AACD member dentists can now accommodate patients who in the past have passed up cosmetic dentistry treatment because they couldn’t pay for it.

The American Academy of Cosmetic Dentistry (AACD) has partnered with SimplePay, a patient-financing provider that offers services with no required credit checks and 0 percent interest. These features make SimplePay an excellent supplement to other patient-financing options dentists already use.

SimplePay is a financing option unlike any other, designed to help your practice reach its full potential and to offer your patients a feasible path to treatment. Normally $199 per month, AACD member dentists can now receive this benefit for free. This means with SimplePay, AACD member dentists can increase their case acceptance while helping patients get the smiles of their dreams.

Another benefit of SimplePay is that even if a patient misses a payment, the dentist still gets paid.

“One of the best things about SimplePay is that we can provide a competitive edge to the dental office,” said Shaleen Shah, SimplePay CEO. “We recognize that we can make a great impact to the cosmetic dental office’s bottom line by helping patients afford the treatments and say ‘yes’ to recommended care.”

According to AACD’s 2013 State of the Cosmetic Dentistry Industry Survey, all dentists who offered third-party financing reported the financing helped them get a “yes” from patients who sought dental treatment. Now, with SimplePay as an additional option for financing at no cost to AACD member dentists, more patients than ever will be able to say “yes.”
reception in the exhibit hall from 5:30 to 7 p.m. Pick up a glass of beer or wine or grab a soft drink as you make a last round of all the booths. The exhibit hall is open until 7 p.m. today, and then that is it until next year.

Have you gotten your tickets yet for the Celebration of Excellence Gala tonight? Lauded by organizers as “the formal social event of the conference,” you can expect food, entertainment, the Evy Awards ceremony and the inauguration of AACD’s next president.

Finally, let’s not forget about all of the educational opportunities for today. From the live dentistry sessions in the exhibit hall to hands-on courses, you’re sure to find something that interests you. For more details, including times and locations, make sure to pick up an on-site guide or download the AACD 2015 mobile app to your smartphone.

Find the silent auction in the exhibit hall to get an up-close look at all the items up for bid. The auction ends at 1:30 p.m. today. (Photo/Nirmala Singh, today Staff)
Scenes from the AACD

Want a good deal? Kettenbach has some show specials for you at booth No. 1249. (Photo/Nirmala Singh, today Staff)

Come find out what Excel Studios can do for you. These guys are at booth No. 1744. (Photo/Nirmala Singh, today Staff)

An attendee tries to capture a permanent reminder of one of the live dentistry sessions with his phone. (Photo/Jim Koepnick, koepnickphotography.com)

Have a question about something AACD? Stop by booth No. 1517 to get some answers. (Photo/Jim Koepnick, koepnickphotography.com)

In need of new dental telescopes? Stop by the Designs for Vision booth, No. 1613, to check out some options. (Photo/Nirmala Singh, today Staff)

Live dentistry sessions are being held all week in the exhibit hall. Catch one yourself today. (Photo/Jim Koepnick, koepnickphotography.com)

Want to learn more about implant case planning? The folks at Henry Schein, booth No. 1425, can help you out with that. (Photo/Nirmala Singh, today Staff)
You know how those days go — all morning long, it felt like you were struggling to keep on track with the schedule. Your team is frustrated because they haven’t had their full hour lunch more than one day a week in as long as they can remember.

You walked by the sterilization room 15 minutes ago, and it sure sounded like they were complaining to each other because you said to work in that emergency, and they were struggling to figure out how to pick up their kid from daycare on time. Again.

You want them to enjoy working here, but you have to be able to pay the bills. And your best assistant asked you again if she can have that raise you have been promising her. Don’t they understand?

Today will be another day of three chairs and patient after patient asking you questions about treatment, all eager to get started with getting their mouth fixed, but yet you still won’t see any of them show up on the schedule. They said they wanted to do the work, but for some reason, they never seem to come back and do it.

They say insurance doesn’t cover it, or they ask for a pre-determination. Too bad they don’t know the pre-determination doesn’t mean much.

Today, you have 27 patients on your schedule and will work your butt off and still not have a chance to pee. It looks like you should be able to be done by 5, but today will finish worse than yesterday.

It feels like half of your patients are crankier than you are, and your team isn’t really talking to you today, and you know when you get home, all you will want to do is go to sleep and wake up on Saturday — except it’s still Tuesday!

It doesn’t make sense — you have taken C.E. courses every time they come to town. The new insurance plan was supposed to make things easier. You bought a bunch of new equipment to save money on taxes — of course now you have to pay for it every month — but why does it seem like the harder you work, the further behind you get? There has to be a simple reason.

Well, it turns out there actually is — and it’s something that you learned when you were about 5! Do unto others. More specifically, build systems in your office so that you can treat your patients the way you would want to be treated — comprehensively and with exceptional information to make good decisions — and produce a consistent experience time after time.

While doing that, add exceptional care — esthetic adhesive excellence like you see in the journals. But how? Well, the answer happens to be the foundation that LVI was built upon — building the excellence in a patient-centered practice. And the programs at LVI have been teaching clinical excellence and communication and business systems for almost 20 years to help doctors do a better job of not only seeing the patient but, more importantly, connecting with them.

Two decades of not only communication but comprehensive diagnosis and clinical excellence. As a result, the doctors at LVI have a statistically higher professional satisfaction and income.

Isn’t it time you go find out what they are doing differently? Yes. Yes, it is — and congratulations on the journey you are about to start.

For more information on the Las Vegas Institute for Advanced Dental Studies, visit www.lviglobal.com.
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*Goods will be billed through Authorised Dealer. Free Goods shipped directly from DMG America. Offer available to attendees of AADCO and must be placed at the booth during exhibition days 5/6/15-5/8/15. May be discontinued at any time. Not to be combined with any other offer. Limit 2 per office.
‘Almost three years later, I continue to be impressed’

By Mayer Levitt, DMD, FAGD

Thirty months ago, I wrote a blog post (you can see it at blog.jodena.com) about a company called Six Month Smiles.

At that time, I was very enthused after attending a two-day course for general dentists that provided hands-on learning for short-term orthodontics (STO).

STO is defined as cosmetically focused orthodontic treatment performed in less than nine months with esthetic brackets and wires.

Five of my clients at that time attended the seminar with me, and all of them were thrilled. Since then, another 10 clients have attended the seminar with me, and always less expensive option to other bonding, veneers and more traditional crown and bridge or implants can be performed.

Visalys® Core is the first core build-up material from Kettenbach. The fluoride-containing, dual-curing composite was developed for the fabrication of radiopaque core build-ups and core fillings and for cementing root posts.

The product incorporates ACT, which is unique in the market. This enables the material to bond actively with all common light-curing and dual-curing, single-step and multi-step adhesives, without an additional activator. The advantage for users is that it allows them to use the bonding agent they are used to — no matter whether it is a light-curing or dual-curing, a single- or multi-bottle system.

A firm foundation

According to the company, Visalys Core ensures easy and reliable handling with excellent positional stability. At the same time, it exhibits good flowability and low extrusion force.

The excellent compressive strength results in a stable monoblock and a secure bond.

Optional light-curing allows the procedure to be continued immediately, according to the company, and reliable self-curing provides for dependable strength even on the cavity floor and in root canals. Excellent polishing characteristics ensure precise preparation; even without light-curing, the smear layer is minimal. The product is also free of bisphenol A and its derivates.

Visalys Core is available in dentin and white shades in a 5 ml double syringe and in a 25 ml cartridge. For detailed information about Visalys Core, visit the Kettenbach website at www.kettenbachusa.com.

About Kettenbach LP

Kettenbach LP (Huntington Beach, Calif.) is the exclusive U.S. distributor for Kettenbach GmbH & Co. KG (Eschenburg, Germany). Founded by August Kettenbach in 1944, Kettenbach GmbH was created for the development and marketing of medical and dental products.

Today, the company is an international producer of dental impression materials and is also known in other surgical areas of medicine.

Brands include Panasil VPS Impression Material, Identiun VXSE Impression Material, Futar Bite Material, Silginat Alternative Alginate, Visalys Temp Material and Visalys Veneers.

A new generation of core build-up material

By Kettenbach LP Staff

Visalys® Core, the new product from Kettenbach LP, represents the next generation of core build-up materials. The most recent addition to the Visalys family is a dual-curing core build-up material with unique active-connect technology (ACT) to ensure a reliable bond with all common adhesives — without an additional activator.

The product was first unveiled at this year’s International Dental Show in Cologne, Germany.

Visalys Core is the first core build-up material from Kettenbach. The fluoride-containing, dual-curing composite was developed for the fabrication of radiopaque core build-ups and core fillings and for cementing root posts.

The product incorporates ACT, which is unique in the market. This enables the material to bond actively with all common light-curing and dual-curing, single-step and multi-step adhesives, without an additional activator. The advantage for users is that it allows them to use the bonding agent they are used to — no matter whether it is a light-curing or dual-curing, a single- or multi-bottle system.

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www.kettenbach.us

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