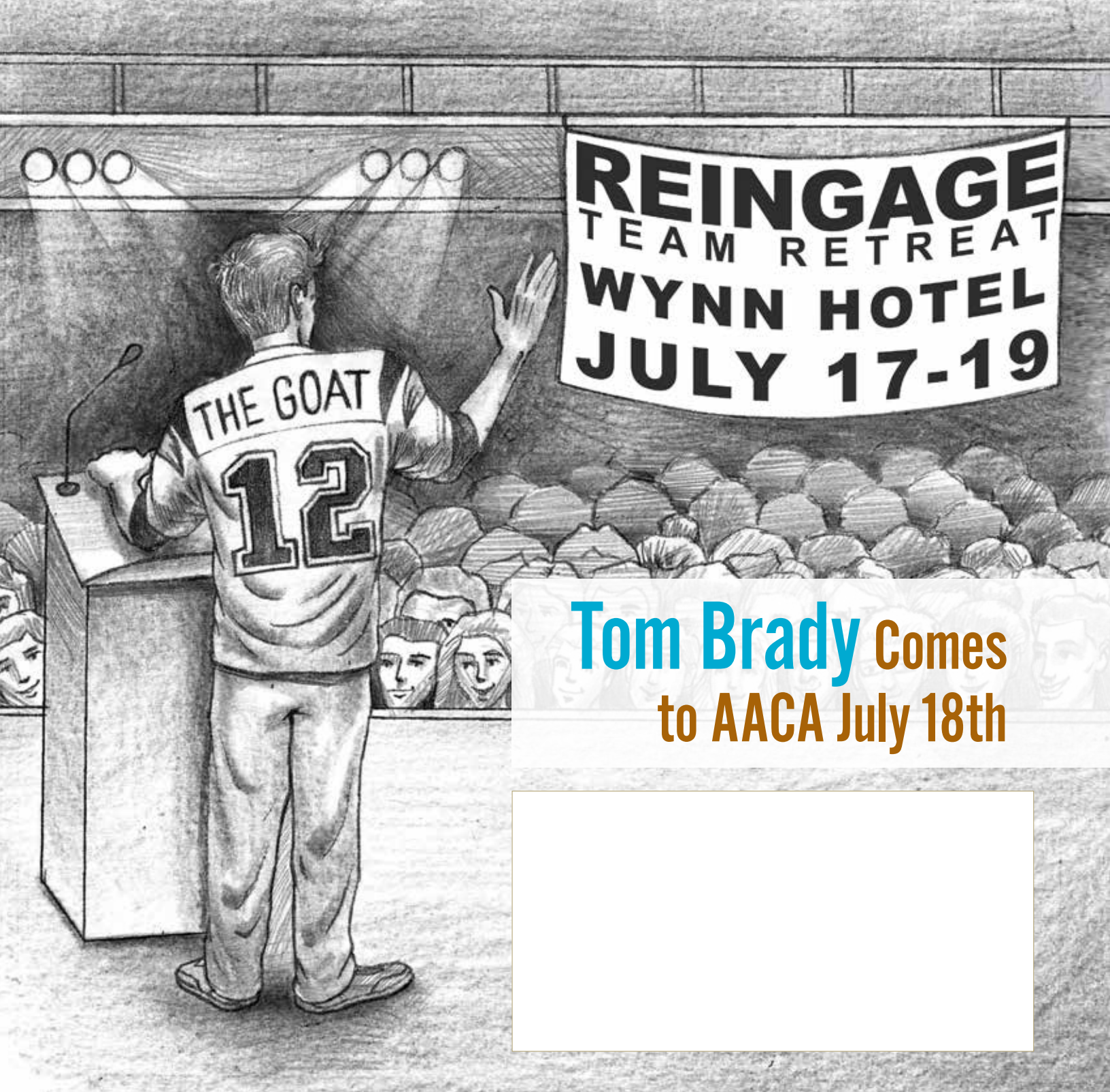


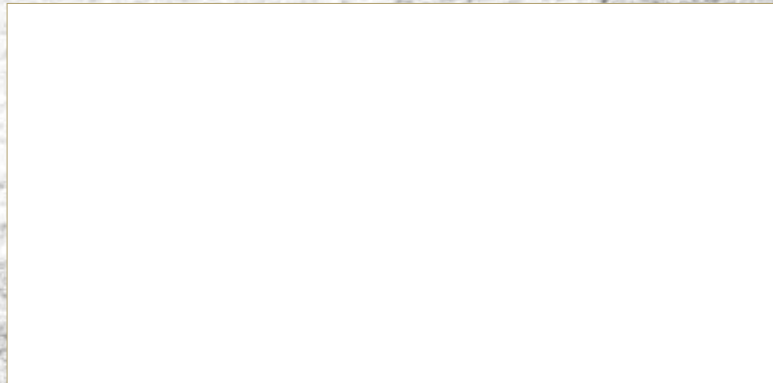
the Journal

American Academy of Clear Aligners

The Academy for Clear Aligner Therapy



Tom Brady Comes
to AACCA July 18th





Smile now, Pay-over-time.

Award-winning patient financing technology
built to help your patients say "Yes."



Learn more at
dental.sunbit.com/AACA



Over
85%
get approved

"Offering financing through Sunbit has enabled us to realize an increase in aligner sales and to provide our underserved communities with the treatment they need."



Darren Boggs, CEO
Altius Healthcare
Management

the Journal

American Academy of Clear Aligners



Dr. Jeffrey Galler
Editor

Editorial

The ADA recently warned its members that depending on how they manage their employees' benefit plans (including dental), a federal law could enable carriers to bypass some important protections for those employees.

The federal law, the Employee Retirement Income Security Act of 1974 (ERISA), regulates medical plans that are "self-funded"—the employer bears the cost of claims but

pays a carrier to administer the plan. At present, 46% of subscribers are covered by plans of this kind.

Many states have passed insurance laws that protect employees. One such law, for example, prohibits insurers from setting and enforcing the fees that dentists can charge for services that the insurers don't cover. Another type of law, known as assignment of benefits, requires insurers to pay practitioners directly if the subscribers request it, even if the practitioners are out of network.

Yet carriers of self-funded plans have flouted these laws, asserting that ERISA supersedes or "preempts" them. This despite recent U.S. Supreme Court rulings suggesting that the claims of preemption are specious or exaggerated.

The ADA believes that dentists can and should work together to spread public awareness of this issue, to help document such abuses as they happen, and to advocate for reform. You can learn more about the problem, and what you can do about it, by going to www.ada.org/advocacy/advocacy-issues/erisa-plans.

Dr. Jeffrey Galler
Editor

AAAA Officers

Dr. David Galler: President
Dr. Jeffrey Galler: Editor in Chief
Dr. Phil Gaudin: Vice President
Steven Forsythe: Executive Director
Dr. Perry Jones: Founder

Key Opinion Leaders

Dr. Jose Abadin | Dr. Angela Anton | Dr. Christopher Anton
Dr. Katie Beach | Dr. Anna Berik | Dr. Robin Bethell
Dr. Aman Bhullar | Dr. Danielle Csaszar | Dr. Faline Davenport
Dr. Stephen Denny | Dr. Andrea Dernisky | Dr. Sheila Farahani
Dr. Christopher Hart | Dr. Robert Herron | Dr. Nathan Jeal
Dr. Ashley Keen | Dr. Janice Lo | Dr. Clarissa Moore | Dr. Troy Moore
Dr. Eric L. Murias | Dr. Bao-Tran Nguyen | Dr. Nathan Oakes
Dr. Ryan Oakley | Dr. Hardeek Patel | Dr. Chelsea Mortell Petisme
Dr. Sarah Pless | Dr. Michele Ranta | Dr. Jason Sala
Dr. Colleen Schieve | Dr. Sheena Sood | Dr. Karla Soto
Dr. Jessica Tendero | Dr. Kristin Wade | Dr. Viviana L. Waich
Dr. Joan Werleman | Dr. Brian Wilk | Dr. Michael Wollock
Dr. Frances Yankie | Dr. Lindsey Zeboski

Study Club Chairs

Mark Anderson & Caylin Frye: New Orleans
Osman Anwar: Calgary | Carlos Beltran: Puerto Rico
Christina Blacher: Frisco, Tex. | Bianca Boji: Novi, Mich.
Jaime Breziner: San Diego | Patricia Chao: San Jose
Erin Cherry: Denver | Katie Coniglio: Dallas-Fort Worth
Amir Daoud: Tampa | Ron DiRezze: Michigan
Vitaly Gantman: Montreal
Phil Gaudin: Vancouver, B.C./Edmonton, Alb.
Keith Hollinger: Connecticut | Michael Huguet: S.F. Bay Area
Gina Johnson-Higgins: Lexington, Ky. | Bill Keith: Kansas City
Joseph Khalil: Washington, D.C. | Rahul Kode: Phoenix
Mina Levi: San Francisco | Elizabeth Lewis Miller: Indianapolis
Steven Liao: N.Y./N.J. | Alvin Lo: Toronto | Cara Lund: Boston
Gina Marcus: Miami | Andrew Paek: New York
Lindsey Papac: Seattle | Meenal Patel: Raleigh
Riaz Rayek & April Kern: Northern Virginia
Kristen Ritzau: Orange County | Olesya Salathe: Portland, Ore.
Maryam Saleh: Sacramento | Dari Shapiro: West Palm Beach, Fla.
Mithila Sharma: Chicago | Lauren Sheppard: Houston
Kristin Soileau: San Antonio | Jack Von Bulow: Los Angeles
Seth Wasson: St. Louis

Elite Office Managers

Kylee Barnett | JaQueah Chatman | Shawn Cooper
Kayla Demlow Alyssa Hall | Kathleen Hernandez
Deanna O'Connell | Roksana Schwartz

Top Hygienists

Gina Brown, RDH | Kinsey Forden, RDH
Cathy Przykucki, RDH | Michelle Sullivan, RDH
Crystal Walker, RDH

Creative Direction/Design: Cause Creative, LLC

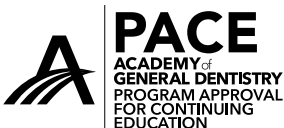
Copyeditor: Marc S. Glasser

Cover Illustration: Tom Lange

Contact

Advertising: drgaller@hotmail.com

Editorial: DrJeffreyGaller@gmail.com



American Academy of Clear Aligners
Nationally Approved PACE Program Provider
for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
10/1/2023 to 9/30/2026.
Provider ID# 350507

the Journal

American Academy of Clear Aligners

✔ Article is Peer Reviewed

An Award-Winning Member Publication of **AADEJ**
Member Publication
American Association of Dental Editors & Journalists

AACA News

- 4 The Reingage Team Retreat—Special Guest:
Tom Brady
by David Galler, DMD

Case Reports

- ✔ 6 No Distractions, Just Extractions and Retraction
by Jeremy Kurtz, DDS
- ✔ 12 Oh, the Places You Can Go, and the Things
You Can Do!
by Richard Schmidt, BSc, DDS

Practice Management

- 16 How to Compete With Insane Wages in Your Area
by Chelsea Mortell Petisme, DMD, FAACA

New Technologies

- 20 Enhancing Patient Experience Through
Digital Dentistry
by Kamile Lim, DDS, and Nashwa Aziz Elrashidy, DDS

Jack's Corner

- 24 Small Happenings
by Jack Von Bulow, DDS

Did You Know?

Renewal of your annual AACA membership is ONLY \$595.

Log on to aaligners.com to renew your membership.

CHOOSE THE IN-OFFICE MILL WITH ONGOING SUPPORT INCLUDED



*The number one selling point of the glidewell.io™ In-Office Solution is the support – technicians are readily available if needed. **As soon as we got it, we had the confidence to start milling big cases right away.***

– **Isaac Day, DDS** | Alberta, Canada
Graduate of University of Alberta
glidewell.io™ user since 2022.



Special AACA member offer*:

\$14,000 off MSRP plus no payments for 6 months, then 1.99% APR for 54 months.

Having the ability to get personalized assistance has given Dr. Day and his team the confidence to take on challenging anterior cases. Our tech support specialists are located on our campus in Irvine, California, and ready to help when needed via phone, text, or email.

SCAN ME



Scan the code to secure your special AACA member offer and to read more about Dr. Day's glidewell.io success story.

glidewell.io™
IN-OFFICE SOLUTION

www.glidewell.io | 888-683-2063

*Offer expires March 31, 2024 and is subject to change. Offer cannot be applied to previous purchases or combined with any other offers. Total investment amounts to \$40,995. Packages that include an intraoral scanner are also available.

MKT-013573_1

PK-4519299-010124

AACA News

The Reingage Team Retreat—Special Guest: Tom Brady

by David Galler, DMD



**REINGAGE
TEAM RETREAT**
#WHYNOTUS?

This year, the Gallerite Reunion convention has a new name and a new theme: the Reingage Team Retreat (RTR). Sticking with a winning venue, we'll be meeting again at the Wynn Hotel in Las Vegas, July 17–19, 2024.

When you, the dentist, come and take the Reingage course, I can help elevate your clear aligner skills from zero to the Gold or the Gold Plus

level. I do this by teaching you how to do IPR, how to optimize your ClinChecks, how to use attachments, how to diagnose cases, and which cases to treat and which cases not to treat.

But really, to get to the higher levels of Invisalign success—the Platinum, Platinum Plus, or Diamond levels—we need the efforts of the entire team in the dental office. If the hygienist is not diagnosing and treatment planning; if the assistant is not scanning and encouraging; if the office manager is not closing, or cannot offer creative treatment plans, or doesn't provide proper insurance information, there will be a low acceptance rate for needed treatment.

So, this year, the focus of the convention is on getting a team working together, as a team, to reach a single goal. The theme of the convention is: Why Not Us?

We see quite a large number of offices, both urban and rural, that have successfully completed over 250 Invisalign case yearly. And, that level of success, that can net between a half-million to a million dollars, can be achieved with minimal effort on the part of the dentist.

Unlike the rigors and stresses of difficult restorative cases, Clear Aligner cases are typically easier and less stressful, and, from the dentist's point of view, can almost feel like pursuing an enjoyable hobby. This level of success can be achieved through the efforts of dedicated teams in not only gigantic practices with 18+ operatories, but also in modest sized, 2-3 operator offices.

Why Not Us? Look in the mirror and ask, "Why aren't we achieving such tremendous success?"

The simple answer is that the common denominator for this level of success is having a dedicated dental team, all focused on a common, attainable goal.

And who better to speak about winning culture and winning teams than the GOAT himself?

Seven-time World Championship winner, New York Times bestselling author, and entrepreneurial mogul Tom Brady has garnered accolades on and off the field as a leader and expert in peak performance.

Brady has won 19 division titles, 7 World Championships, 3 football MVPs, and 3 first-team all-pro awards, all while pioneering a holistic approach to preparation, performance, and recovery. Brady's motivational book, *The TB12 Method: How to Achieve a Lifetime of Sustained Peak Performance*, has gone on to become a New York Times #1 bestseller.



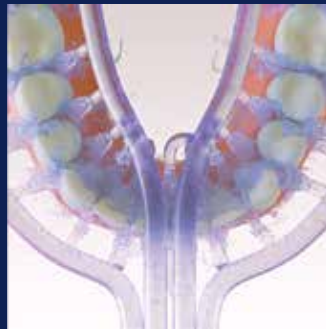
Tom Brady has won consistently, despite often working with different casts of players and personnel. Even after switching from Boston to Tampa Bay, working with different coaches, players, and management, he motivated his teammates to reach the playoffs all 3 years. Winning team, winning culture! ■



Scan here for
schedule and
registration.

Transform Your Patient's Oral Health In Just 7 Seconds A Day

Up To
60
Jets Placed
Interproximally



PERSONALIZED AND AUTOMATED AT-HOME ORAL CARE

Proclaim is the world's first and only custom-jet oral irrigator, that provides a **7 second deep cleaning** for daily use.

Utilizing an intraoral scan, we develop a custom mouthpiece with up to 60 jets targeted interproximally, **both lingual and buccal**, providing a consistent and effective 360 degree deep cleaning at the push of a button.

Published in Compendium, a peer-reviewed journal, Proclaim showed an **82%** reduction in gingival bleeding and a **41%** reduction in gingival inflammation.*

*Results shown from an independent 30 day clinical study conducted by Salus Research Inc. with 192 participants when comparing brushing and using Proclaim with brushing alone and brushing and flossing.

“One Of The
Biggest
Innovations
In Dentistry!”

Dr. Robert Eber
Clinical Professor

Director of Clinical Research
University of Michigan School of Dentistry

Diplomate and Past Chair
American Board of Periodontology

Case Reports

No Distractions, Just Extractions and Retraction

by Jeremy Kurtz, DDS



Dr. Jeremy Kurtz is a graduate of the University of Toronto School of Dentistry. He is a general dentist who maintains a unique private practice in Toronto that focuses exclusively on Invisalign and dental implant therapy. Dr. Kurtz is a guest lecturer at various Invisalign and implant study

clubs in Toronto. He is a Diamond Plus (previously called Top 1%) Invisalign GP provider and enjoys making his patients smile with Clear Aligner Therapy.

Sandra, a patient in her mid-20s, presented to our office.

She was not confident with her smile at all (**Figure 1**) and confided to me that she rarely smiled. She desperately wanted to straighten her teeth but really did not want to wear braces. She had consulted with multiple dental offices and orthodontists and been told by all that she was not a good candidate for Clear Aligner Therapy. After performing an iTero scan of her teeth and assessing her case, I looked her in the eyes and said, "You are a good candidate for Invisalign Clear Aligner Therapy. You will smile with confidence." Sandra looked at me in disbelief and started to cry.

I recognized this case as being a typical 4-bicuspid extraction, which with the correct planning can be treated well with Clear Aligner Therapy. There were, however, a few potential distractions—challenges specific to this case that needed some special consideration.

1. **Gingival tissue:** The gums in the anterior were quite edematous and inflamed. This was largely related to crowding and malocclusion of the teeth, which I was confident that aligning of the teeth and proper periodontal care could easily resolve.
2. **Lingual position of tooth #26:** Given the extreme lingual position of tooth #26, it might appear more prudent to remove this tooth instead of tooth #28.



Figure 1: pre-treatment. Note the inflamed gingiva, extreme lingual position of #26, severe mesial angulation of mandibular canines, and high position of maxillary canines.



FREE 6-PART CLASS

SAME DAY DENTISTRY MASTERCLASS

Watch Now on Demand

Learn the systems for providing convenient, same-day care to your dental patients.

Turn holes in the schedule into profitable production with this 6-part masterclass training from The Team Training Institute.

HOSTS **DR. JOHN MEIS &
WENDY BRIGGS**



Scan to Start Now

Access now at: www.TheTeamTrainingInstitute.com/SameDay

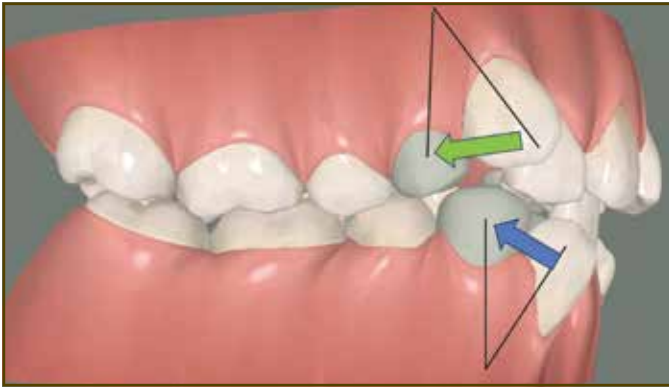


Figure 2a: uprighting of the canines is mostly a tipping movement.

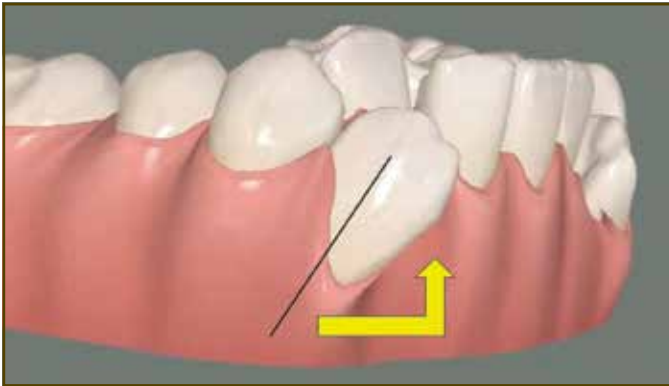


Figure 2b: extraction of tooth #26 would necessitate a very difficult movement for tooth #27.



Figure 3: G6 attachments used in extracting Sandra's first bicuspid.

3. **Severe mesial angulation of mandibular canines:** Would a clear aligner be able to upright and distalize these teeth simultaneously?
4. **High position of maxillary canines:** Extrusion is not the most predictable of clear aligner movements. Would I need to use auxiliary buttons and elastics to achieve these movements?

After using the ClinCheck treatment planning software to perform a closer digital analysis of the movements required and to compare multiple treatment plans, I came to the following conclusions:

- The mandibular canines, and in particular tooth #27, were very mesially inclined. If you draw a line along the long axis



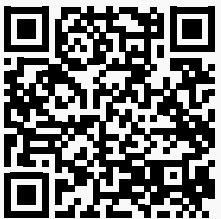
Figure 4: after 33 aligners but before Refinement.

of the tooth (**Figure 2a**), it is apparent that uprighting of this tooth is mostly a tipping movement. The plastic of the tray pushes the mesial surface of the tooth, and via relative extrusion the tooth will be moved upright and into the

Increase Your Production Per Hour by 20% or More.

Guaranteed.

Give us two days to help you restructure your inventory, resupply and support systems and we'll make you **20% more productive...** or you don't pay a dime.



Exclusive AACA Membership Discount

30% OFF Our Two-day, Onsite Program

Slots are limited. Book now, before our schedule fills up!

Scan the QR code or visit www.desergo.com/AACA for details.



E

DESIGN
ERGONOMICS INC.

We Design, Equip, and Train
the Nation's Most Successful Practices.

desired position (blue arrow). Minimal root distalization will be required.

- The same is true for the maxillary canines (green arrow), via relative extrusion and pushing of the plastic along the mesial surfaces of the teeth. All these movements are predictable and use the “pushing” forces inherent in clear aligner plastic.
- On the other hand, if tooth #26 were to be extracted (although from the occlusal view this may seem to be the ideal tactic), the root of #27 would need to move mesially and simultaneously rotate. The movements required are much more difficult, and the canine root would need to swing mesially and upright beyond the physical extent of the mandible (**Figure 2b, yellow arrow**).

Given these considerations, we chose to extract all 4 of Sandra’s first bicuspid. I used G6 Posterior Open Bite Prevention Attachments designed for optimized retraction and anchorage in first-bicuspid extractions (**Figure 3**).

Thirty-three trays and 9 months later (10 days wear time at first, later shortened to 7 days), Sandra’s teeth were well on their way (**Figure 4**).

I ordered a Refinement, mostly to close residual spaces and solidify Sandra’s occlusion. After a set of 28 Refinement trays over 7 months (7 days’ wear each), the patient was on cloud 9 and smiling confidently (**Figure 5**).

Sandra said we literally changed her life!

In summary, here are the stats:

- 61 trays
- 16 months
- 4 bicuspid extractions
- 1 very proud dentist
- 1 extremely happy and confidently smiling patient
- No distractions, just extractions and retraction! ■



Figure 5: post-treatment..



**REINGAGE
TEAM RETREAT**
#WHYNOTUS?

JULY 17-19, 2024 | WYNN HOTEL LAS VEGAS

**The AACA Annual Gallerite
Convention is now the
Reingage Team Retreat.**



**With Keynote Speaker
Tom Brady**

REGISTER TODAY!
www.aacaligners.com



AI is YOUR superpower to drive better patient understanding and increase production



18x ROI
In the first 3 months*

Help your patients see what you see and ensure consistency across your practice with AI.

Features

- ✓ FDA cleared for decay detection
- ✓ FDA cleared for calculus detection
- ✓ FDA cleared for bone level quantification
- ✓ Real-time AI analysis & annotations
- ✓ Precise, objective clinical findings
- ✓ Historical radiograph review
- ✓ Practice management system integration
- ✓ Best-in-class visualization



Scan to book your demo

Ask us about our special pricing for AACA members



Oh, the Places You Can Go, and the Things You Can Do!

by Richard Schmidt, BSc, DDS

The creative use of Clear Aligner Therapy can help correct common dental problems often encountered by clinicians. This article will discuss how dentists can handle 2 different restorative challenges, via clear aligner orthodontic treatment. Dr. Schmidt is a frequent contributor to this Journal, and has enhanced the lives of many patients with his clear aligner expertise.

Case 1: Restoring a short clinical crown

When a tooth loses occlusal tooth structure, either to wear or to caries, the tooth will usually undergo dento-alveolar eruption (DAE) to regain occlusal contact. If one were to restore the extruded molar in its pre-treatment position, one would create a very short clinical crown after the occlusal reduction (**Figure 1**). This would compromise the retention form of the crown. To reverse this movement, aligners are the appliance of choice for dento-alveolar intrusion (DAI).



Figure 1: tooth #19 presented with a short clinical crown due to a loss of occlusal tooth structure, caused by deep caries. Note how, after treatment, occlusal clearance was achieved through orthodontic intrusion rather than by reducing occlusal tooth structure during crown preparation. The gingival margin is now more even with the gingival margins of the cuspid and premolars, and, as a result, there is increased clinical crown height for the #19 crown.

Case 2: Phasing anterior restorative treatment

When a patient presents with anterior teeth that have shortened/worn incisal edges, trying to finalize a proper occlusion can be challenging. Therefore, prior to detailing the anterior guidance with additional aligners, we restored the worn incisal edges of the anterior teeth with resin restorations (**Figure 2**). We then scanned the teeth and ordered additional aligners. To provide retention for the teeth in their current position during the planning of the next ClinCheck, the last existing aligner was modified to seat over the top of the newly restored incisal edges. ■



Figure 2: the worn incisal edges of the anterior teeth were restored with resin restorations, and the teeth were then scanned and additional aligners ordered.



After practicing general dentistry with his wife, Dr. Tamara Sosath, for over 30 years, Dr. Richard Schmidt is now retired, but continues to teach and devote his time and energies to make the world of dentistry a better place for dentists and patients.



ANDA U MEDICAL



Are you ready to Go Ergo? We've got your back!

Reach out to use for special AACA Member Pricing
on our Ergo Loupes and Lights





REINGAGE TEAM RETREAT

#WHYNOTUS?

2024 Reingage Team Retreat Schedule

Wednesday July 17th

- 11:30 am Registration Opens
- 12:00 pm–2:00 pm Lunch
- 12:00 pm–3:00 pm Exhibit Hall Opens
- 4:00 pm–5:30 pm Opening Session & Award Ceremony
- 5:30 pm–7:30 pm Welcome Reception & Exhibit Hall Reopens

9:00 pm–TBD
 Amazing Race:
 Las Vegas Edition!



Thursday July 18th

- 6:30 am–8:00 am Breakfast
- 6:30 am–7:00 pm Exhibit Hall Opens
- 8:00 am–12:00 pm Clinical Modules:
 - Dental Assistant Track
 - Hygienist Track
 - Office Manager Track
- Doctor Track:
 - Ortho Cosmetic Restorative: Dr. Sheena Sood & Friends
 - Tips, Tricks, Techniques, & Troubleshooting: Dr. Michele Ranta & Friends
 - Vitaly’s Way: Dr. Vitaly Gantman
- 12:00 pm–1:00 pm Lunch
- 1:30 pm–2:30 pm AACA Presents: The Next Big Thing

2:30 pm–3:30 pm Keynote Speaker: Tom Brady

3:30 pm–5:30 pm Shareholder Meeting: Backed By Dentists

7:00 pm–9:30 pm Sphere Experience: Las Vegas’s Hottest New Attraction



Friday July 19th

- 6:30 am–8:00 am Breakfast
- 6:30 am–12:00 pm Exhibit Hall Opens
- 8:00 am–10:00 am HANDS-ON Breakouts
- Dental Assistant: Scanning
 - Hygiene: Case Scenarios, Discussion, & Scripting
 - Office Manager: Leadership 101
- Doctor:
- ClinCheck 3D Controls & Plan Editor: Dr. Christina Blacher
 - Smile Architect: Dr. Sheena Sood
 - Virtual Care: Kylee Barnett
- 10:00 am–12:00 pm Team Brainstorms & Goal Setting
- Learning Love Languages
 - What Would Galler Do?: Dealing with Complex Patients and Situations
 - Why Not Us? RTR Review, Action Plans, & Goals
- 12:00 pm Retreat Ends

Gallerite Bonus Workshops

- 2:00 pm–6:00 pm Bonus Workshops *(Separate Registration Required)*
- Fotona: Hands-On Light Walker
 - Katie To: Advanced Cosmetic Injection Molding
 - Team Training Institute: Reaching Peak Performance as a Team



go next level

With Keynote Speaker Tom Brady

Practice Management

How to Compete With Insane Wages in Your Area

by Chelsea Mortell Petisme, DMD, FAACA



Dr. Chelsea Mortell Petisme graduated from OHSU School of Dentistry in 2012. Born and raised in the Seattle area, she is now a general practitioner in Kirkland, Washington. Chelsea has owned as many as 6 offices at once with multiple associates over the last 11 years. Since taking Reingage

in 2017, Chelsea has become a Platinum Invisalign provider. She is also an AACA Align speaker, AACA Seattle Study Club member, AACA board member and KOL, Fellow of the AACA, and ClinCheck Cowboy.

She resides in Kenmore, Washington, with her husband and office CFO Vince, kids Georgiana (4) and Vince Jr. (2), and dogs Betty and Barney. Her passion is to make Invisalign profitable and simpler for the general practitioner through simplifying Invisalign workflow.

Recently, I was reading a proposed change by our dental board in Washington state. This proposed revision cited the economic impact of the proposed change, and calculated it, using what the board called “average wages in the state.” It was shared to a group text message of a local study club, where the members had a good laugh, because the dental board used numbers from 10 years ago.

As we all know, wages in the past 3 years, post-COVID, have risen astronomically. In my area near Seattle, average hygiene wages are 22% higher than they were 3 years ago. Dental assistants’ wages in my offices are 25% higher and candidates have zero experience, so we are training on the job. This probably comes as no surprise, as I hear of this same scenario happening across the country, not just in Washington state.

The real question here is, How do we compete with these crazy wages, and find employees that won’t job-hop for a dollar more an hour? It used to be that you could pay slightly above average and find experienced people whom you could retain long-term.

In our post-COVID world, people have no issue hopping from job to job to job. We as employers have fewer candidates for our positions and are tolerating employees that have no loyalty to their employers, us! In turn, we are having to join the insanity, poaching employees by offering additional compensation that is most likely above the market rate.

I have noticed that paying someone more (no matter how crazy the wage) does not mean getting a better employee. In fact, in a lot of circumstances, they are worse when we go so high on that wage. It’s as though the higher wage spoils the employee as an employee.

Friends without benefits

Robust packages, including 401(k) contributions, expensive medical insurance, high dental benefits, and endless vacation time, do not seem to factor into job-hopping over a rate. Lots of employees don’t even understand the value of these benefits. They tend to care less and less about a benefit package and more and more about an hourly rate. The best thing we can do as employers is to set an above-average rate of pay, minimize the additional benefits we are giving, and simplify bonus structures, making the wages package easier for employees to understand and to track.

Value your team members and tell them they are valued by you.

What else can we do to retain whom we have and attract good talent?

The next best way to compete in this high-wage market is to create value in the “team” in the office. What you say, or don’t say, matters. Value your team members and tell them they are valued by you. In theory this sounds simple, but this becomes much harder when you manage 5 or 10 (or 15 or 20) employees, including associate doctors, front desk people, assistants, and hygienists. You are the leader of the business and need to be

Aspro dental

Start your new chapter with a new practice management software that has everything your modern practice needs

The switch to Aspro dental has been a game-changer for us! The all-in-one cloud based software has an incredibly intuitive user-interface, and it has allowed us to streamline our workflows and communication between the front and back office teams. On top of that, the relationship we have been able to develop with their highly responsive and supportive customer service team has been second-to-none. We treat our patients as family at our office, and Aspro has extended that same level of service to us.



DR. LINDSAY COSTANTINO
UCLA School of Dentistry continuing lecturer, AACA member

Aspro dental was designed by a dentist for dentists. I was able to cancel many subscription services (appointment reminders, texting, payment plan billing, anywhere access to our schedule, prescription orders, etc) and have all of these features easily accessible in one easy-to-use dental charting system. The software just makes sense and their service is top notch.



DR. ADRIANN HOOKS
Invisalign Diamond level provider, AACA member, Align faculty

Consents
Patient intake
Health history
Treatment plans
Statements

Electronic forms

More convenient for patients and faster for the office team.

Integrated texting for easy patient communication

Text & picture messaging

Messages are automatically saved into patients' charts for easy record keeping.



Automatic reminders

Eliminate busywork by automating appointment and hygiene reminders via text and email.



X-rays on the cloud

Cloud access to x-rays, images, and CBCT scans opens the door to mobile and tele-dentistry.

chipped tooth

Odontogram
Perio measurements
Treatment plan
Progress notes
X-rays

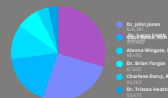
One-page clinical chart

Appointments are more efficient with 1 clinical page and fully searchable notes.



Electronic prescriptions

Send prescriptions directly to the patient's pharmacy of choice.



Reports at a glance

See the practice metrics immediately without closing out the day.



Subscriptions & online payments

Online statements and payments posted directly into the patient's ledger.

AACA Special



6 MONTHS FREE
DATA CONVERSION AVAILABLE FOR \$3,500

WWW.ASPRODENTAL.COM/AACA
OFFER ENDS 3/31/2024

**\$4,680
VALUE**

aware of who is doing or not doing their job and who's picking on whom, on a day-to-day basis. And leading people is not where it ends; you also need to be prepared to have a random flood or compressor go down, while triaging and treating patients. Easy, right?

Loyalty needn't be obsolete

For a lot of us, valuing the team is what drops off first amid the chaos, and we miss valuing the team in a way that retains the team member. If your team culture and sense of "team" aren't there, then your team members have no reason beyond the wage to be there. It's just another 9-to-5 job that they can change for \$1 more per hour. The value that team members feel, and the feeling that they're a part of the family, is why they stay. In some instances, if the culture and value are strong, maybe they'll even stay for \$1 per hour less than what the doctor down the street is offering.

I strongly encourage all of you to start with finding the **Why** in the business. Have a team meeting to build a team mission statement together. Guide them to a vision of where your office is going and where you want to be 6 months, 1 year, and 5 years from now. Team members who are part of a mission are more likely to stay with you. If they feel you are accomplishing something as a team, they are more likely to stay with you. Include your team members in this team mission statement and make them feel that they are a part of something bigger.

Get creative, too! Hire for personality. Hire the kid in your practice who isn't going to college and doesn't know what his or her next move is in life. In most states you can train this person on the job. He or she can be your next assistant or front desk person. Build for the long term, and maybe this person will eventually become your next hygienist or your next associate. Treat them well and foster their growth. This could pay dividends in the long run.

The family that plays together

Take time for positivity sharing and team-building activities. Outside-the-office activities help build culture and relationships. Some examples are axe throwing (not one-on-one), escape rooms, happy hours after work, fancy dinners or casual evenings (depending on your team), wine and paint nights, bead parties, cooking classes, renting out a movie theater, and/or attending sporting events as a team—Go Mariners! These are all fun, engaging team-building activities that allow teams to thrive together when they happen. We tend to do these activities during the holidays but forget about them the rest of the year. We get busy with our lives and don't make time for team activities.

If cost is a concern, there are ways to make a team activity cost effective, so you can do them more frequently. I used to work as an associate at an office where they had crafting and cooking parties. The owner doctor would pay for the craft activity, but all the team members pot lucked and brought food and beverages. You can pick an off-peak time for these activities too, which can cost less.

We can get creative and find ways to cut fat, but we can't always avoid expensive salaries. Still, the payroll challenge will eventually stabilize, and we all will be able to go back to not paying the extreme top of the market for employees. Eventually, there will be ample competition and candidates for positions, and we will have more choices for whom we want to hire. In the meantime, we need to be smarter in how we build our teams. The best part of this is that what we do now will make us stronger as teams and will make the time we spend in the office together more enjoyable. We will develop more as leaders and be stronger in the end. ■



Local Study Clubs

Improve your clinical and practice management skills at your monthly AACA-hosted dental study club. Each meeting features a 2-hour CE course and includes dinner. Visit aocaligners.com to join YOUR local group for a year of meetings and 24 CE credits.

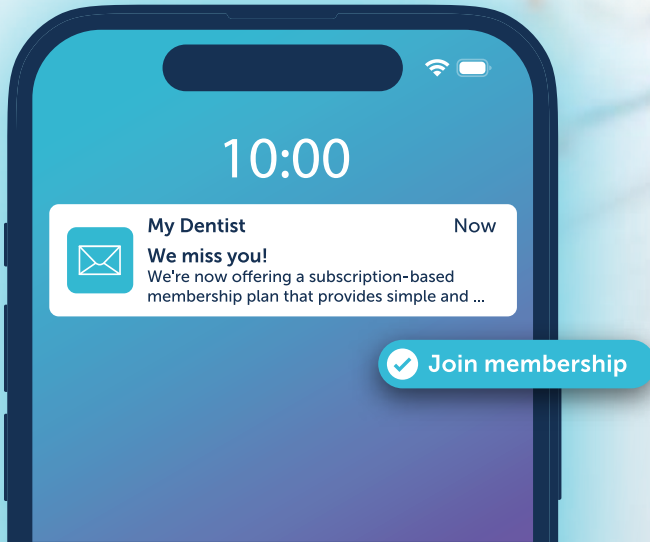


American Academy of Clear Aligners
Nationally Approved PACE Program Provider
for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
10/1/2023 to 9/30/2026.
Provider ID# 350507





A Proud AACA Partner



Deliver **High-Quality, Patient Focused Care** with Kleer

Kleer is the subscription-based membership platform you need to provide an easy solution for offering dental coverage directly to patients.

From helping in-network providers transition to fee-for-service to reducing barriers to care, membership plans work to support the performance and profitability of your practice.

Patient Visits

+100%

Gain and retain new patients with an annual plan that guarantees reappointments, case acceptance, and revenue.

Treatment Acceptance

+145%

With preventive care included, patients will consistently book — and keep — their hygiene appointments.

Production

+172%

Subscription payments and an increase in treatment acceptance will drive production significantly higher.

AACA members receive exclusive savings!

Visit kleer.com/partner/aaca to get started!



New Technologies

Enhancing Patient Experience Through Digital Dentistry

by Kamile Lim, DDS, and Nashwa Aziz Elrashidy, DDS

Abstract

This article explores the transformative impact of digital dentistry on diagnosis, treatment planning, and patient care. Intraoral scanning technology proves superior in comfort, accuracy, and efficiency compared to traditional methods. Digital work-ups and 3D imaging enable informed discussions between dentists and patients, fostering collaboration and

reducing anxiety. Patient engagement and education are enhanced, leading to increased compliance. Clinical case studies emphasize improved treatment outcomes while underscoring the long-term cost-effectiveness of digital dentistry. The integration of artificial intelligence holds promise for further advancements. Embracing digital dentistry is essential for optimal care and positive patient experiences in the evolving landscape of oral health care.



Dr. Kamile Lim earned a BS in biology with a business management minor at University of the Pacific in Stockton, California. She then attended Pacific's Arthur A. Dugoni School of Dentistry, earning her DDS in 2014 with awards of excellence in implant dentistry and community service. Dr. Lim

has provided free dental care at CDA Cares events and the Berkeley Free Clinic and has participated in a dental mission trip to rural Jamaica. She is currently a co-owner and dentist at the Diablo Dental Group in Danville, California.

The advent of digital dentistry has marked a paradigm shift in the way dental professionals approach diagnosis, treatment planning, and patient care. Traditional methods, involving physical impressions and conventional radiographs, are gradually being replaced by digital scans and work-ups, offering numerous benefits to both practitioners and patients and significantly transforming the patient experience.

Digital scans in dentistry

Intraoral scanning technology

Intraoral scanners have revolutionized the process of acquiring accurate digital impressions, eliminating the discomfort associated with traditional impression materials. The precision and speed of intraoral scans contribute to a more comfortable patient experience, fostering a positive perception of dental visits. In our own experience, digital scanning has set us apart from other practices as a cutting-edge, modern dental office.

A 2021 systematic review by Christopoulou et al.¹ demonstrated that intraoral scanners lead to more positive feelings regarding smell, taste, sound, vibration, nausea, and queasiness. Comfort assessment is mostly favorable compared to conventional techniques. Goff² (2016) emphasized that intraoral scanners improve data and information, eliminate poor impressions, and deliver excellent restorations to patients in a quicker, more comfortable fashion. For patients who present with a gag reflex, the scan has been helpful in capturing more accurate information.

Another scenario where we have seen the aid of the scanner is with patients who have bridges, as there is no fear of the impression locking in under the bridge. Digital scans can be used not only for making restorative procedures easier but also



Dr. Nashwa Aziz Elrashidy attended Michigan State University in 2006 and earned a BS in nutritional science. She then attended the University of Detroit Mercy School of Dentistry, where she graduated with honors in 2010. In 2011, she completed a General Practice Residency at Advocate

Illinois Masonic Medical Center in Chicago. Some of her most unique experiences there included performing full-mouth dental rehabilitation on pediatric and special needs patients in the operating room, and providing care to underserved neighborhoods. Dr. Aziz is currently a co-owner and dentist at the Diablo Dental Group in Danville, California.

ENERGIZE YOUR PRACTICE

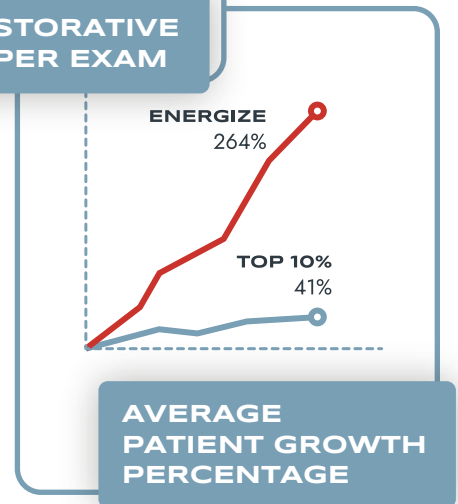
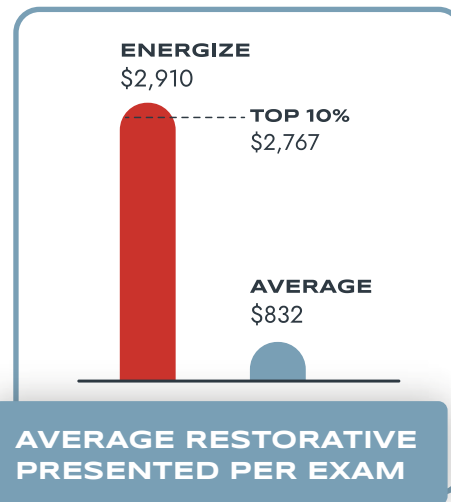


“Energize helped us to grow and increase our productivity rapidly... The return has been exponential for us!”

- Dr. Ryan Ross
Grand Avenue Dental Care

AACA EXCLUSIVE OFFER

Six months free Advanced SEO and Organic Social Media when you sign up for six months of Paid Social Media Marketing.



CERTIFIED BY
 dental intelligence



for new-patient initial scans to establish a baseline record. The digital scanner provides a wow factor during the new-patient visit and allows the practitioner to use the scan as a teaching tool for the patient.

Building on this, a 2020 study by Rapone et al.³ found that intraoral scanning systems improve diagnostic efficacy, save time, reduce patient discomfort, and simplify clinical procedures. The study underscored the positive impact of intraoral scans on various aspects of dental practice, supporting the notion that digital scans significantly enhance the overall patient experience.

Accuracy and efficiency

Digital scans provide unparalleled accuracy in capturing intraoral details, reducing the likelihood of errors associated with conventional impressions. The efficiency of digital scanning not only saves chair time but also enhances the overall patient experience by minimizing discomfort and expediting the treatment planning process.

Supporting this, a 2022 study by Lo Giudice et al.⁴ showed that open-source software in intraoral scanners improves precision to $98.8\% \pm 1.4\%$, enhancing patient follow-up and prosthesis application in dental practice. This research reinforces the thesis by highlighting the precision achievable through digital scans, thus emphasizing their positive impact on patient care.

Digital work-ups and treatment planning

3D imaging and treatment simulation

Digital dentistry enables the creation of detailed 3D models of patients' oral structures, facilitating a comprehensive understanding of anatomical complexities. Treatment simulations, based on these digital work-ups, allow for a more informed discussion between the dentist and the patient, fostering a collaborative approach to treatment planning.

Improved communication

Digital work-ups serve as a visual aid in communicating treatment plans to patients. The ability to present 3D models and simulations enhances patient comprehension, promoting informed decision-making and reducing anxiety associated with uncertainty about proposed procedures.

Patient engagement and education

Digital dentistry provides a platform for interactive patient education, empowering individuals to actively participate in their oral health management. Through digital work-ups and educational software, patients gain a better understanding of their dental conditions and treatment options, leading to increased engagement and compliance.

Informed consent and shared decision-making

Digital scans and work-ups contribute to a transparent informed-consent process, as patients can visually comprehend the proposed treatments. Shared decision-making is facilitated, establishing a collaborative relationship between patients and dentists, which is fundamental to a positive patient experience.

Case studies and clinical outcomes

Clinical efficacy of digital dentistry

Many case studies point to the clinical efficacy of digital scans and work-ups in improving treatment outcomes. The precision afforded by digital technologies results in better-fitting restorations, increased longevity of prosthetic devices, and overall enhanced patient satisfaction.

Long-term benefits and cost-effectiveness

Digital dentistry, despite initial investment costs, proves to be cost-effective in the long run. The improved accuracy of digital scans reduces the need for remakes and adjustments, minimizing chair time and expenses associated with traditional techniques. The long-term benefits contribute to a positive economic aspect of the patient experience.

Challenges and future directions

Technological challenges

Despite the myriad advantages, digital dentistry faces technological challenges such as software compatibility issues, data security concerns, and the need for continuous updates. Addressing these challenges is crucial to maintaining the reliability and security of digital systems.

Integration of artificial intelligence

The integration of artificial intelligence (AI) in digital dentistry holds promising prospects for further improving patient experiences. AI algorithms can enhance diagnostic accuracy, streamline treatment planning, and personalize patient care, marking the next frontier in the evolution of digital dentistry.

Conclusion

In conclusion, the integration of digital scans and work-ups in dentistry represents a transformative leap toward enhancing the patient experience. From improved diagnostic accuracy to enhanced patient education and engagement, digital dentistry offers a comprehensive solution to the challenges of traditional practices. As technology continues to evolve, it is imperative for dental professionals to embrace these advancements to provide optimal care and foster positive patient experiences. This academic exploration contributes to the ongoing dialogue surrounding the role of digital dentistry in shaping the future of oral health care. ■

References

1. Christopoulou I, Kaklamanos EG, Makrygiannakis MA, Bitsanis I, Tsolakis A. Patient-reported experiences and preferences with intraoral scanners: a systematic review. *Eur J Orthod*. 2022 Jan;44(1):56-65. doi:10.1093/ejo/cjab027.
2. Goff S. Scanning your way to new efficiencies. *Dental Products Report*. October 5, 2016. Available at: <http://www.dentalproductsreport.com/view/scanning-your-way-new-efficiencies>. Accessed December 19, 2023.
3. Rapone B, Palmisano C, Ferrara E, Di Venere D, Albanese G, Corsalini M. The Accuracy of Three Intraoral Scanners in the Oral Environment with and without Saliva: A Comparative Study. *Appl Sci*. 2020;10(21):7762. doi:10.3390/app10217762.
4. Lo Giudice R, Galletti C, Tribst JPM, et al. In Vivo Analysis of Intraoral Scanner Precision Using Open-Source 3D Software. *Prosthesis*. 2022;4(4):554-563. doi:10.3390/prosthesis4040045

Fotona[®]

Ultra Performance Lasers[™]

Grow Your Practice With Laser Aesthetics

LIPLASE[™]

- ✓ Fuller, smoother lips
- ✓ Stimulates collagen production
- ✓ No injectables

SMOOTHLASE[™]

- ✓ Reduce the appearance of wrinkles
- ✓ Natural tightening and toning
- ✓ No fillers or toxins



Courtesy of Dr. Harvey Shiffman



Courtesy of Dr. Harvey Shiffman



Unlock the secrets to how you can elevate your practice with our groundbreaking **LipLase[™]** and **SmoothLase[™]** treatments by scanning the QR code!

Jack's Corner



by Jack Von Bulow, DDS

Small Happenings

So I remember being young **and** looking forward to *60 Minutes* every Sunday night at 7 pm, right after NFL football (except on the West Coast). And I can't say I don't appreciate the chance to show off my loong-term memory. I'm 100% sure I was/remain nerdy enough to relish Mike Wallace grilling the likes of the Ayatollah, Nixon, Putin, and a few more. If Wallace were still a part of the *60 Minutes* team, I'm sure I'd be fantasizing Mike interrogating USC football's all-too-present "Defensive Coordinator" as well as any/all perpetrators of do-it-yourself dentistry.

Thing is, consistently, my favorite part of the show arrived near the end of the hour when old-school curmudgeon Andy Rooney would share some interesting and frequently irreverent thoughts. To this day, I still love Andy Rooney quotes, stuff like "The average dog is a nicer person than the average person," or "I don't know anything offhand that mystifies Americans more than the cotton they put in pill bottles," or the 50-50-90 Rule: "Any time you have a 50-50 chance of getting something right, there's a 90% probability you'll get it wrong."

Imaginary friend

The Andy Rooney worship got to the point where I'd do imaginary interviews with Andy across the street from my office at El Pollo Loco and publish the pieces for local newspapers. I interviewed Rooney regarding Coach Pete Carroll, Clint Eastwood interviewing a chair at the Republican convention, former USC Athletic Director Mike Garrett, and former President Donald J. Trump. And it's awesome interviewing someone you admire about people you really like (or not) when you get to create the questions **and** the answers. And there are some fond memories of cashier La Polla Loca attempting to force senior discounts on me and my Pollo Bowl when I wasn't even close to being old enough to qualify.

These days, I search for quotes Monday through Friday. I started the quote thing back when our dental practice first returned from being closed by COVID-19 health precautions. I first used the quotes to get me out of my own 4 am negative, pessimistic way. Then, during our morning huddle, I noticed I was suddenly surrounded by zombies, so I made the huddle a play-for-pay

money game. With liberal use of clues, one team member was gonna win 10 bucks. If the 24-second clock expired, the 10 bucks would roll over. I saw energy levels soar. Since I was surrounded by youngsters who maybe had been forced to watch *60 Minutes* when they were little, just as I'd been forced to watch Lawrence Welk on Saturday nights, my team began to transform into *60 Minutes*/Andy Rooney old souls.

"I've learned that it's those small daily happenings that make life so spectacular."

Eager to serve

Somehow, I became a board member for the most productive Invisalign providing group on the globe, the American Academy of Clear Aligners (AACA). When the organization outgrew our original board status for presidents of individual subgroups, we former presidents were asked for our functional grounds for continued board standing. As time went on, I volunteered to help with the journal and write a quarterly commentary...and supply daily quotes. Eventually I augmented the quotes with my video commentary on them (view at your own risk).

Today's quote came straight outta my Andy Rooney library. The quote: "I've learned that it's those small daily happenings that make life so spectacular." And what I've learned from experience was once again confirmed by Rooney's wisdom. Since I sold my dental practice a year or so ago, one of those small daily happenings now consumes around 2½ hours of my life, and love, per day. And there are some little silly things, like high-fiving my authentic Ranch Cucamonga Quakes bobblehead version of mascot dinosaur Tremor after flipping a "Be Badass" coin given to me by a 3-year-old, just before taking my blood pressure every morning. But there's more.

So, anyone who's ever seen my organic chemistry lab notebook, or the top of my dental school mobile cabinet, wouldn't be shocked when I confess that being organized hasn't historically



Missed calls no longer mean missed opportunities!



Gain deeper insights into patient calls for both inbound and outbound calling and enhance the experience for both your staff and patients!

www.peerlogic.com/aaca/



Schedule a Demo!

been one of my strengths. But when I'm not being delusional or over-the-top creative, at least reality hasn't totally left my room (especially after I invested thousands asking for stuff like coaching and 360-degree reviews—okay, counseling would've helped too).

Catching the worm

I would arrive at work 2 hours early every morning. And yeah, I loved the peace and quiet. And I appreciated my clear conscience when the morning huddle arrived and I'd made every effort to avoid surprises...for my team, the patients, and me.

But driving in early, having already recited my litany of things I'm grateful for, I couldn't ignore the beauty of what I saw while gliding down California Avenue just west of Cal Tech. I saw

people walking, reading, engaging, and having a cup of coffee. I dreamed that one day, I could pledge that club unopposed.

When family, friends, patients, or colleagues used to tell me they were busier now than ever before, my thoughts would go to Pinocchio, sodium pentothal, and the former president. But now I know and agree.

These days, half of my morning is non-negotiable. Some may think that walking out into the dark of morning, being greeted by name, having a Havana Cappuccino, and cracking open an Italian mystery novel, and then taking a circuitous hike back through a neighborhood you'd drive through just to get a glimpse when you were a kid, doesn't sound that special. All I got is something else it took a while for me to learn. Don't know about Andy on this one, but I'll just agree to disagree. ■

go nnext level



With Keynote Speaker Tom Brady



JULY 17-19, 2024 | WYNN HOTEL LAS VEGAS

**The AACA Annual Gallerite Convention
is now the Reingage Team Retreat.**

Competition is fierce in the market. Only the best dental teams can effectively work together. Learn how it's done from the top offices in North America. This ultimate retreat experience will bond your team, create a better workflow, and fuel the growth of your practice.

REGISTER TODAY!
www.aacaligners.com

pul[®]

Jannet Ly

Registered Dental Assistant
Cofounder, PUL



**Clear Aligner Tools and Accessories
for a Better Patient Experience**



**Exclusive
20% off discount
for ACA members:
Use promo code
AACA20**

3 Ways to Shop:

- Scan the QR Code
- Visit thepultool.com/shop-aca
- Call 415-787-0785, 9am - 6pm PST



**Does someone in your office
spend hours opening mail
and posting EOBs?**



Instant, *automatic* insurance posting.

“Don’t be stupid. It’s a no brainer.” – Dr. Galler





Prophy-Plus™ System: Add 568 More Teeth Whitening a Year!

Dr. Ullery's new practice is already generating growth with the new Prophy-Plus™ solution. It's only 20 minutes, Pain Free, & No Prep Time.

- ✓ Smile Perfected's minimal investment allows you to offer an affordable teeth whitening solution to your patients at a competitive price.
- ✓ We will ensure your team's success with an online education session. They will know how to use the Prophy-Plus™ system.
- ✓ Learning is doing! Your whole team will try it for free, so they can feel confident recommending it to their patients.



Dr. Sahar Ullery 
Smile Perfected Provider & AACA Member

"We started presenting Smile Perfected to patients who are hesitant to cosmetics because it has health benefits, and the science proves that! After they have had a cleaning and gotten all the bacteria out of their gums, they can now add a desensitizer, a fluoride treatment, an anti-bacterial for your gums, and oh by the way... It WHITENS!! Most patients are like "Sign me up!!"



Contact us
877-624-6674
Khartman@SmilePerfected.com



 **Ask About Our Special AACA Members Only Savings** 



REINGAGE PART ONE

LAS VEGAS | Wynn Hotel

Registration Fee: \$4,195

2024 DATES

February 26th-27th (Monday-Tuesday)

Sunday 25th: Travel
Monday 26th: 8 am-5 pm
Tuesday 27th: 8 am-4 pm

March 14th-15th (Thursday-Friday)

Wednesday 13th: Travel
Thursday 14th: 8 am-5 pm
Friday 15th: 8 am-4 pm

April 11th-12th (Thursday-Friday)

Wednesday 10th: Travel
Thursday 11th: 8 am-5 pm
Friday 12th: 8 am-4 pm

May 6th-7th (Monday-Tuesday)

Sunday 5th: Travel
Monday 6th: 8 am-5 pm
Tuesday 7th: 8 am-4 pm



PACE
ACADEMY of
GENERAL DENTISTRY
PROGRAM APPROVAL
FOR CONTINUING
EDUCATION

American Academy of Clear Aligners
Nationally Approved PACE Program Provider
for FAGD/MAGD credit. Approval does not imply
acceptance by any regulatory authority or AGD
endorsement. 10/1/2023 to 9/30/2026.
Provider ID# 350507

SPEAKER

- Dr. David Galler

INCLUDES

- 2 Nights at the Wynn Hotel
- 15 hr CE AGD APPROVED

SCAN HERE
FOR
FULL SCHEDULE
& REGISTRATION





MEDICAL INCENTIVE ADVISORS

Helping Medical Professionals
Claim R&D and Employee
Retention Tax Credits.

Medical Incentive Advisors specializes in helping medical professionals capture the most lucrative dollar-for-dollar tax credits in the country.

CASE STUDIES

R & D ALASKA DENTAL PRACTICE

Practice with 26 employees recovered **\$175,000** for the years 2018, 2019, 2020, and 2021.

E R T TEXAS DENTAL OFFICE

The office consisted of 85 employees and recovered over **\$1.2MM** for the years 2020 and 2021.

C R E D ILLINOIS DENTAL OFFICE

Company with 43 employees recovered **\$123,000** for the years 2010, 2020, and 2021.

C R E D CALIFORNIA DENTAL OFFICE

The firm consisted of 8 employees and recovered **\$105,000** for 2020 and 2021.

I T S CALIFORNIA OPTOMETRY PRACTICE

Practice with 39 employees recovered **\$180,000** for the years 2018, 2019, and 2020.

I T S WASHINGTON DENTAL OFFICE

The company consisted of 10 employees and recovered **\$173,000** for 2020 and 2021.



[medicalincentiveadvisors.com](https://www.medicalincentiveadvisors.com)

PHONE
713.819.2084

EMAIL
corbin@medicalincentiveadvisors.com

REINGAGE PART TWO

LAS VEGAS | Wynn Hotel

Registration Fee: \$3,995
Prerequisite: Reingage Part 1


AMERICAN ACADEMY of
CLEAR ALIGNERS

SPEAKERS

- BIOCLEAR
- Dr. David Galler
- Dr. Michele Ranta

INCLUDES

- 2 Nights at the Wynn Hotel
- 15 hr CE AGD APPROVED



SCAN HERE
FOR
FULL SCHEDULE
& REGISTRATION

2024 DATES

February 29th-March 1st (SOLD OUT)

Wednesday 28th: Travel
Thursday 29th: 8 am-5 pm
Friday 1st: 8 am-4 pm

April 8th-9th (Monday-Tuesday)

Sunday 7th: Travel
Monday 8th: 8 am-5 pm
Tuesday 9th: 8 am-4 pm

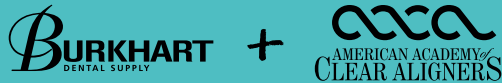
May 9th-10th (Thursday-Friday)

Wednesday 8th: Travel
Thursday 9th: 8 am-5 pm
Friday 10th: 8 am-4 pm



PACE
ACADEMY of
GENERAL DENTISTRY
PROGRAM APPROVAL
FOR CONTINUING
EDUCATION

American Academy of Clear Aligners
Nationally Approved PACE Program Provider
for FAGD/MAGD credit. Approval does not imply
acceptance by any regulatory authority or AGD
endorsement. 10/1/2023 to 9/30/2026.
Provider ID# 350507



Special Discounts For AACAA Clients

Burkhart Dental Supply has been committed to the success of every client for more than 134 years. As a privately-held family company for five generations, Burkhart has grown to be a full-service supplier to more than 7,000 clients throughout the U.S.

Through our partnership with the AACAA, members receive

17%-19% Off

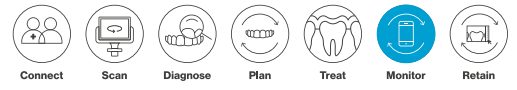
catalog pricing on all merchandise items with the following vendor partners:

- Accutron
- Air Techniques
- Centrix
- Coltene
- Crosstex
- Dash
- DentalEZ
- DMG America
- GC America
- Hager Worldwide
- Halyard
- HuFriedyGroup
- IDS
- Integra Lifesciences
- Keystone Industries
- Kulzer
- Kuraray America
- Medicom
- Microcopy
- Nordent
- Palmero
- Paradise Dental
- Porter
- Premier
- Ramvac
- Richmond
- S.S. White
- SDI
- Shofu Dental
- Spring Health
- SPS Medical
- Star Dental
- Sunstar-Butler
- Vista
- Zest

Burkhart is an organization that values the relationships we build with our clients. Our goal is to provide an exceptional client experience during every interaction with a Burkhart associate. We look forward to working with you.

Please Contact our AACAA specialist, *Janet Meyers*
to Set Up an Account and Place Orders

253.212.4845 | JMeyers@BurkhartDental.com | BurkhartDental.com



invis is enhanced treatment monitoring.

Invisalign® Virtual Care AI – your virtual patient monitoring solution.

Clinically monitor patients' progress remotely in between office visits to ensure treatment stays on track.

Now available with **Invisalign™ Lens** for easy patient photo capture. The Invisalign Lens enhances the patient experience with a simplified workflow and enables more reliable camera positioning for tooth visibility.

➤ **Get started with Invisalign Virtual Care AI today.**
Scan the QR code to learn more.

