



Forget that stud
Tongue piercings may
lead to gaps in teeth

►Page 3



Ride the waves
Surfing and other fun
things to do in Hawaii

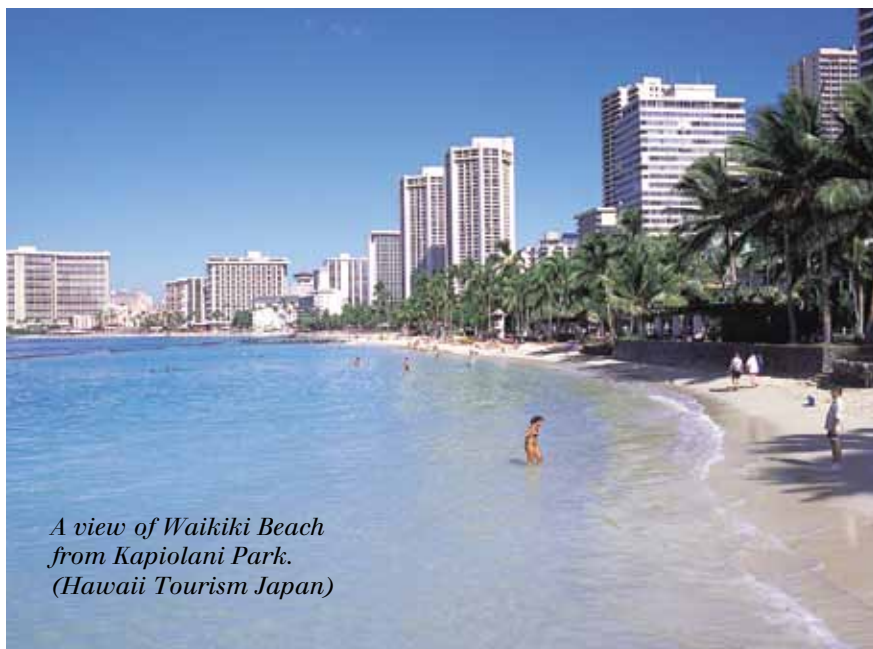
►Page 4



Making headway
Our 2010 makeover
winners show progress

►Page 10

PCSO goes tropical



*A view of Waikiki Beach
from Kapiolani Park.
(Hawaii Tourism Japan)*

*Annual session
offers continuing
education, social
activities and more*

By Kristine Colker, Managing Editor

Going to Hawaii is normally considered a treat. But going to Hawaii and having access to a myriad of continuing education sessions, a slew of companies showing off their newest wares and an array of social and networking events is even better.

This year, the Pacific Coast Society of Orthodontists is taking its 74th annual session to the shores of

Oahu and the Hilton Hawaiian Village Beach Resort & Spa. The festivities are set to begin Saturday, Oct. 9, and last until Tuesday, Oct. 12.

According to organizers, some changes have been implemented to attract more PCSO members and their staffs. For instance, the doctor program will begin with a president's lecture from Past AAO and PCSO President Dr. Don Joondeph and will continue with a lineup of U.S. and international speakers, most of whom are new to PCSO meetings.

In addition, the staff program has been changed to introduce new speakers to PCSO and to provide more useful information for experienced staff.

→OT page 5

'I'm fortunate to have found a career that I've embraced'

Dr. S. Jay Bowman talks about how he got started (blame his father), where he's been in his career and why he feels so lucky

By Dennis J. Tartakow, DMD, MEd, PhD, Editor in Chief

Please introduce yourself to our readers and tell us about your background in orthodontics.

I grew up in a very small town (Abingdon) in the middle of the cornfields in the western half of Illinois, attended Illinois Wesleyan University and then Southern Illinois University, School of Dental Medicine. I was accepted by Lysle Johnston into the orthodontic residency at Saint Louis University in 1983 and bought the first of three orthodontic practices in Kalamazoo, Mich., in 1985.

Primarily, I am a clinician, but, I am honored to have been asked to teach at three universities: adjunct associate professor at Saint Louis University, clinical associate professor at Case Western Reserve University and an instructor at the University of Michigan, where I developed a straightwire course that I've taught for 10 years.

→OT page 6

**Win a free
makeover for
your practice!**

Levin Group
**Total Ortho Success
Practice
MAKEOVER**

*Are you ready to update
the systems in your
practice in order to grow?
If practice growth is a
major goal of yours and
you are willing to make
the necessary changes to
achieve that goal, apply to
win the 2011 annual Levin
Group Total Ortho Success
Practice Makeover.*

►Page 3

PRSR STD
U.S. Postage
PAID
South Florida, FL
PERMIT # 375

Dental Tribune America
116 West 23rd Street
Suite #500
New York, NY 10011

ORTHO TRIBUNE
The World's Orthodontic Newspaper • U.S. Edition

A head-and-shoulders portrait of Dr. Robert M. Gendron. He is a middle-aged man with short, graying hair, wearing glasses, a dark suit jacket, a dark shirt, and a dark tie. He is smiling slightly and looking towards the camera. The background is plain white.

Although we do not recite any type of Hippocratic oath — an oath that is required of all newly graduated physicians in the United States — asking future dentists to allege not to do harm is rather ludicrous.

A fundamental and basic aim of orthodontic education is to explain and demonstrate comprehensive approaches to communicating, diagnosing and treatment planning.

Only through thoughtful supervision, planning, congruity and focus can these needs and objectives of the orthodontist be achieved at the highest level. 01

- Moore, T. (2003). In R. Howe (Ed.), *The quotable teacher* (p. 268). The Lyons Press: Guilford Connecticut.

Ortho Tribune strives to maintain the utmost accuracy in its news and clinical reports. If you find a factual error or content that requires clarification, please report the details to Managing Editor Kristine Colker at k.colker@dental-tribune.com.

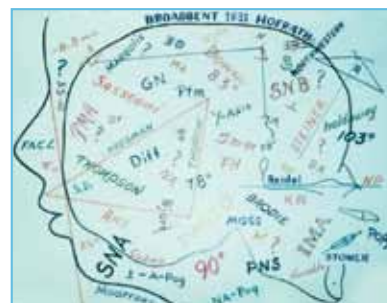


Image courtesy of Dr. Earl Broker.

Member Publication
AADE
American Association
of Dental Editors

Publisher & Chairman
Torsten Oemus, t.oemus@dental-tribune.com

Vice President Global Sales
Peter Willeczek
p.willeczek@dental-tribune.com

Chief Operating Officer
Eric Seid, e.seid@dental-tribune.com

Group Editor & Designer
Robin Goodman
r.goodman@dental-tribune.com

Editor in Chief Ortho Tribune
Prof. Dennis Tartakow
d.tartakow@dental-tribune.com

International Editor Ortho Tribune
Dr. Reiner Oemus
r.oemus@dental-tribune.com

Managing Editor/Designer
Ortho Tribune & Show Dailies
Kristine Colker, k.colker@dental-tribune.com

Managing Editor/Designer
Implant, Lab & Endo Tribunes
Sierra Rendon, s.rendon@dental-tribune.com

Online Editor
Fred Michmershuizen
f.michmershuizen@dental-tribune.com

Product & Account Manager
Humberto Estrada
h.estrada@dental-tribune.com

Product & Account Manager
Mark Eisen, m.eisen@dental-tribune.com

Product & Account Manager
Gina Davison
g.davison@dental-tribune.com

Marketing Manager
Anna Wlodarczyk
a.wlodarczyk@dental-tribune.com

Marketing & Sales Assistant
Lorrie Young, l.young@dental-tribune.com

C.E. Manager
Julia Wehkamp
j.wehkamp@dental-tribune.com

Dental Tribune America, LLC
116 West 23rd Street, Ste. 500
New York, NY 10011
Phone: (212) 244-7181, Fax: (212) 244-7185



Published by Dental Tribune America

© 2010, Dental Tribune International
All rights reserved.

Dental Tribune makes every effort to report clinical information and manufacturer's product news accurately, but cannot assume responsibility for the validity of product claims, or for typographical errors. The publishers also do not assume responsibility for product names or claims, or statements made by advertisers. Opinions expressed by authors are their own and may not reflect those of Dental Tribune International.

Jay Bowman, DMD, MSD
(*Journalism & Education*)

Robert Boyd, DDS, MEd
(*Periodontics & Education*)

Earl Broker, DDS
(*T.M.D. & Orofacial Pain*)

Tarek El-Baily, BDS, MS, MS, PhD
(*Research, Bioengineering & Education*)

Donald Giddon, DMD, PhD
(*Psychology & Education*)

Donald Machen, DMD, MSD, MD, JD, MBA
(*Medicine, Law & Business*)

James Mah, DDS, MSc, MRCD, DMSc
(*Craniofacial Imaging & Education*)

Richard Masella, DMD (Education)

Malcolm Meister, DDS, MSM, JD
(*Law & Education*)

Harold Middleberg, DDS
(*Practice Management*)

Elliott Moskowitz, DDS, MSD
(*Journalism & Education*)

James Mulick, DDS, MSD
(*Craniofacial Research & Education*)

Ravindra Nanda, BDS, MDS, PhD
(*Biomechanics & Education*)

Edward O'Neil, MD (*Internal Medicine*)

Donald Picard, DDS, MS (*Accounting*)

Howard Sacks, DMD (*Orthodontics*)

Glenn Sameshima, DDS, PhD
(*Research & Education*)

Daniel Sarya, DDS, MPH (*Public Health*)

Keith Sherwood, DDS (*Oral Surgery*)

James Souers, DDS (*Orthodontics*)

Gregg Tartakow, DMD (*Orthodontics*)
& *Ortho Tribune* Associate Editor



Keep your tongue free from piercings and your teeth free from gaps. (Photo/Sergei Starus, Dreamstime)

Tongue piercings linked to teeth gap

Playing with a pierced tongue stud could lead to a gap between front teeth, according to a new study. The research, which was carried out at the University at Buffalo in New York, suggested tongue piercings could be a major cause of unnecessary orthodontic issues.

The report claimed those with tongue piercings were likely to push the metal stud up against their teeth and consequently cause gaps and other problems to arise.

Dr. Nigel Carter, chief executive of the British Dental Health Foundation, said the study highlighted the risks that tongue piercings have on oral health. "As well as causing an apparent gap, oral piercings can also lead to chipped teeth and infection," Carter said.

Lead author of the study, Sawsan Tabbaa, said that "force, over time, moves teeth" and that the effects of people playing with their studs crop up in a "very high percent of the cases."

A professor of orthodontics at the University at Buffalo School of Dental Medicine, Tabbaa explained that tooth damage was common in both past and current case studies.

The study featured a 26-year-old female patient and showed that a space between the upper front teeth had appeared during a period of seven years, during which the metal bar was pushed against and between the teeth.

The patient provided researchers with photographs to show she had no diastema before having her tongue pierced. It was strongly thought that positioning the tongue stud between the maxillary central incisors caused the midline space between the front teeth.

The results of the study were published in the Journal of Clinical Orthodontics. **OT**

(Source: British Dental Health Foundation)

Apply for the 2011 Levin Group Total Ortho Success Practice Makeover

Are you ready to update the systems in your practice in order to grow? If growth is a major goal of yours and you are willing to make the necessary changes to achieve that goal, apply to win the 2011 annual Levin Group Total Ortho Success™ Practice Makeover.

Levin Group is once again embarking on a quest to find an orthodontic practice that is excited to reap the rewards of a free year-long orthodontic practice management and marketing consulting program.

When was the last time you



took a close look at your practice's systems? Whether you are in the beginning stage of your career or already experienced and successful, growth is always within your reach — even in this economy.

The winning orthodontist will experience improvements in every

aspect of running his or her practice. This free, one-year management and marketing makeover will be a customized approach based on the orthodontic practice's unique needs, goals and potential.

The winning practice's journey will be featured in Ortho Tribune and on www.ortho-tribune.com.

To apply, go to www.levingrouportho.com. The deadline is Nov. 30. For more information, contact Lori Gerstley, senior professional relations manager at Levin Group, at (443) 471-3164 or lgerstley@levingroup.com.

AD

Go beyond just treating malocclusion

Malocclusion

Poor oral habits

Soft tissue dysfunction

Compliance

New techniques

Financial gain

With the high demand from parents for early treatment, it is vital to arm yourself with the most cost effective treatment.

TAKE YOUR PRACTICE TO THE NEXT LEVEL

The majority of children from six years of age will show signs of malocclusion. In many cases, the underlying causes are never addressed. Just treating malocclusion with either a fixed or functional appliance does not address these problems.

Myofunctional Research Co. (MRC) has spent the last 20 years educating Doctors; teaching them how to go beyond the treatment goal of just straightening teeth. Myofunctional treatment with MRC's appliances adds another dimension into dental and facial development.

Once educated, most parents and their children would prefer this approach – less braces, better facial development and a stable result without retainers.

MRC has a comprehensive range of myofunctional appliances, designed to treat the real causes of malocclusion. By attending an MRC Educational Program, you can learn how to effectively incorporate these appliances into your practice, delivering the best results for your patients, while maximising your financial gain.

NEW: MRC training facility now in Southern California.

MYOFUNCTIONAL RESEARCH CO.
www.myoresearch.com
a BETTER way

Next course **1st to 2nd October 2010**
MRC Training Facility, California

Book now **1866 550 4696** (limited seats)
 More info www.myoresearch.com/courses

Out and about in Oahu

Welcome to Hawaii! Now that most of us have flown here, from across the country or even from across the world, you don't want to miss this opportunity to see the best of what Hawaii and Oahu have to offer.

With Waikiki as a central hub, you can explore the legendary North Shore one day and spend the next on the east side snorkeling at Hanauma Bay, a protected marine sanctuary with tons of colorful fish. Thrill seekers can skydive at Moku-leia while daydreamers can relax peacefully on the beach.

Here is a closer look at some

activities you'll want to be sure you check out.

The North Shore

If there is such a thing as a perfect wave, you'll likely find it on the North Shore. The big, glassy winter waves of this legendary surf mecca attract the best surfers in the world. Stretching for more than seven miles, the beaches of the North Shore host the world's premier surfing competitions including the Super Bowl of wave-riding, the Vans Triple Crown of Surfing.

To get to the North Shore, drive along northwestern Kamehameha



A surfer takes on Oahu's North Shore. (Hawaii Tourism Authority/Kirk Lee Aeder)

AD

The One Book Every Orthodontist Needs

This groundbreaking book by Dr. Roger P. Levin, the world's foremost authority on practice management, gives you everything you need to greatly improve your ortho practice.

Are you ready to experience the highest levels of success achieved by the best ortho practices? Then this is the book for you!

Dr. Levin will show you how to create a great ortho practice and a great ortho career. Use his expert insights on ortho management and marketing to take your practice to the next level!

Available October 2010

Reserve Your Copy Today!

To reserve your copy of this essential ortho management tool, call toll-free 888.973.0000 or go to www.levingroup.com/orthobook



Roger P. Levin, DDS
Chairman & CEO,
Levin Group, Inc.

Highway (Highway 83) from Haleiwa to Sunset Beach. From Waikiki, it takes about 45 minutes to get to Haleiwa and an hour to get to the beaches. Some places to visit:

- **Waimea Bay:** Waimea Bay is the birthplace of big wave surfing and is the venue for the Quicksilver in Memory of Eddie Aikau Big Wave Memorial. This surf competition pays homage to legendary surfer Eddie Aikau and only takes place when the epic Waimea waves are at least 20 feet high.
- **Banzai Pipeline (Ehukai Beach):** The merciless waves of Pipeline break just 50 to 100 yards off the beach over a shallow reef, making this one of the most dangerous surf spots in the world.
- **Sunset Beach:** The northernmost surf spot on the North Shore is Sunset Beach. The long wave-breaks here are the setting for the O'Neill World Cup of Surfing, the second contest in the Vans Triple Crown of surfing.
- **Haleiwa:** This laid-back surf town with a country feel is the gateway to the North Shore, filled with great restaurants and shops.

Waikiki

World-famous Waikiki was once a playground for Hawaiian royalty. Known in Hawaiian as "spouting waters," Waikiki was introduced to the world when its first hotel, the Moana Surfrider, was built on its shores in 1901.

Today, Waikiki is a gathering place for visitors from around the world. Along the main strip of Kalakaua Avenue you'll find shopping, dining and entertainment.

At Waikiki Beach, a statue of Hawaiian hero Duke Kahanamoku welcomes you with open arms. Regarded as the "Father of Modern Surfing," Duke grew up and surfed in Waikiki during the turn of the century. Discovered as a swimming sensation, he won Olympic gold medals in the 100-meter freestyle in 1912 and 1920, then went on to act in Hollywood and use his fame to spread the popularity of surfing.

Waikiki has a variety of beaches. The main stretches include:

Someone's practice is about to change.

Levin Group
Total Ortho Success™
Practice
MAKEOVER

Win one full year of Total Ortho Success™ Management and Marketing Consulting from Levin Group, the leader in ortho consulting. Any ortho practice can apply.

This could be your chance to WIN!

Go to www.levingrouportho.com to apply. The deadline to submit your application is **November 30, 2010.**

Copyright© 2010 by Levin Group, Inc.



An aerial view of Hanauma Bay.
(Hawaii Tourism Authority/Heather Titus)

- **Waikiki Beach:** This is the classic shoreline behind the Sheraton Waikiki, the Royal Hawaiian Hotel and the Moana Surfrider.
- **Kuhio Beach:** When the world thinks of Waikiki, this golden stretch of sand along Kalakaua Avenue is what comes to mind. To the east, Kapahulu Pier extends into the Pacific, giving you a view of the Waikiki shoreline. The rock "Wall" shelters the beach, providing a tranquil spot to swim.
- **Queens Surf Beach:** Past the volleyball nets at the Diamond Head end of Waikiki, the beaches get less crowded and grassy areas spring up, offering spots for picnicking.

To learn more about Waikiki's history, take a stroll along the Waikiki Historic Trail, which highlights 23 historic sites, 19 of which are marked by bronze surfboards with a wealth of historical information.

The trail begins at the Royal Hawaiian Center in the heart of Waikiki. The Royal Grove in historic Helumoa was once home to 10,000 coconut trees. The trail continues to the sacred Wizard stones off of Kuhio Beach; King's Village, a shopping center that was once the residence of King Kalakaua; and the Duke Kahanamoku statue.

Pearl Harbor

Pearl Harbor, named for the pearl oysters once harvested there, is the largest natural harbor in Hawaii and the only naval base in the United States to be designated a National Historical Landmark. The aerial attack on Pearl Harbor resulted in 2,390 dead and hundreds wounded, and drove the United States into World War II. Today, these attacks are honored by memorial sites.

- **USS Arizona Memorial:** At 8:06 a.m. on Dec. 7, 1941, the USS Arizona was hit by a 1,760-pound armor-piercing bomb, which ignited its forward ammunition magazine. The catastrophic explosion that resulted sank this massive battleship in nine minutes, killing 1,177 crewmen. Begin your tour at the Visitor Center where you can view a film about the attack and view plaques honoring lives lost on that fateful day. You'll then take a boat shuttle to the USS Arizona Memorial, a floating memorial built over the sunken hull of the Battleship USS Arizona, the final resting place for many of the ship's crew. In the shrine room, a marble wall exhibits the names of the men who lost their lives on the Arizona.

- **Battleship Missouri Memorial:** General MacArthur accepted the unconditional Japanese surrender that ended WWII on Sept. 2, 1945, on the Surrender Deck of the Battleship Missouri Memorial. Today the massive "Mighty Mo" is a living museum, with exhibits spanning three wars and five decades of service. Explore the decks of this 60,000-ton battleship, three football fields long and 20 stories tall. Stand on the Surrender Deck and view the documents that ended the war. Take a tour and get special access to restricted areas. And don't miss the ship's most stunning feature: towering 16-inch guns that could fire a 2,700-pound shell 23 miles. [OT](#)

(Source: Hawaii Visitors and Convention Bureau)

← [OT](#) page 1

Topics for doctors include advances in cleft and craniofacial surgery, evidence-based approaches and, geared for those new to practice, becoming a 3-D practitioner. For staff, topics include such things as harnessing the power of the Internet, financial considerations and case acceptance.

Throughout the weekend, there will be numerous events, such as:

- **Welcome reception, Oct. 9:** This kick-off event takes place on the Grand Lawn of the Hilton Hawaiian Village. Grab a cocktail and a bite to eat while listening to music and participating in activities.
- **Component breakfasts for California, Nevada, Oregon and Washington, Oct. 10:** Network with colleagues and catch up with what's

happening in your component society.

- **President's lecture, Oct. 10:** Joondeph will speak on "Traverse the Transverse."
- **PCSO awards and opening luncheon, Oct. 10:** Dennis Snow, an alumni of Walt Disney, will speak on "Lessons From the Mouse — A Guide for Applying Disney World's Secrets to Your Organization, Your Career and Your Life."
- **AAOF reception, Oct. 11:** Sponsored by Ultradent, this event celebrates the foundation programs that support continuing research in the orthodontic profession.
- **Alumni receptions, Oct. 11:** Receptions will be held for those from the University of Alberta, UCLA, UCSF, University of the Pacific, Loma Linda University and the University of Washington. [OT](#)

AD



JOIN THE REVOLUTION!

EDGE

Reach for the Clouds

Introducing Private, Secure Cloud Computing with the EDGE™ Management, Imaging, and Communications System

The revolutionary Edge system offers leading-edge Cloud Computing technology, with an off-site data hosting option that replaces your on-site network servers.

Eliminate the cost, complexity, and risk associated with in-house servers and backups.

- 35%–44% cost savings with lower initial and ongoing hardware costs
- Secure data protected by world-class firewalls
- Reliable backups on multiple platforms
- Decreased risk of theft, vandalism, and fire
- Two data access pathways: Internet and cell-based network
- Full access to your secure data from anywhere, even with smartphones

This is the savvy, yet practical, data solution your orthodontic practice deserves.

Experience the Edge revolution in the clouds.
Contact your Ortho2 Systems Consultant today.
(800) 678-4644 • sales@ortho2.com • www.ortho2.com

The future of successful practice management is here.



ORTHO2

← OT page 1

What motivated you to become an orthodontist?

I grew up thinking I would either be a family physician, like my father, or a rock musician. When I was a senior in high school, my dad pulled me aside and suggested that I consider orthodontics. He had a lot of foresight, predicting managed care and potential socialization of medicine.

It was not until I was in my third year of dental school that my attention did turn to orthodontics. Years later, I was having dinner with Buzz Behrents, chairman of Saint Louis University, and it suddenly struck me that it was because of Buzz that I had the seed of an orthodontic career planted in my head.

Buzz's father and my dad were physicians at the same hospital in Galesburg, Ill. Although, Buzz and I had never previously met, our two fathers must have been talking about their sons' future plans. Behrents told my dad that his son was entering into an orthodontic career; later I was advised to do the same.

As if by design (or just plain coincidence), we were both accepted by the same chairman, Lysle Johnston: Buzz at Case Western and me at Saint Louis University, 10 years apart.

When and how did you open your orthodontic practice?

During my orthodontic residency, my wife and I were looking for a place to settle "somewhere in the Midwest." We're both from the same rural area, and although we enjoyed our time in St. Louis, we were anxious to return to a smaller community. Consequently, we looked at a variety of practices that were for sale in many different states. We finally settled on a small practice in Kalamazoo, Mich.

Lysle Johnston's influence was felt again as he is the one who suggested the community would be an excellent fit for us, and he was, as usual, correct.

What special areas of education, research or clinical activities are you most interested in and why?

I had never originally intended on ever standing up in front of an audience to speak, or to invent anything, or to write any papers. It seems that all of this happened by accident to some degree. My wife and I never imagined that we would have the unique opportunities to travel the world or that anyone would be interested in anything I would have to say about orthodontics.

My first lectures involved the controversial issues of extraction/nonextraction treatment and a critique of Phase I treatments. I also had been combining methods of molar distalization with fixed functionals from a very early stage in my practice to deal with patient compliance issues.

I decided I would document these methods, especially because many of the dentists in my area were not familiar with the devices



Dr. Jay Bowman with Buzz Behrents and Lysle Johnston at the AAO in Washington, D.C. (Photos/Provided by Dr. Jay Bowman)



Dr. Jay Bowman rocks the keyboards at his 35th class reunion with his old band, Shiver.

I was using. Consequently, the first papers I wrote were descriptions of these mechanisms and reviews of controversial and contentious issues in our specialty.

I've been involved in research examining the effects of molar distalization and reducing enamel demineralization, and I am one of four doctors on the Invisalign Teen Research Team.

About 1996, I was asked by the president of American Orthodontics to develop a low-profile v-slot bracket system with associated auxiliaries (the Butterfly System), and that led to creation of numerous devices, including the Monkey Hook and Kilroy Springs for impacted canines; the TAD Bite Opener, Ulysses Spring and Propeller Arm for mini-screw applications; the patented Bowman Modification Distal Jet and Horseshoe Jet (supported by mini-screws); Aligner Chewies and Retainer Retrievers for Invisalign, and several other simple solutions to everyday clinical problems.

How did you get involved in teaching at orthodontic residencies?

More than 10 years ago, I received a call from Lysle Johnston at the Uni-



Dr. Jay Bowman works on lecture presentations with Ramesh Sabhlok of Dubai.

versity of Michigan. He said, "Doc, I'd like you to create a straightwire typodont course for the troops."

After I pulled my jaw off the floor, I did what most folks do when Lysle asks for something: I simply said "Yes — but how much time do I have?"

He told me "a couple months," so I dropped everything and created a manual and typodonts, and I've been giving this course for first-year residents ever since.

Lysle always impressed upon us as students to "give a little something back to the specialty." It could be donations of money, time and expertise in the form of teaching, writing, inventing or being part of organized orthodontics. It just turned out I have done a little of each of them.

In your opinion, is there a need to change the way higher educational programs in this country educate their orthodontic residents?

I don't think the majority of orthodontic programs are specifically a concern, although we are experiencing the accelerated loss of some of our most influential leaders in recent years. More importantly,

practitioners do have a choice to make. We read that there is an emphasis on evidence-based care; however, in the same breath, we flippantly ignore the evidence as seemingly unimportant when it doesn't square with what we have often chosen to provide as "treatments" for patients. There appears to be more concern for the appliance than the science.

So, unless orthodontists choose to value the "products" generated by academia (namely, research), over the unsubstantiated claims of those selling something (often, whose only duty is to their shareholders), then the specialty will likely devolve into simply a "trade," as the impetus to teach/research is lost.

To paraphrase my mentor, Lysle Johnston, "Scientific evidence is not just a theoretical nicety, it is a necessity," the life-blood of a learned calling.

As an educator and clinician, what orthodontic techniques do you teach? At the University of Michigan, I was fortunate to have been asked to teach a straightwire typodont

4 Keys to Orthodontic Success

Unlock your potential with our all new webinar series!

What is a Webinar?

A webinar is a seminar that is transmitted over the Web. Participants will be able to ask Scarlett questions and get answers in real time. Scarlett will be able to conduct polls, and show results as well as ask questions. Participants will receive course materials by e-mail prior to the seminar and will be able to view Scarlett's PowerPoint slides during the seminar. Webinars offer exceptional convenience and are very cost-effective, eliminating travel expenses all together.



Mastering The New Patient Exam

- How to Increase Case Acceptance
- Educating and Motivating the New Patient
- Creating a Successful "Will Call Back System"
- Having an Effective "Recall System"
- The New Patient Exam as a Team Approach
- Presenting Fees
- The Importance of the Initial Phone Call

Top Notch Management

- The Hiring Process
- Employee Appraisals
- Addressing Collection Policies
- Effective Communication
- Creating and Managing Budgets
- The Importance of Delegation
- Motivating Staff
- Morning Meetings
- Staff Benefits

Effective Marketing That Works

- Creating a Yearly Marketing Game Plan
- Determining a Marketing Budget
- Assigning a Marketing Coordinator
- Understanding the Market Trends
- Internal Marketing
- External Marketing
- Community Marketing
- Media/Direct Marketing
- Staff Marketing

Building A Successful Schedule

- Building a Schedule for the Growth of a Practice
- The Build for Growth Formula
- Scheduling Doctor Time
- Assigning Columns and the Benefits
- Emergency Appointments and How to Handle Them
- Building Production into the Schedule
- Scheduling Deband Days
- The Importance of Morning Meeting

For dates and registration, visit

www.orthoconsulting.com

or call 858-435-2149

How to Join

Three easy steps to joining our webinars

1. Register for the webinar you desire
2. Receive your password and link to log in
3. On the date and time of webinar click the link provided and enter your password

Tuition

\$249 per computer and webinar. Includes course materials sent via email and one month of post-meeting email support.

About Scarlett

Scarlett Thomas is an orthodontic practice consultant who has been in the orthodontic field for over 23 years, specializing in case acceptance, team building, office management and marketing. As a speaker and practice consultant, Scarlett has an exceptional talent to inform, motivate and excite!

After implementation of her concepts into your practice, Scarlett invites you to experience not only tremendous growth and increased income but a well organized practice.



OT page 6

course that includes the application of vertical slot auxiliaries, molar distalization and fixed functionals. I intend for students to expand their "tackle box" armamentarium and consider a "loose-leaf" reference manual, rather than a cookbook philosophy.

Specifically, I'd like them to consider at least three options for most any clinical situation. I hope to instill an interest in exploring all aspects of our specialty with an open but critical and skeptical mind — perhaps less cynical than mine.

What hobbies do you enjoy?

I'm fortunate that my avocation is also my vocation. I have enjoyed teaching, creating lectures, sharing experiences and travels around



Dr. Jay Bowman and his wife of 31 years, Sherry, visit Snoqualmie Falls in Washington.

the world with family while making new friends and all-the-while thinking about problems and creating simple inventions to help to solve them.

On another note, I was recently

able to reunite our rock band from high school to play two shows for our class reunion, 35 years after our last performance — at the very same venue. We worked for about three years to pull this off, and it was very satisfying to be able to perform the same three sets of music again with the same guys from back-in-the-day. As rock musician Pete Townsend said, "I may be old, but I ain't borin'!"

Looking back at your career, would you do anything differently?

I suppose I might have made things easier by simply following the path of least resistance: flavor-of-the-month orthodontic fads and popular gurus during the past 25 years. But I didn't jump on routine functional appliances, early aggressive treatments, slippery braces, the avoid-

ance of extraction-at-all-costs, the selling out of my practice to some management group or the adoption of hard-sell marketing.

I decided to become immersed in research-based concepts and focus on looking for innovative solutions. As a result, I was able to design my own orthodontic offices, develop my own line of braces and create a system of devices to compliment treatment that I feel comfortable and proud to provide for the people who seek our advice and assistance.

In the process, I grew an orthodontic practice by creating relationships built on trust. So, I guess there aren't too many things I would have done differently.

Do you have any final comments for our readers?

Orthodontics is a life-long learning process, and there always appears to be more and more to learn. It's sometimes overwhelming to consider.

As Alexander Pope wrote: "A little learnin' is a dangerous thing, Drink deep or taste not the Pierian Spring."

Or to paraphrase the mathematician Alfred North Whitehead: "How much orthodontics do you need to know? Enough not to be taken in by it."

I'm fortunate to have found a career that I've embraced — pun intended — completely, and I enjoy being involved in so many aspects. OT

AD



2010 GREATER NEW YORK DENTAL MEETING

**FREE
REGISTRATION***

**MEETING DATES:
NOVEMBER 26 -
DECEMBER 1**

**EXHIBIT DATES:
NOVEMBER 28 -
DECEMBER 1**

86th
Annual Session

The Largest Dental Convention/ Exhibition/ Congress in the United States

*Free registration
before November 26

Please send me more information about...

☐ Attending the Greater New York Dental Meeting

☐ Participating as a guest host and receiving free CE

☐ I speak _____ and am willing to assist international guests
enter language

Name _____

Address _____

City, State, Zip/Country Code _____

Telephone _____ E-mail _____

Fax or mail this to:
Greater New York Dental Meeting or
visit our website: www.gnydm.com for more information.



Greater New York
Dental Meeting



U.S. COMMERCIAL
SERVICE
United States of America
Department of Commerce

For More Information:
Greater New York Dental Meeting™
570 Seventh Avenue - Suite 800
New York, NY 10018 USA
Tel: +1 (212) 398-6922
Fax: +1 (212) 398-6934
E-mail: info@gnydm.com
Website: www.gnydm.com

OT About the author



Dr. Bowman is a diplomate of the American Board of Orthodontics, a member of the Edward H. Angle Society of Orthodontists, a fellow of the American

College of Dentists, fellow of the Pierre Fauchard Academy International Honor Organization, a charter member of the World Federation of Orthodontists and is a regent of the American Association of Orthodontists Foundation. He developed and teaches the Straightwire course at the University of Michigan, is an adjunct associate professor at Saint Louis University and is a clinical assistant professor at Case Western Reserve University. He received the Angle Research Award in 2000 and the Alumni Merit Award from Saint Louis University in 2005.

OT Contact

Dr. S. Jay Bowman
Kalamazoo Orthodontics, P.C.
1314 West Milham Ave.
Portage, Mich. 49024
Phone: (269) 344-2466
E-mail: drjwyred@aol.com
www.kalamazooorthodontics.com

REGISTER FOR The Future of Dentistry

What's In, What's Out: Materials and Methods to Keep You on the Cutting Edge

EXIT 1A

Complacency
This Lane
Achievers
Merge Right



MOTIVATION
SOLUTIONS
SUCCESS

This EXIT →
10 Miles
25 Miles

Just because the economy is unstable does not mean that your practice has to be.

LVI will steer you in the right direction!

Now is the time to take the driver's seat and invest in yourself and your future.

Recession-proof your practice with an education from LVI.

Bring a new enthusiasm to yourself, your practice, your team, and your patients!

You can have the practice of your dreams, and we can show you how.

Sioux Falls, SD	October 8-9	Minneapolis, MN	November 5-6	Phoenix, AZ	March 4-5
Toronto, ON	October 15-16	Carlsbad, CA	November 12-13	Santa Barbara, CA	March 4-5
Palo Alto, CA	October 15-16	Pittsburgh, PA	November 19-20	Tampa, FL	March 18-19
San Diego, CA	October 15-16	Seattle, WA	November 19-20	Sarasota, FL	March 25-26
Stockton, CA	October 22-23	Kitchener, ON	November 26-27	Arcadia, CA	March 25-26
Moncton, NB	October 22-23	2011 Events		Shreveport, LA	April 1-2
Littleton, CO	October 22-23	Houston, TX	February 4-5	Yuma, AZ	April 1-2
Madison, WI	October 22-23	Park City, UT	February 11-12	Galveston, TX	April 15-16
Kansas City, MO	October 29-30	Lubbock, TX	March 4-5	Las Vegas, NV	April 29-30

LVI is bringing 11 CE credits TO YOU with
The Future of Dentistry in your area!

For complete details visit www.LVIRegionalEvents.com

No Interest Tuition Financing Available Through **ChaseHealthAdvance™** | CHASE 

If paid in full within the promotion period of 12 months. Interest will be charged to your account from the purchase if the balance is not paid in full within the promotional period 12 months, if you make a late payment, or if you are otherwise in default.

ADA CERP® | Continuing Education Recognition Program

LVI Global is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. LVI Global designates this activity for 11 continuing education credits.



Sponsored by



CHANGING DENTISTRY. CHANGING LIVES.

Check with your provider to see which plans are available. Available for purchases of \$1,000.00 or more. Interest will accrue during the promotional period at an APR of 24.75% to 27.99% (depending on creditworthiness). Your actual APR will be stated at the time of purchase. A Penalty Rate of 29.99% will be applicable if your minimum payment is not received within 60 days of the due date if stated at the time of purchase. Due Date Change Fee \$15. Minimum finance charge \$.50. See your Purchase Acknowledgement and ChaseHealthAdvance Revolving Account Agreement for more information about this Promotion. Please read that material carefully.