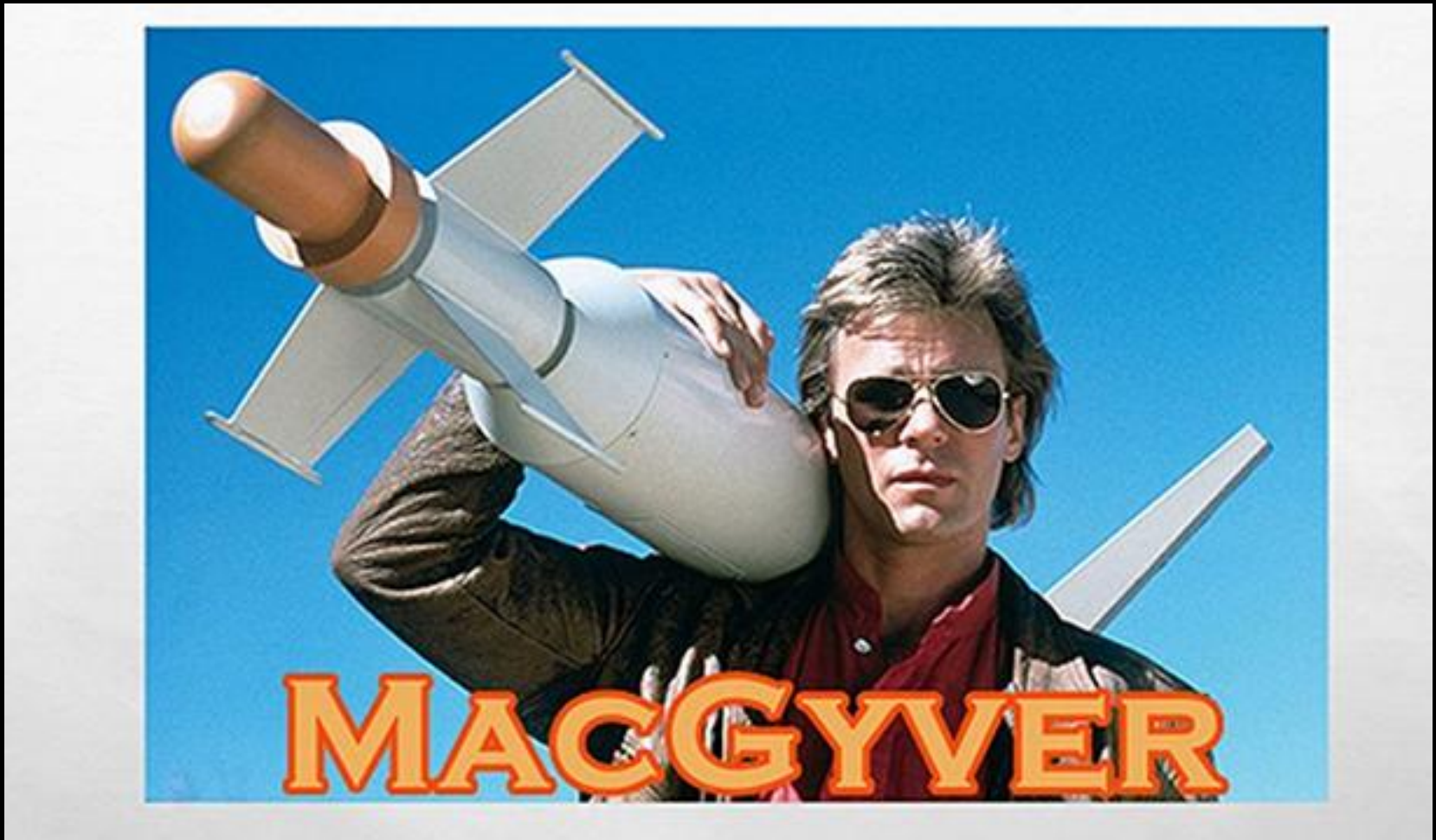




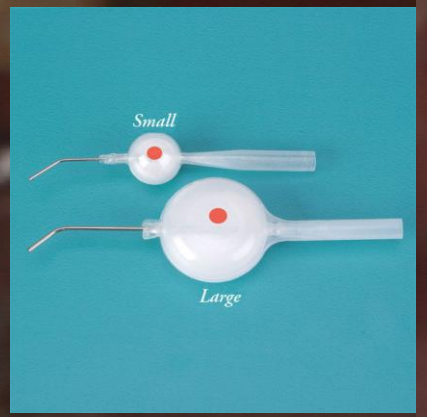

Dyad Flow
Dyad Flow



More MacGyver Moves






Small
Large



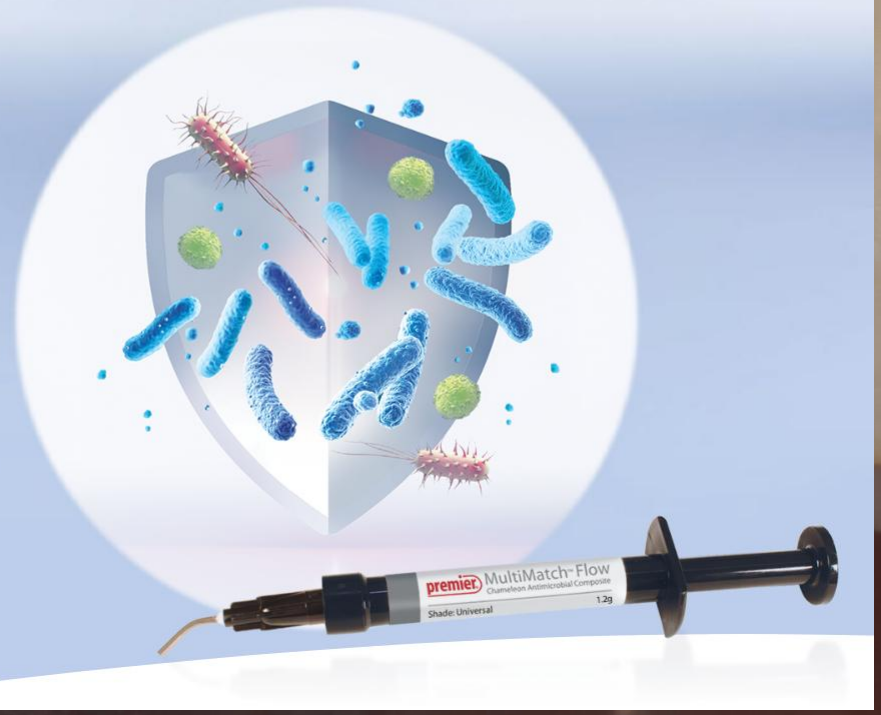
premier®

new!

MultiMatch™ Flow

Chameleon Antimicrobial Composite
with BioArmor™

BioArmor™
Antimicrobial Infused Silica



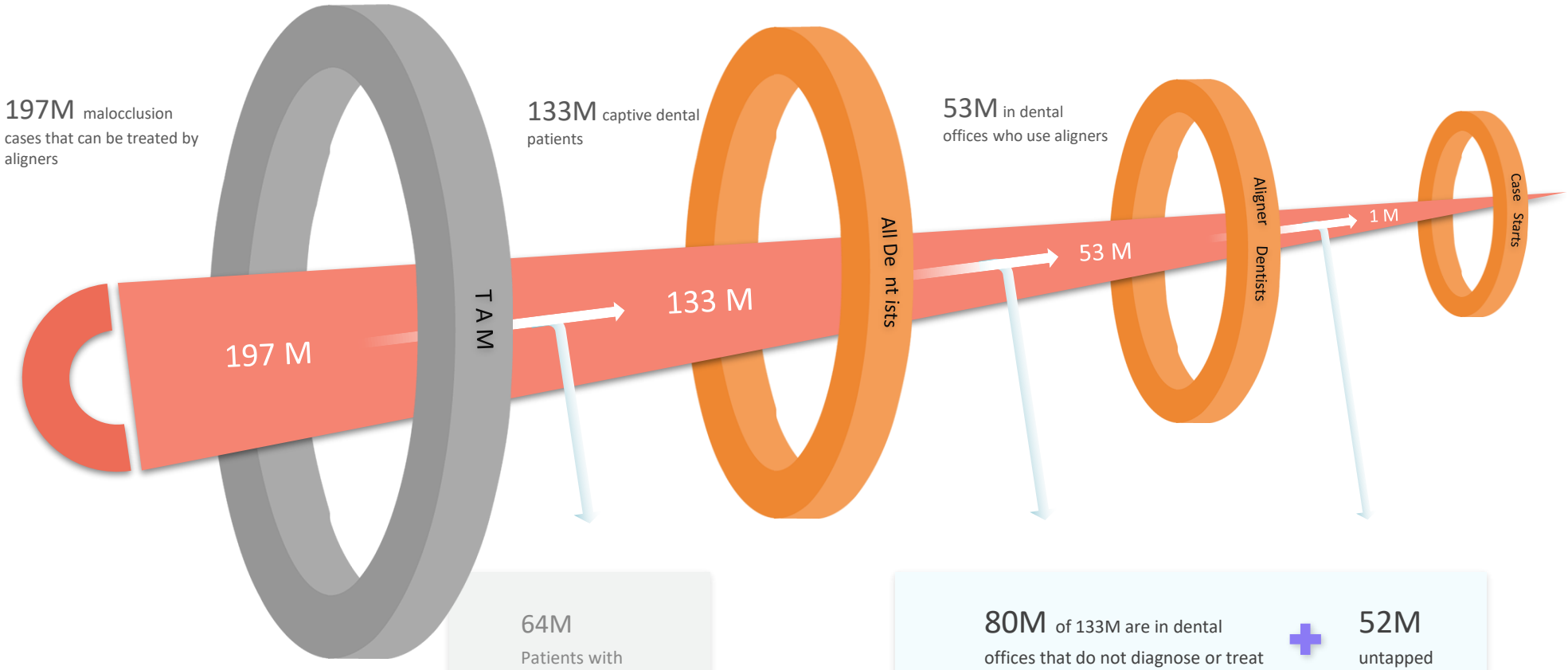


7 Year Recall



Market Can Grow at 10x Speed with the Right Solution

US TAM Conversion Rate is under 2%



< 2% Conversion

0.5M Treated by their dentist

0.5M Transferred and treated by their orthodontist

Think about it:
Smile Direct Club Created a Billion Dollar Business in 4 Years! Even with a flawed care model. Untapped market for aligners is **massive!**

64M
Patients with no Dentists

80M of 133M are in dental offices that do not diagnose or treat with aligners

\+

52M untapped patients

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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)

The POP plier










Direct Composite Veneer

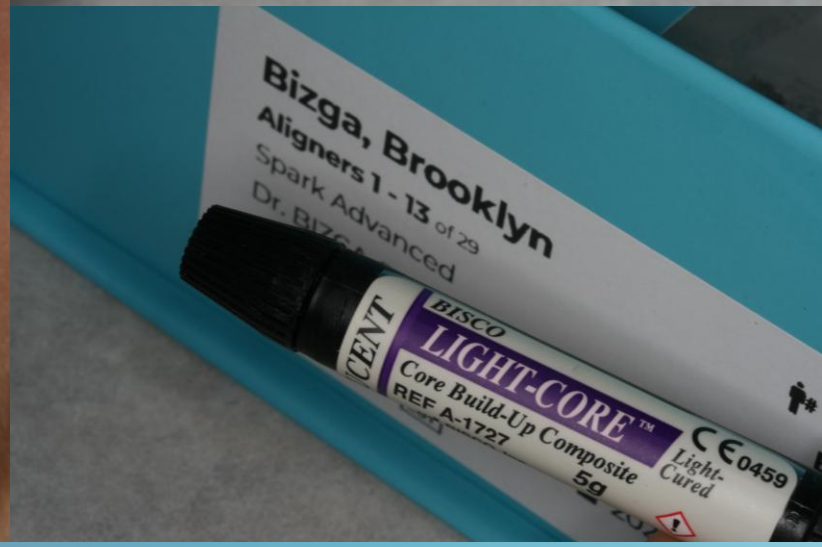
Final Restorative











Bisco’s Light-Core for Engagers



iCreditWorks

SOLVING ACCESS TO CARE?

Case Acceptance

±40%

National Average

Affordability is the #1 reason patients don't accept treatment



Sources: *CNBC.com/2023/08/31*
Fed Reserve/2023/05/01







Possible via Icreditworks

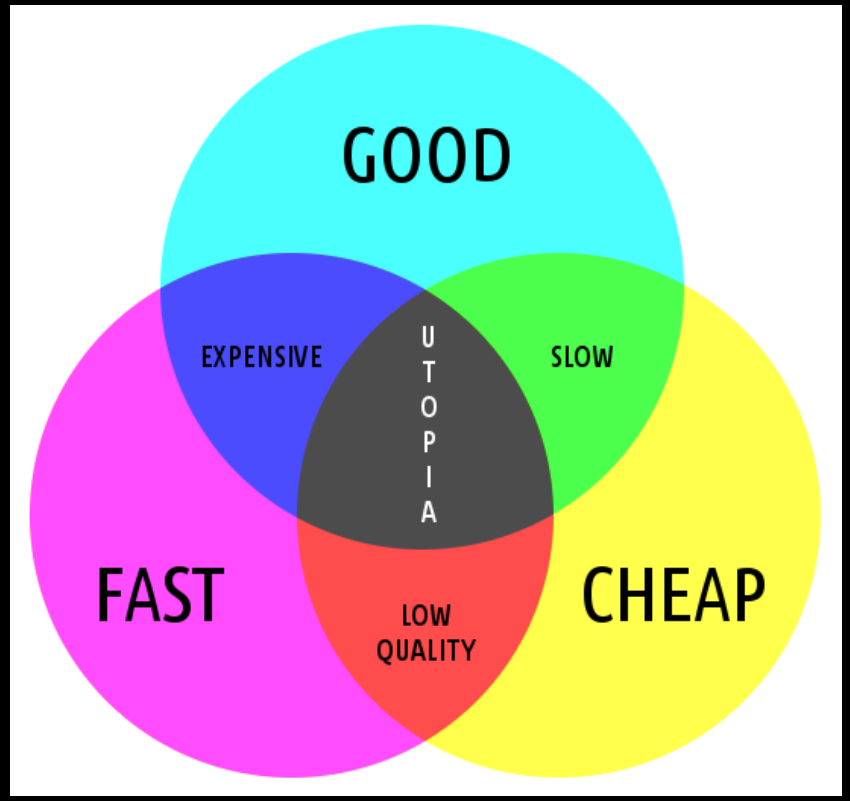






Bringing It Together

Excellence ADDS Value…Perfection COSTS Time










BRILLIANT Flow Plus
BRILLIANT Paste Plus


Dentsply Sirona
TPH Spectra ST Effects
Universal Composite Restorative
SphereTEC


G-ænial Universal Injectable
SYRINGE 1.7g (1.0mL)

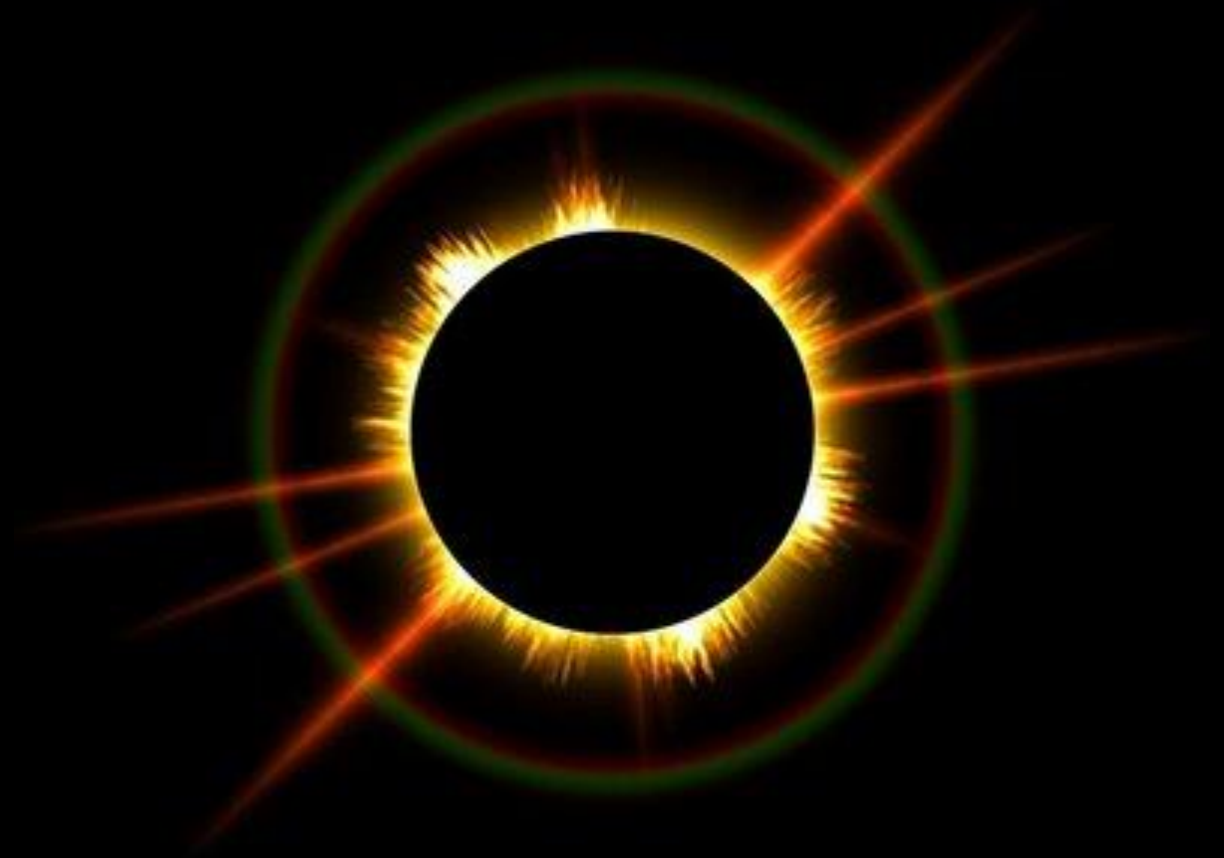




Don't wish it was easier,
wish you were better.
Don't wish for less problems,
wish for more skills.
Don't wish for less challenge,
wish for more wisdom.

— *Jim Rohn*

Light Polymerization and Curing Lights



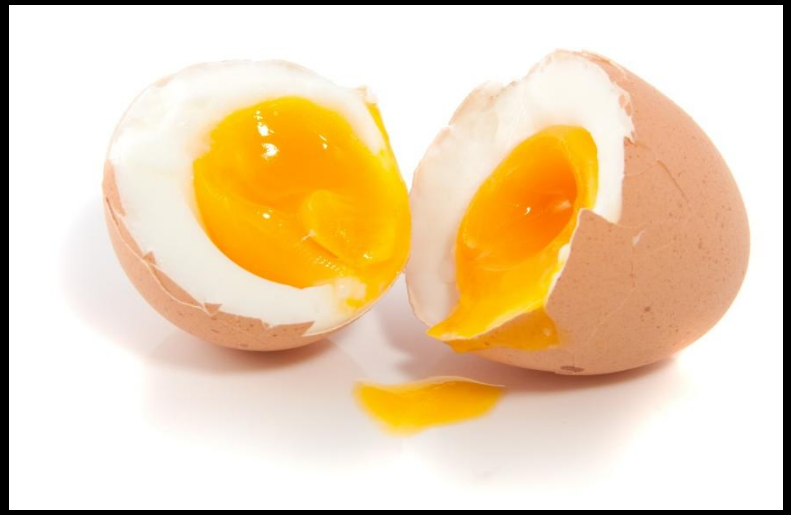
Seal!

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.



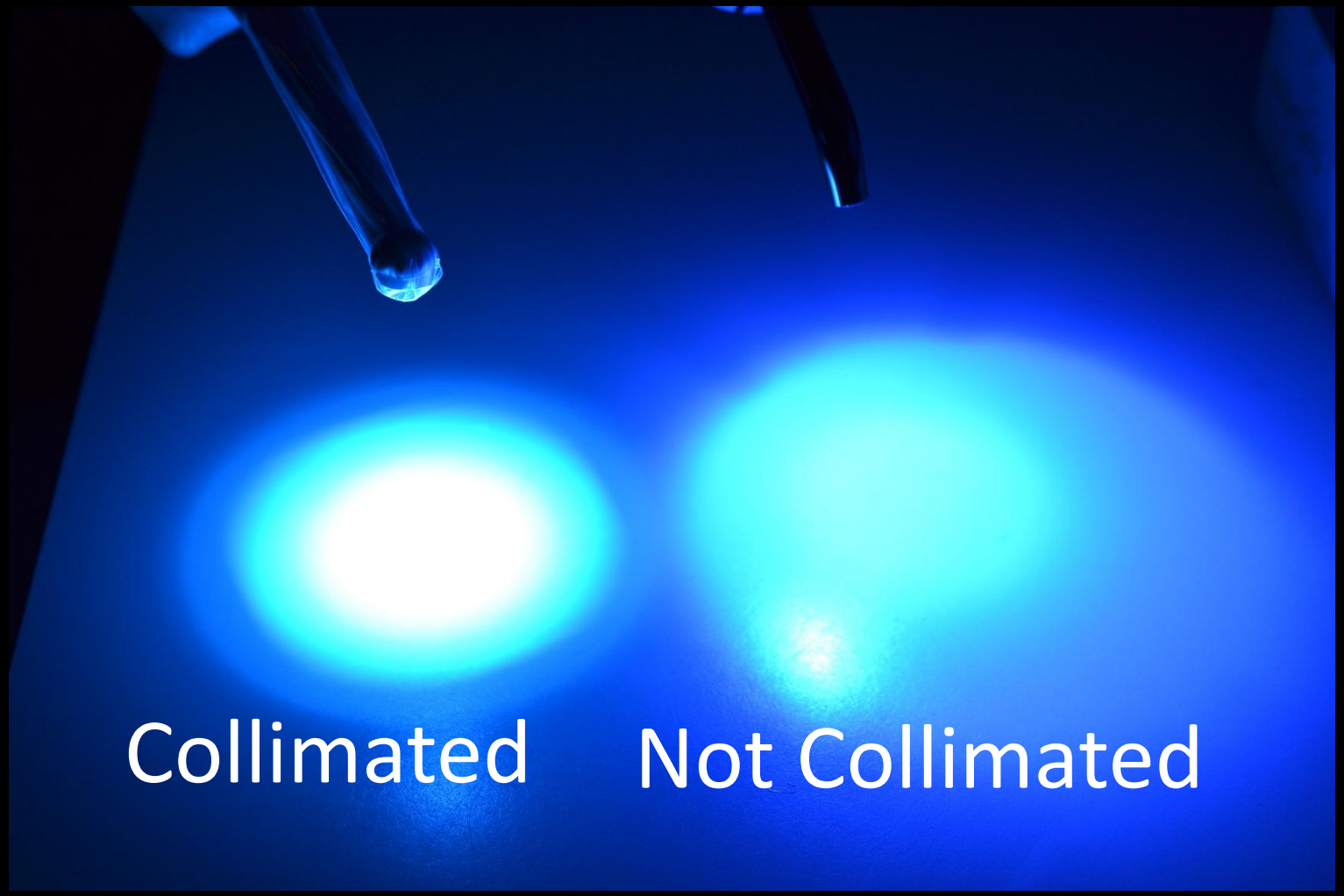
Proper Light Use

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

Beam Collimation and Performance Over Distance



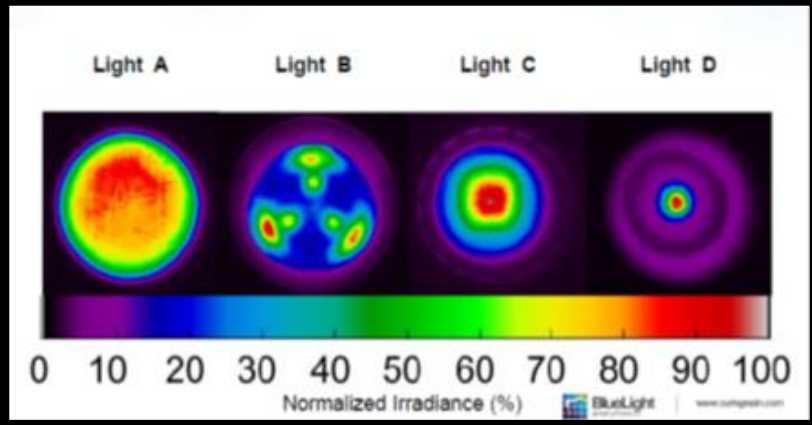
Beam Collimation and Performance Over Distance



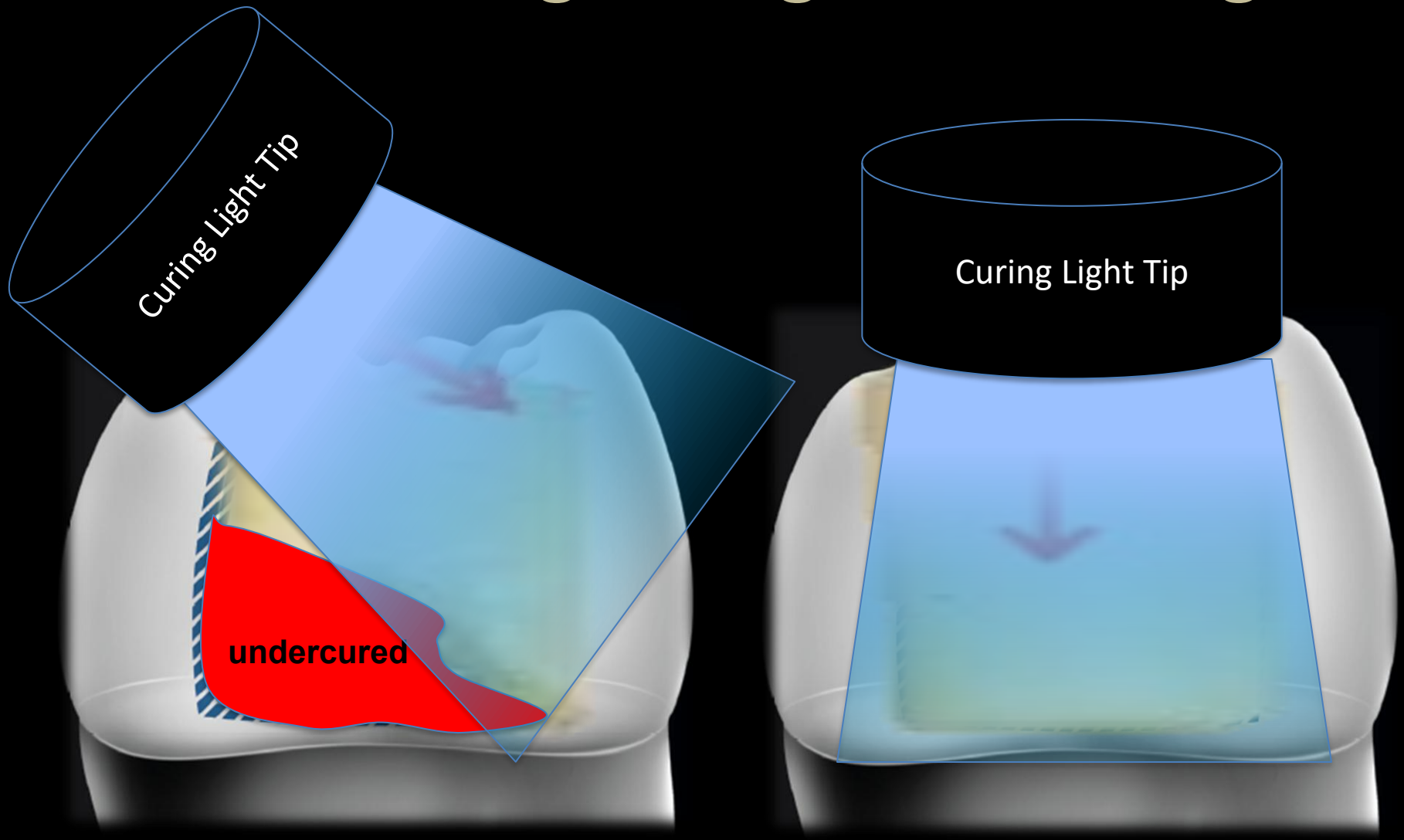
Distribution of LEDs

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





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?



©BlueLight Analytics Inc., 2012



pinkwave™

VISTA | APEX

Patented

Goodbye Blue, Hello Pink

PinkWave was distinctly designed to enhance the efficacy of curing procedures. PinkWave is equipped with Apex's Patetened 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

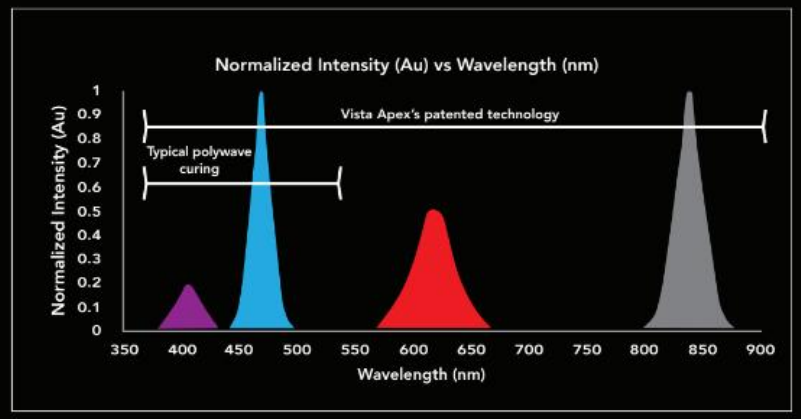
Up to 37%	19%	7%	5.2 mm	88g
Decrease in Shrinkage	Increase in Polymerization	Increase in Curing Area	Depth of Cure	Lightweight

How you cure matters

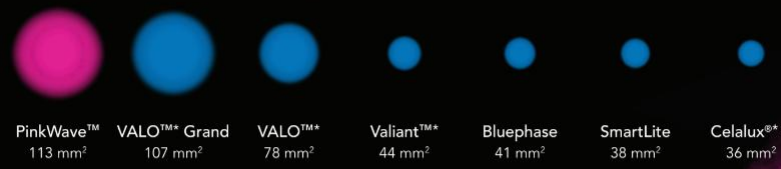
quadwave™ Technology

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

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



Largest Curing Area



PinkWave™	VALO™* Grand	VALO™*	Valiant™*	Bluephase	SmartLite	Celalux®* 3
113 mm²	107 mm²	78 mm²	44 mm²	41 mm²	38 mm²	36 mm²

Transilluminator



Easy postier access



Ordering Information

PinkWave™ Kit 90734

(1) Cordless Curing Light
(1) Induction Charging Base
(1) Power Cord
(5) Autoclavable Light Shields
(100) Barrier Sleeves



Dr. Bizga favorites

Vista Apex Premium Irrigation



ChlorXTRA and SmearOFF 16oz Bottle

Irrigation Tips



Appli-Vac and Vista Probe

PinkWave LED Curing Light



PInkWave QuadWave Curing Light

Ultrasonic Activation



EndoUltra

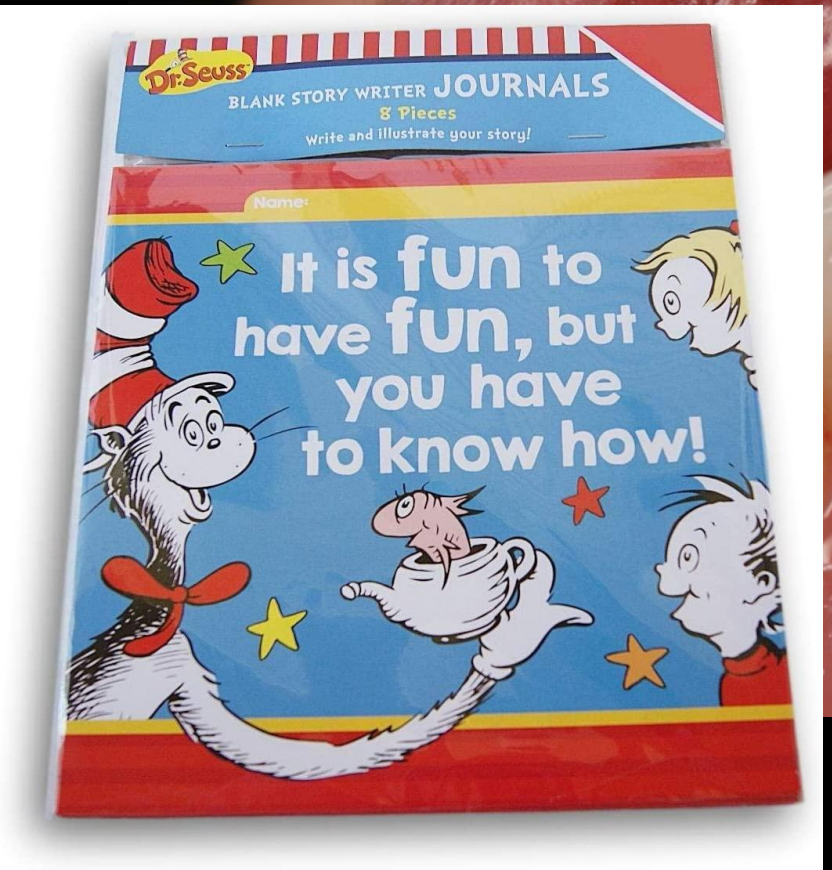
Get $75 Off + Free Activator Tips

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

VISTA APEX

ENDO RESTO LET'S GO!

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:

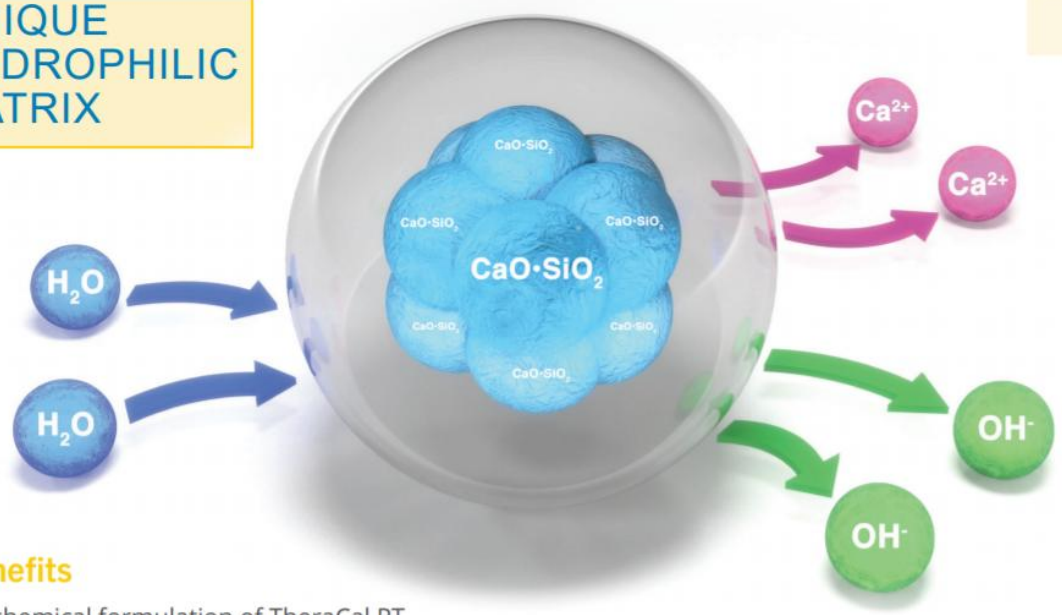
- *"Easy application with bendable metal cannula."*
- *"Great consistency – it flows well while adapting to surfaces…even axial walls."*





■ 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**.*

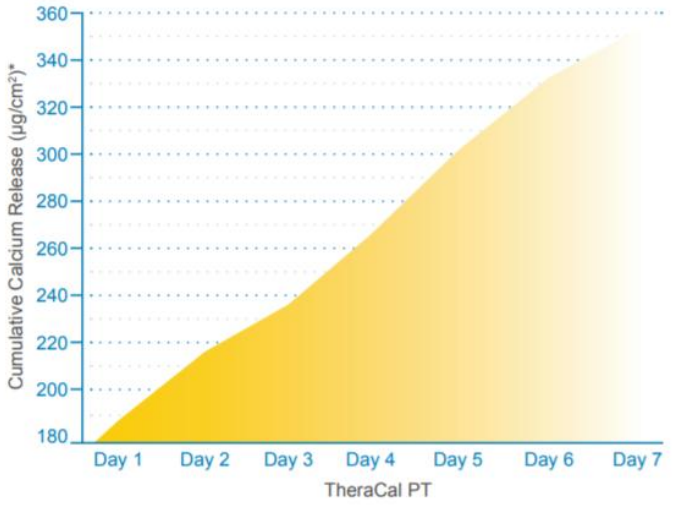
TheraCal PT's **physical properties** resist breakdown and degradation leading to a durable seal.*

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



Creative ER Doc















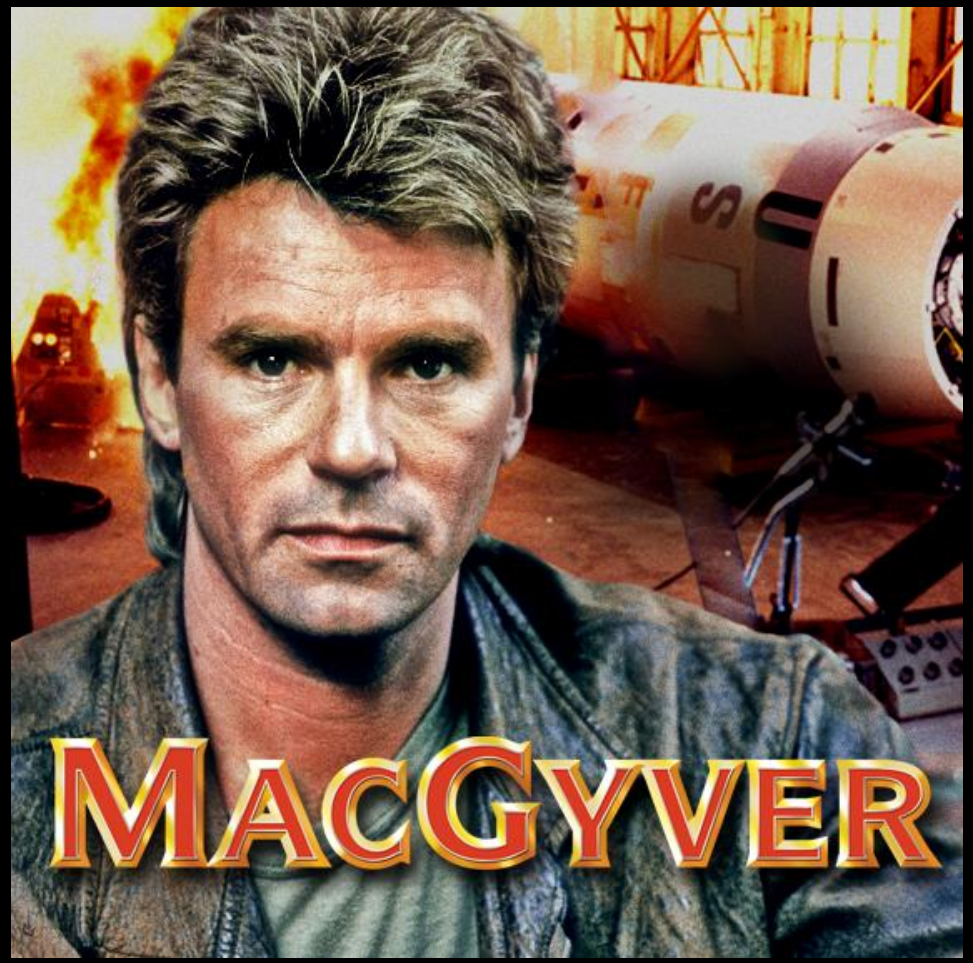


This Is What I Thought It Would Be Like



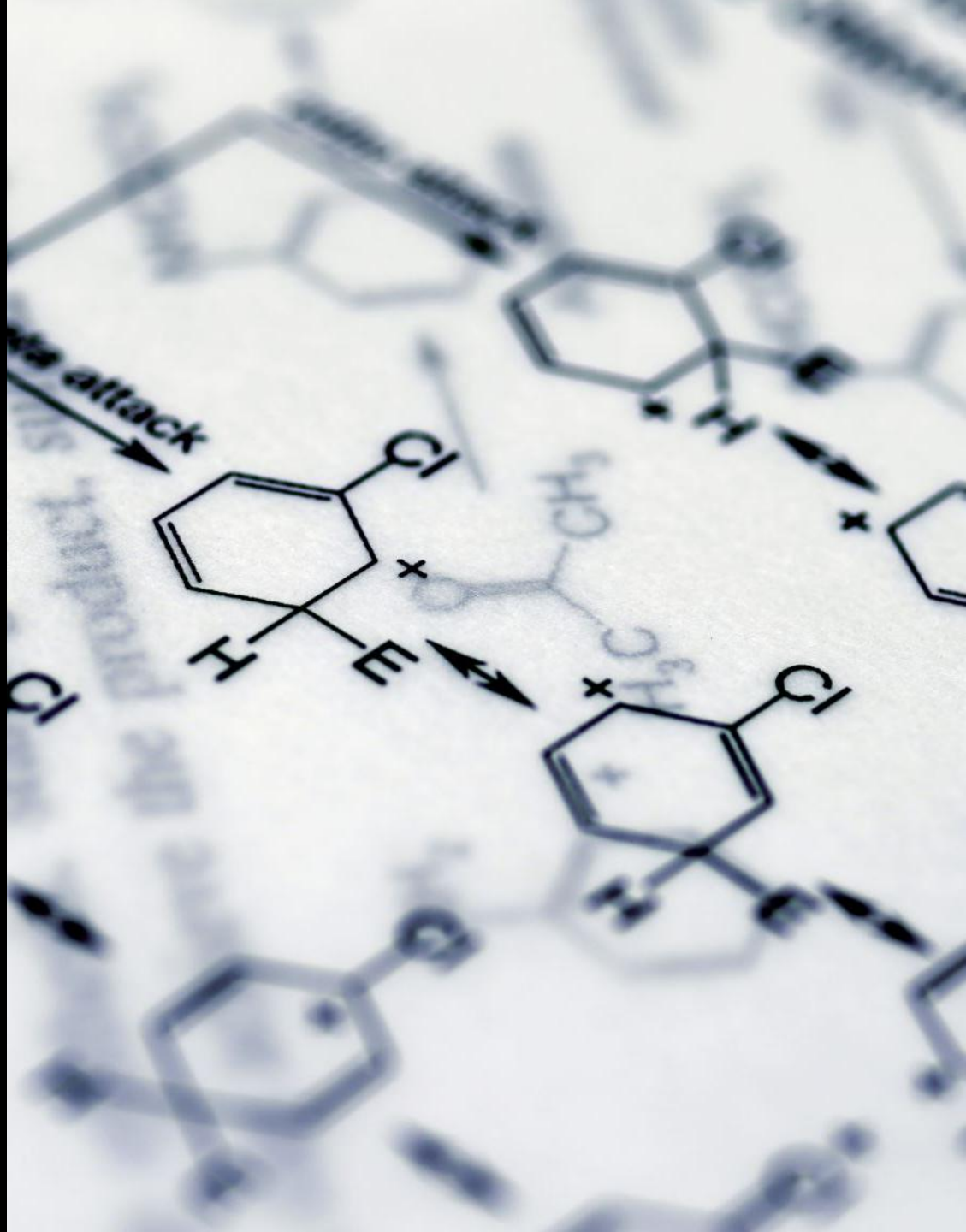


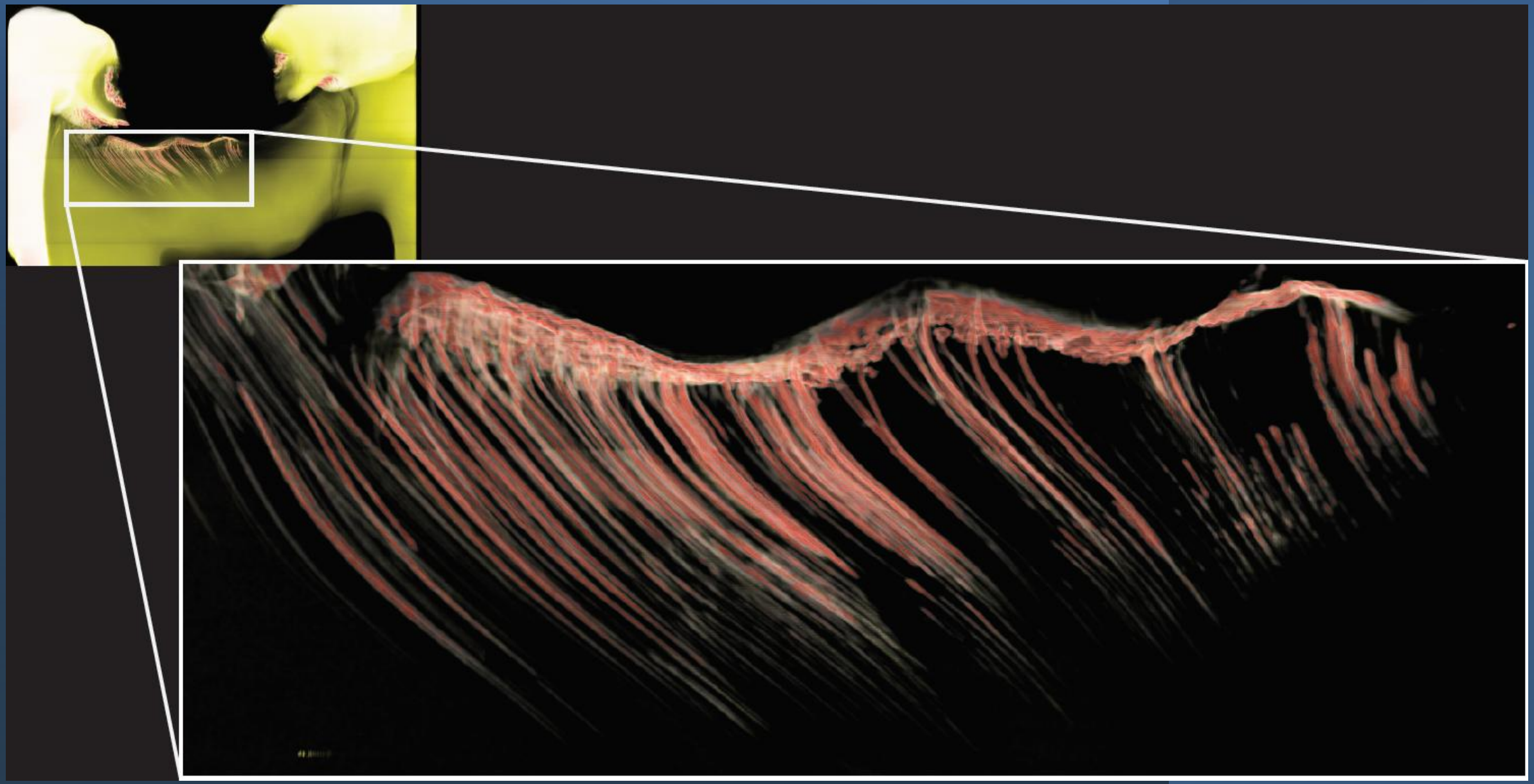
This Is How I Feel I Practice



2 Designations for SDF

1. Caries arresting agent
2. Fluoride based desensitizer





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

















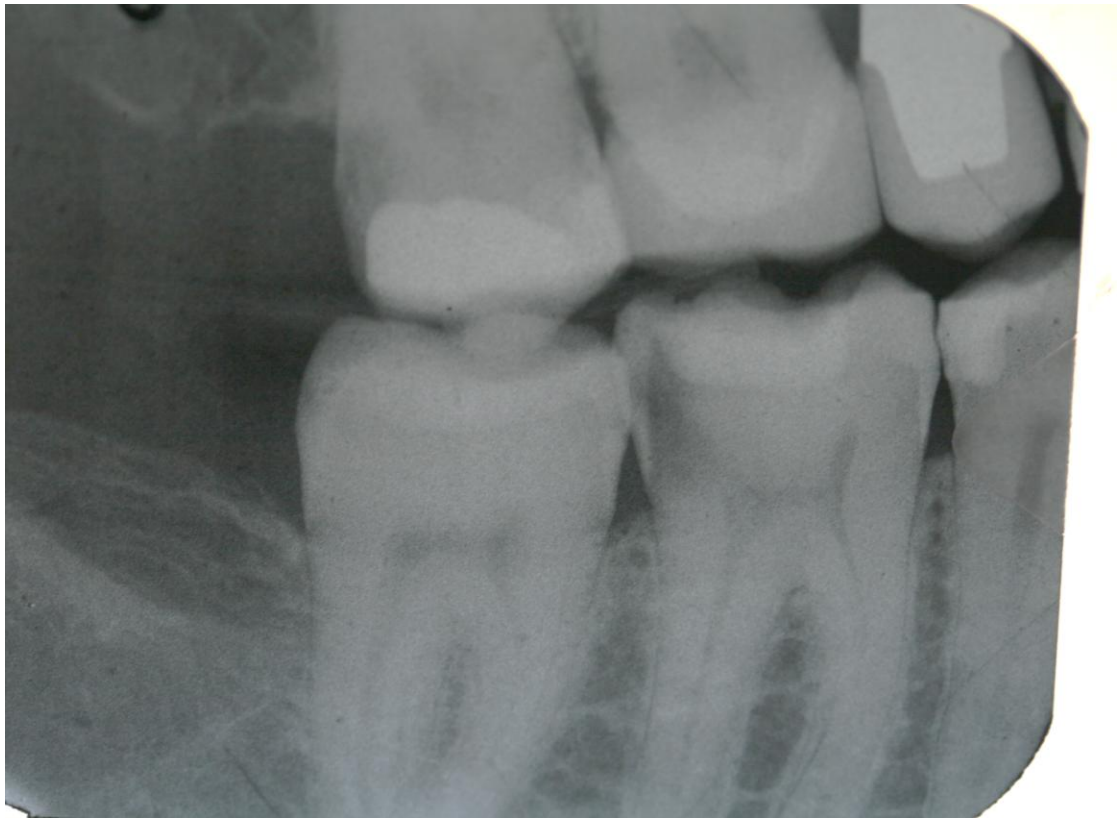

centrix
MAKING DENTISTRY EASIER
SilverSense SDF
38% Silver Diamine Fluoride
5 mL
To Order:
310172 1-Bottle
310173 3-Bottle













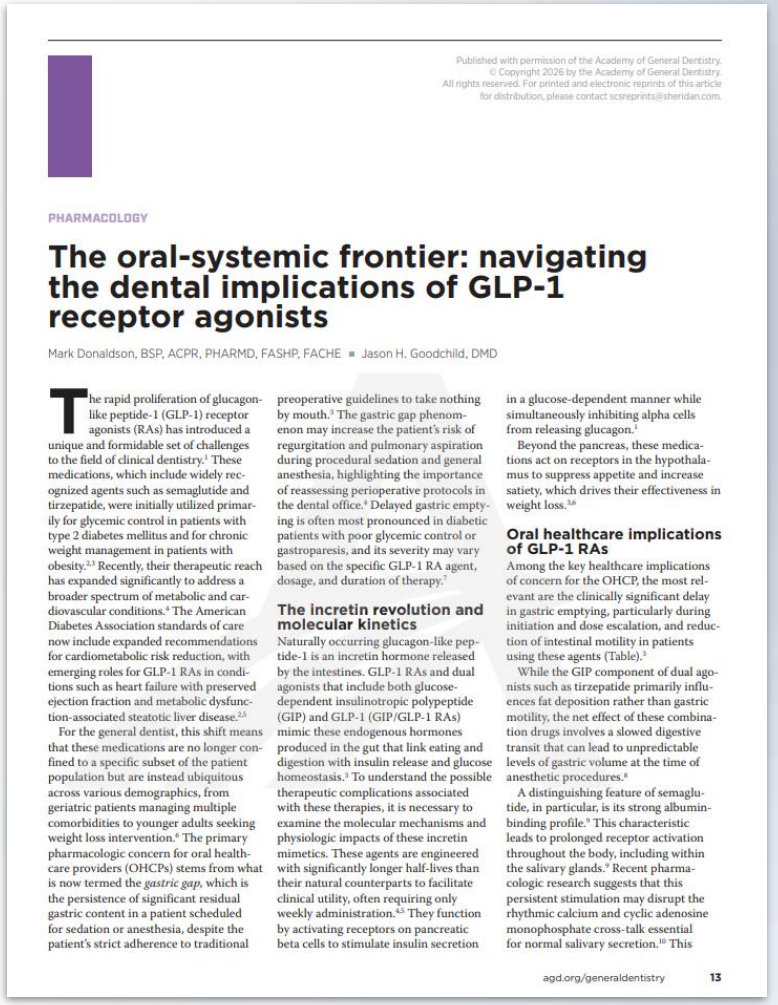

PREVENTION

GLP-1 Drugs and Dental Practice



GLP-1 Medications

- **GLP-1 Medications** are taking the US (and the world) by storm.
- 12.4% of the US population has taken a GLP-1[1]
- Initially utilized primarily for glycemic control in patients with type 2 diabetes mellitus and for chronic weight management in patients with obesity.[2,3]
- Now, we have multiple brands and formats of “weight-loss” GLP-1 medications, you probably recognize brands like Ozempic, Mounjoro, and Wegovy



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PHARMACOLOGY

The oral-systemic frontier: navigating the dental implications of GLP-1 receptor agonists

Mark Donaldson, BSP, ACPR, PHARMD, FASHP, FACHE ■ Jason H. Goodchild, DMD

The rapid proliferation of glucagon-like peptide-1 (GLP-1) receptor agonists (RAs) has introduced a unique and formidable set of challenges to the field of clinical dentistry.[1] These medications, which include widely recognized agents such as semaglutide and tirzepatide, were initially utilized primarily for glycemic control in patients with type 2 diabetes mellitus and for chronic weight management in patients with obesity.[2,3] Recently, their therapeutic reach has expanded significantly to address a broader spectrum of metabolic and cardiovascular conditions.[4] The American Diabetes Association standards of care now include expanded recommendations for cardiometabolic risk reduction, with emerging roles for GLP-1 RAs in conditions such as heart failure with preserved ejection fraction and metabolic dysfunction-associated steatotic liver disease.[2,5]

For the general dentist, this shift means that these medications are no longer confined to a specific subset of the patient population but are instead ubiquitous across various demographics, from geriatric patients managing multiple comorbidities to younger adults seeking weight loss intervention.[6] The primary pharmacologic concern for oral healthcare providers (OHCPs) stems from what is now termed the *gastric gap*, which is the persistence of significant residual gastric content in a patient scheduled for sedation or anesthesia, despite the patient's strict adherence to traditional preoperative guidelines to take nothing by mouth.[3] The gastric gap phenomenon may increase the patient's risk of regurgitation and pulmonary aspiration during procedural sedation and general anesthesia, highlighting the importance of reassessing perioperative protocols in the dental office.[4] Delayed gastric emptying is often most pronounced in diabetic patients with poor glycemic control or gastroparesis, and its severity may vary based on the specific GLP-1 RA agent, dosage, and duration of therapy.[7]

The incretin revolution and molecular kinetics

Naturally occurring glucagon-like peptide-1 is an incretin hormone released by the intestines. GLP-1 RAs and dual agonists that include both glucose-dependent insulinotropic polypeptide (GIP) and GLP-1 (GIP/GLP-1 RAs) mimic these endogenous hormones produced in the gut that link eating and digestion with insulin release and glucose homeostasis.[3] To understand the possible therapeutic complications associated with these therapies, it is necessary to examine the molecular mechanisms and physiologic impacts of these incretin mimetics. These agents are engineered with significantly longer half-lives than their natural counterparts to facilitate clinical utility, often requiring only weekly administration.[4,5] They function by activating receptors on pancreatic beta cells to stimulate insulin secretion in a glucose-dependent manner while simultaneously inhibiting alpha cells from releasing glucagon.[1]

Beyond the pancreas, these medications act on receptors in the hypothalamus to suppress appetite and increase satiety, which drives their effectiveness in weight loss.[3,6]

Oral healthcare implications of GLP-1 RAs

Among the key healthcare implications of concern for the OHCP, the most relevant are the clinically significant delay in gastric emptying, particularly during initiation and dose escalation, and reduction of intestinal motility in patients using these agents (Table).[3]

While the GIP component of dual agonists such as tirzepatide primarily influences fat deposition rather than gastric motility, the net effect of these combination drugs involves a slowed digestive transit that can lead to unpredictable levels of gastric volume at the time of anesthetic procedures.[8]

A distinguishing feature of semaglutide, in particular, is its strong albumin-binding profile.[9] This characteristic leads to prolonged receptor activation throughout the body, including within the salivary glands.[9] Recent pharmacologic research suggests that this persistent stimulation may disrupt the rhythmic calcium and cyclic adenosine monophosphate cross-talk essential for normal salivary secretion.[10] This

Donaldson M, Goodchild JH. The oral-systemic frontier: navigating the dental implications of GLP-1 receptor agonists. Gen Dent. 2026 Jul-Aug;74(4):13-17. PMID: 42329607.

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2. American Diabetes Association Professional Practice Committee for Diabetes. 9. Pharmacologic Approaches to Glycemic Treatment: Standards of Care in Diabetes-2026. Diabetes Care 2026; 49 (Supplement_1):S183-S215.
3. Escudero Samaniego DG, et al. Oral manifestations associated with GLP-1 receptor agonists: A scoping review protocol. OSF Storage. 2026 Mar 24 doi:10.17605/OSF.IO/NWTCS. Available at: https://osf.io/nwtcs/files/shb93. Accessed April 15, 2026

Dental Considerations GLP-1s

- Sedation risk may be increased due to the full stomach paradox.[1-3]
- Xerostomia, or Dry Mouth are reported by 10% to 15% of patients (although not listed in their official side effects).[1,2]
- “Ozempic face”refers to the gaunt, sunken appearance that can happen with rapid weight loss. It has been suggested that this side effect may lead to dentures fit and stability loss.[2]
- An “Ozempic Breath” has been also identified, and it may represent a disruption in oral homeostasis towards a dysbiosis, increasing risk for caries and other infections.[2,3]
- A metallic taste (dysgeusia) has been also reported, a condition that may lead to risky dietary choices.[3,4]
- The gastrointestinal effects of GLP-1s can lead to GERD, which combined to hyposalivation, may create an erosive environment.[4,5]

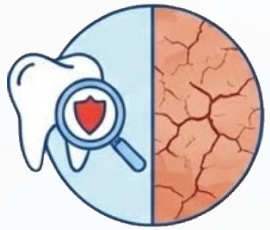
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2.- Sanders R. Oral care considerations for patients using semaglutide and similar metabolic medications. ADA News. 2025 Oct 14. Available at: https://adanews.ada.org/ada-news/2025/october/oral-care-considerations-for-patients-using-semaglutide-similar-medications/.Accessed April 15, 2026.
3.- Bernardo ME, Dallepiane FG, Escobar M, Cruz ACC, Benfatti CAM. 15 | PageSemaglutide and tirzepatide: Oral cavity effects of weight-loss therapies. EXCLI J. 2026 Jan 9;25:167-169.
4.- Khan R, Doty RL. GLP-1 receptor agonists significantly impair taste function. Physiol Behav 2025; 291:114793. doi: 10.1016/j.physbeh.2024.114793.
5.- De Fano M, Porcellati F, Fanelli CG, Corio S, Mazzieri A, Lucidi P, Bolli GB, Bassotti G. The role of gastric emptying in glucose homeostasis and defense against hypoglycemia: Innocent bystander or partner in crime? Diabetes Res Clin Pract 2023; 203:110828. doi: 10.1016/j.diabres.2023.110828.

Why PreviDent?

41 million



Widespread Use of GLP-1s:



Clinical Consequences[1]

Higher caries risk

Reduced salivary flow Erosive challenge



Recommendation:

PreviDent® 5000 ppm

Consider the Variants! **Dry Mouth and Enamel Protect!**

1. Donaldson M, Goodchild JH. The oral-systemic frontier: navigating the dental implications of GLP-1 receptor agonists. Gen Dent. 2026 Jul-Aug;74(4):13-17. PMID: 42329607.

Colgate® PreviDent® 5000 ppm

Proven prescription fluoride toothpaste with great taste.

Contains Tri-Calcium Phos



PreviDent® 5000 ppm Booster Plus
(1.1% Sodium Fluoride)
Toothpaste

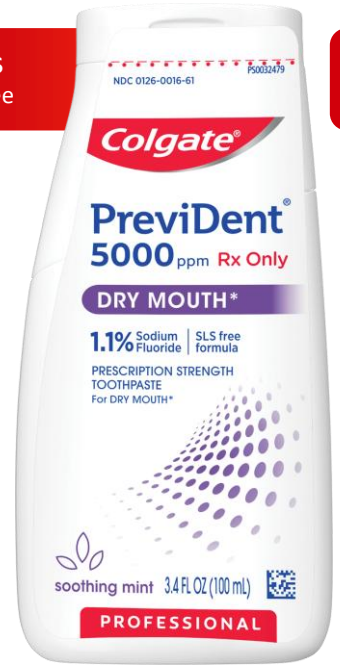


PreviDent® 5000 ppm Sensitive
(1.1% Sodium Fluoride and 5% Potassium Nitrate)
Toothpaste



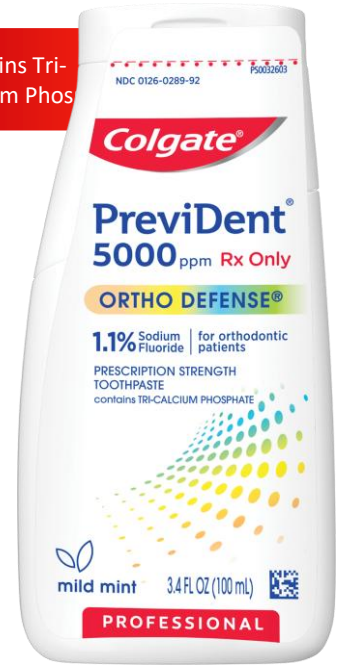
PreviDent® 5000 ppm Enamel Protect
(1.1% Sodium Fluoride and 5% Potassium Nitrate)
Toothpaste

SLS Free

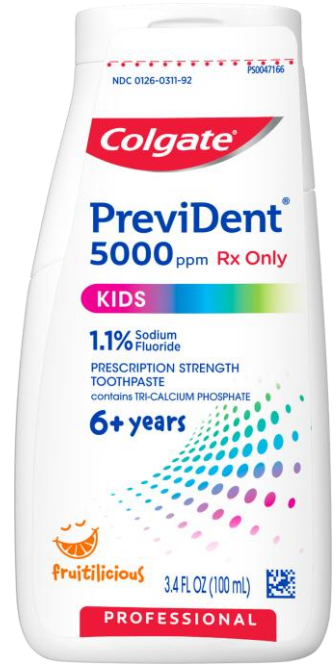


PreviDent® 5000 ppm Dry Mouth
(1.1% Sodium Fluoride)
Toothpaste

Contains Tri-Calcium Phos



PreviDent® 5000 ppm Ortho Defense
(1.1% Sodium Fluoride)
Toothpaste



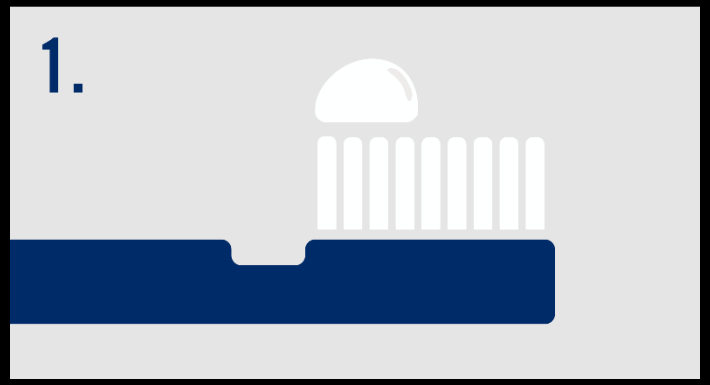
PreviDent® 5000 ppm Kids
(1.1% Sodium Fluoride)
Toothpaste

INDICATIONS: A dental caries preventive and sensitive teeth toothpaste.
IMPORTANT SAFETY INFORMATION: Do not swallow. Keep out of reach of children. Acute burning in the mouth and sore tongue may be experienced by some individuals. If accidental ingestion occurs, side effects may include nausea, vomiting, diarrhea, and abdominal pain. See Package Insert for additional safety information.

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.

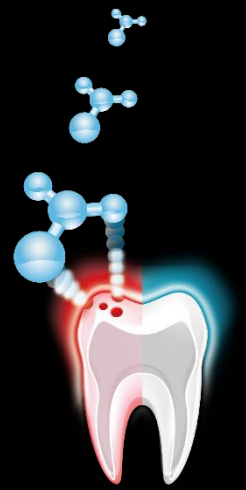
HOW TO USE:



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!

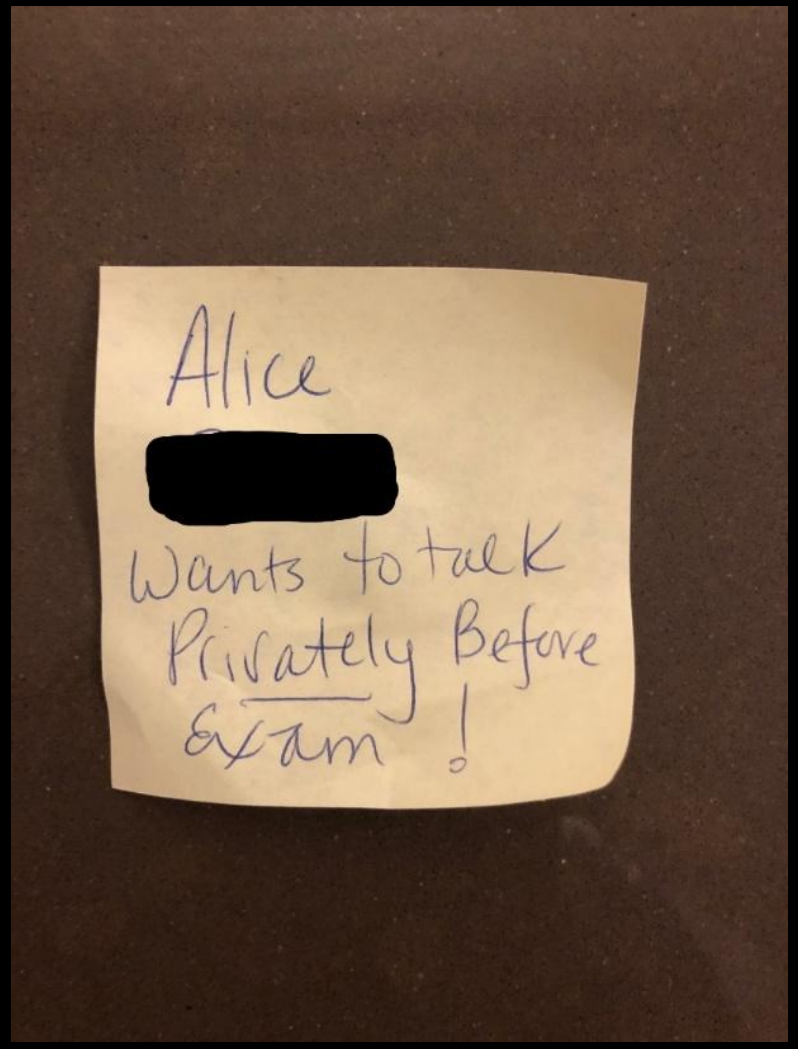


Alternatives






SUMMARY

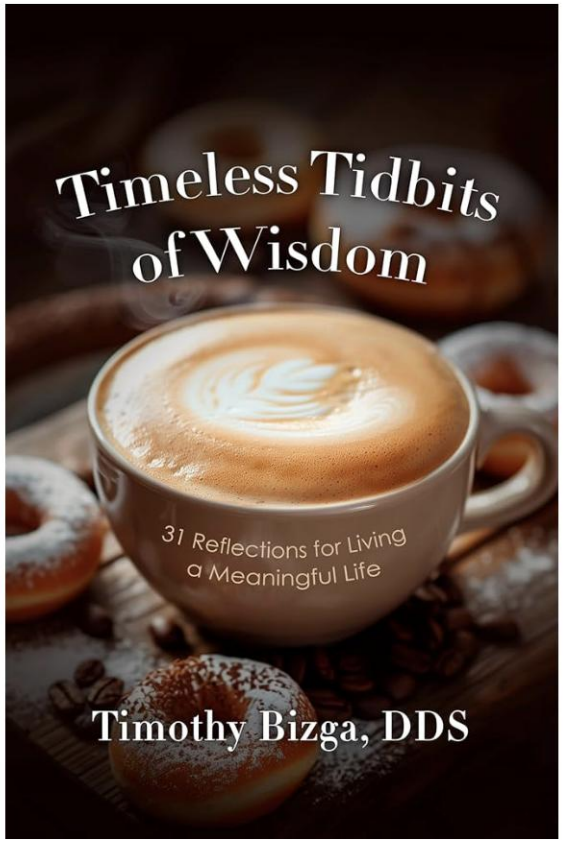

Alice
[redacted]
Wants to talk
Privately Before
Exam!



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