Improve patient acceptance and practice profitability with the EyeSpecial C-III

By Shofu Dental Staff

Clinicians who strive to increase the effectiveness of their practices seek products that can engage everyone in a practice, help streamline the clinical processes and improve the hands-on experience of patients. Clinical photography plays a pivotal role in creating a patient’s consult and documenting dental treatments. In hands of clinicians, dental hygienists, and dental assistants, clinical images can ameliorate patient’s communication and education by providing evidence-based information about a treatment, its progress and challenges.

Dental photography can also enhance the experience and communication between clinicians and dental laboratory technicians by eliminating unclear or vague cues, leaving no room for the mis-representation of a desired treatment direction or an outcome. Therefore, incorporating the right camera into a dental practice can help increase the practice’s productivity and profitability.

Simple and easy to use for the entire dental team, the EyeSpecial C-III camera captures exceptional images for case documentation, diagnosis and treatment planning, patient communication and education, insurance verification, legal documentation, and dental laboratory collaboration, according to Shofu Dental, the company behind the product. Packed with dental-specific, pre-programmed shooting modes, the EyeSpecial C-III offers clinicians and their team members an effortless navigation through photography tasks without the need of photographic knowledge or experience.

Furnished with a 12-mega-pixel sensor and a built-in system of ring and panel flashes, this smart camera demonstrates true-color reproduction with an exceptional depth-of-field range, according to the company. The EyeSpecial C-III also possesses anti-shake attributes and a large, panoramic LCD screen that can be operated with gloved hands. The screen employs gridslines that facilitate a proper image alignment and help reduce the risk of photographing objects at an incorrect angle.

Shofu asserts that for every step of a clinical photo series, the intuitive EyeSpecial C-III automatically sets the appropriate f-stop, aperture and focal length to deliver consistent and predictable photographs without requiring retrofitted add-ons such as external filters or flashes.

Exclusive to the EyeSpecial C-III is an isolate shade mode that grays out the gingival tissue to enhance visual acuity for optimal shade matching and improved dental laboratory collaboration. When combined with a draw/edit function, which allows for making notes directly on the screen, this feature can serve as an interactive adjunct to gain a patient’s acceptance for additional protocols, including a teeth whitening treatment or a clear aligner therapy.

Images captured with the EyeSpecial C-III can be uploaded to a HIPPA-compliant computer or a tablet using a Wi-Fi card, further turning a dental office into a patient-focused, interactive communication hub.

Engineered to deliver predictability and functionality, the ultralight (weighing ca. 1 lb) EyeSpecial C-III complies with infection control protocols. The camera’s body is water-, chemical- and scratch-resistant, and it can be swiftly disinfected with a sterilizing towel, virtually eliminating the possibility of cross-contamination.

The right dental camera is a versatile, easily-operated instrument that can be used by the entire dental team to advance clinical accuracy, patients’ acceptance and a practice’s efficiency. Equipped with intuitive, cutting-edge functions tailored specifically for dentistry, the EyeSpecial C-III can help clinicians and their team members meet the varied needs of their patients while improving practice’s productivity and profitability, according to Shofu.

Here in Washington, D.C. To learn more about the EyeSpecial C-III camera, stop by the Shofu Dental booth, No. 324.

The EyeSpecial C-III offers clinicians and their team members a navigation through photography tasks without the need of photography knowledge or experience. Photo/Provided by Shannon Brinker, CDA, CDD.

‘I convinced our doctor to purchase the EyeSpecial camera for our dental practice. Within 30 days, the practice’s patient acceptance and productivity increased by 20 percent.’

— Shannon Brinker, CDA, CDD

‘Most dental professionals do not realize how beneficial the EyeSpecial camera can be until they actually use it. When I am able to persuade colleagues to try this camera, they typically end up purchasing it and having success with it.’

— Scott J. Chanin, DMD, FAGD

‘For direct communication with the lab, case documentation and educating the patient, I have the EyeSpecial camera. The fact that it is hygienic, lightweight and easy to use make this an excellent camera system.”

— Howard S. Glazer, DDS, FAGD
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Henry Schein introduces proprietary SLX Clear Aligner System here at AAO

By Henry Schein Staff

Henry Schein Inc., a provider of health-care products and services to office-based dental, animal health and medical practitioners, announced Friday that it has entered the rapidly growing market for orthodontic aligners with its proprietary SLX™ Clear Aligner System.

The SLX Clear Aligner System is a complete solution that incorporates the popular Sagittal First/Motion 3D technology, a proprietary offering of the company’s Henry Schein Orthodontics (HSO) business.

According to HSO’s lead clinical advisor, Dr. Dave Paquette, Sagittal First/Motion 3D can significantly reduce the number of aligners needed for use in a typical case, providing meaningful time savings and clinical benefits to doctors and patients alike.

This new and innovative system offers clinicians and patients an intuitive and simplified treatment process and was introduced by Henry Schein Orthodontics here at the AAO.

The SLX Clear Aligner System, which has been cleared by the U.S. Food and Drug Administration, uses patented manufacturing processes to achieve aligner clarity and a precise fit for greater comfort and improved tooth control, according to the company. The SLX Clear Aligner web portal will accept STL digital impressions from all leading intraoral scanners.

“This new and innovative system offers clinicians and patients an intuitive and simplified treatment process and was introduced by Henry Schein Orthodontics here at the AAO. The SLX Clear Aligner System, which has been cleared by the U.S. Food and Drug Administration, uses patented manufacturing processes to achieve aligner clarity and a precise fit for greater comfort and improved tooth control, according to the company. The SLX Clear Aligner web portal will accept STL digital impressions from all leading intraoral scanners.

“Henry Schein is committed to providing clinicians with the most advanced and patient-friendly treatment options available,” said Stanley M. Bergman, chairman of the board and chief executive officer of Henry Schein. “With the launch of SLX Clear Aligners, based on the Sagittal First/Motion 3D technology, we are advancing that mission while positioning the company globally as a full-solution provider of innovative orthodontic products. We see considerable growth opportunities in this market, and we are pleased to provide clinicians a new way of satisfying the oral-health needs of their patients.”

The SLX Clear Aligner System provides an enhanced esthetic orthodontic treatment option for consumers, as well as an easy-to-use case submission and treatment planning process for clinicians that offers high-quality outcomes, according to the company.

Henry Schein Orthodontics will begin registration and training immediately. Case submission will begin on May 25.
Your patients will be thrilled with the drop in radiation.

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2018 AAO Annual Session

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*According to "Dosimetry of Orthodontic Diagnostic FOVs Using Low Dose CBCT Protocol" by JB Ludlow and J Keivisto.

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Ortho-Tain’s HealthyStart celebrates 4 million children treated, continued innovations in children’s health

Company announces new technology in pediatric airway development

By Ortho-Tain Staff

Dr. Bergersen is responsible for developing early orthodontic treatment with oral appliances. More than 50 years of research and innovation led him to understand the negative impacts of mouth breathing by creating treatment that promoted nasal breathing.

Fast forward to today, when Ortho-Tain® is introducing the HealthyStart® series of appliances that address the underlying root cause of sleep disordered breathing (SDB).

New HealthyStart technology focuses on the deficiencies in both the upper and lower jaws by promoting the growth, development and advancement of both jaws. The “Max A™” (Maxillary Advancement) is the newest addition to the HealthyStart System, which continues to bring 50 years of breakthroughs to the industry, promoting growth and development in our pediatric patients.

Treatment with the HealthyStart System

A series of no more than three removable appliances, generally only worn at night, gently expand the arches, eliminate habits, open the airway, align the teeth and correct malocclusions in pediatric patients. The inherent, eruptive forces of a child’s own teeth can be utilized for arch expansion. Early treatment also allows for greater stability, reducing the necessity for lifelong or long-term orthodontic retention.

The Ultimate Phase 1 Plus™ treatment easily converts the most challenging orthodontic malocclusion cases into easy Class 1 cases, or in many cases, no further orthodontic treatment is needed.

Here are some of the most common questions (and answers) orthodontists have about the HealthyStart system.

1. What is the best age to start treatment using the HealthyStart by Ortho-Tain system?

We recommend screening all patients as early as age 2 for habits, airway, sleep-disordered-breathing (SDB), retrognathic mandibles and deep overbites. In the absence of these concerns, the best time to begin orthodontic intervention treatment is when the lower permanent incisor begins to erupt.

2. Which cases can be treated with the HealthyStart by Ortho-Tain system?

Almost all malocclusion cases can be corrected with a series of removable appliances, including overbite, overjet, gummy smile, cross-bite, open-bite, crowding, spacing and pseudo Class III.

3. How is compliance monitored with this removable appliance system?

The HealthyStart by Ortho-Tain appliance system has a built-in compliance indicator. Progress can also be tracked, quantified and monitored through the HealthyStart app and doctor dashboard.

4. If I start a Phase 1 Plus case with the HealthyStart by Ortho-Tain appliance system, will I need to do Phase 2?

Our research shows that very few cases will necessarily “need” Phase 2 treatment since the malocclusion is improved or eliminated through Phase 1. The HealthyStart by Ortho-Tain appliance system easily converts most orthodontic malocclusion cases into easy Class I cases, but if you want to idealize torque or finishing, a few express aligners or a few months in brackets and wires is an option.

5. How many cases have been treated with the HealthyStart by Ortho-Tain appliance system?

Since 1967, our doctors have treated nearly 4 million cases in 43 countries.

6. How can the HealthyStart by Ortho-Tain appliance system straighten teeth without using external forces?

Using a series of removable appliances, the eruptive forces of a child’s own teeth can be utilized for arch expansion and dental alignment.

7. Are there any risks associated with using the HealthyStart by Ortho-Tain appliance system?

The gentle, eruptive forces of a child’s own teeth can be utilized for arch expansion and dental alignment, eliminating the discomfort and risks associated with traditional braces, such as poor hygiene, root resorption, devitalization, moving teeth out of bone and white-spot lesions.

8. Do I need to use retention after the HealthyStart by Ortho-Tain appliance system?

Early treatment allows for greater stability for crowding and rotational corrections, reducing the necessity for lifelong or long-term orthodontic retention. Moreover, the final appliance in the HealthyStart system can be used as lifelong retention and is warranted against bite-throughs.

9. How do I submit a case?

Our doctors have access to the HealthyStart by Ortho-Tain provider portal, through which records can be uploaded in a secure, HIPPA-compliant manner.

10. What records are necessary for case submission?

The recommended records vary according to the age of the child and the presented symptoms, but they may include photos, pano, a SDB questionnaire and cephalometric x-ray.

11. How do I become a HealthyStart by Ortho-Tain provider?

Visit www.openairwayorthodontics.com to sign-up for a digital class or a destination course.

12. Where can I learn more at AAO?

To learn more about the HealthyStart by Ortho-Tain appliance system, visit booth No. 311 and www.openairwayorthodontics.com.
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Get proper training with topsOrtho

By Dr. Mark Sanchez, founder/chief developer of topsOrtho

As a child who grew up with a military parent, I understood the importance of proper training. My father was a colonel in the U.S. Army. The Army was the first to use the ADDIE Model for training. It was first developed during the 1970s by Florida State University’s Center for Educational Technology. ADDIE is an acronym for the five-phase courseware development program of analysis, design, development, implementation and evaluation.

The ADDIE Model has become a widely used and frequently modified best practice within the private sector. It is often employed for compliance training and other learning events that are not time sensitive. The study of the ADDIE Model and other training programs and their effects have lead to overall increases in productivity, efficiency, job satisfaction and retention. Proper training is also a vital tool for implementing new policies, equipment and/or employees.

Let’s expand a bit on this. Proper training:

- Improves employee performance. Training provides hands-on experience, competency and a good procedural understanding. This, in turn, leads to greater employee confidence in their skills.
- Builds consistency. A structured program encourages a consistent experience and background knowledge. Employees should know proper procedures and expectations of their assigned tasks.
- Addresses weaknesses. Most employees have a weakness in a particular skill. Sound and proven training can strengthen an employee to improve both skill level and knowledge. It also empowers employees to work independently and with less supervision.
- Increases employee satisfaction. Some companies expect employees to seek out training outside of work. Investing in training and development programs show the employee they are valued. It leads to a stronger workplace. Employees who feel appreciated and are challenged feel more satisfaction with their jobs.
- All too often, orthodontists might expect their office manager to take care of all training and development. They might be very hands off with it. Keep in mind, however, that it’s you that sets the tone for your practice. It’s smart to engage your manager on occasion to find out what’s working and not working with your staff’s training. Be willing to listen and work with your manager to develop a set of best practices for training in your office.

Proper training has always been a top priority for topsOrtho™, for both our employees and — more importantly — our clients. We designed our software to be very intuitive. We also know our clients must feel comfortable using it in their practice. We hold a three-day immersive training period so that every team member in a practice has hands-on training. We asked one of our tops docs about their experience with topsOrtho training:

“The training and support are both fantastic. I have never had to wait more than a few minutes to receive support, and the trainers are very patient and thorough,” Dr. Michal Kleinlerer, Augusta, Maine

About the author
Dr. Mark Sanchez is a practicing orthodontist and founder/chief developer of topsOrtho.