It is estimated that more than 20 million teeth are extracted each year in the United States. Although it is considered a routine procedure, it is also one in which the most complications occur, including infection and pain, leading to discord in the doctor-patient relationship. Is it any wonder that extractions are the procedure most feared by patients and referred out by general practitioners?

To address this clinical challenge, Nexus Dentistry has developed the Extraction Academy. Dr. Gregory Greenwood, chief dental officer of Nexus, is an internationally renowned lecturer on the latest trends in oral, IM, IN and IV conscious sedation in dentistry and is a mentor to clinicians who want to master their knowledge and skills in surgical procedures. This is particularly relevant in tooth extraction, which arguably is the most difficult procedure to perform successfully.

The development of the Extraction Academy program was a collaboration with Greenwood’s colleague, Dr. Kianor Shah, the visionary of the project. Although every dental school teaches students how to extract a tooth, it is stigmatized by the public as the most brutal dental procedure.

Greenwood and Shah share the belief that just because every dentist is trained to extract teeth does not mean they should. With current advancements and technology available, extractions can be done safely and more comfortably for the patient. The success of the Extraction Academy program is based on the teachings of both theory and technique, including how to avoid complications and retain a patient for life.

The skills learned and practiced by those dentists in the program are beneficial to both patient and doctor. Patients will no longer have the inconvenience and higher fees incurred when referred to a specialist, while the doctor’s ability to retain the patient within his or her practice has both financial and other advantages.

For Greenwood and his colleagues at the Extraction Academy, the rewards in their teaching and mentorship with dentists are realized most profoundly by the positive feedback of doctors who employ these techniques in their practice. They also immensely appreciate the tremendous outpouring of support from their sponsors, which allows them to fulfill their commitment to global community outreach by working with charitable organizations, such as The Wisdom Tooth Project, Oral Health America and Mercy Ships, to provide access to quality clinical care to those less fortunate around the world.

The Extraction Academy is holding a one-day, hands-on workshop on Sunday immediately following the CDA Presents. For more information, please visit www.extacademy.com.
There is a better way (and LVI can show you how to get there)

By Mark Duncan, DDS, LVIF, FAGD, FICCMO, Clinical Director, LVI

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.