

# today

aapd  
18 HONOLULU

 <p><b>Welcome to the family</b></p> <p>Pediatric dentists discuss how these three new products are helping their practice.</p> <p>»page 4</p>	 <p><b>How to make the dentist fun</b></p> <p>Make your practice a place kids want to visit. Here are some tips on how to do just that.</p> <p>»page 6</p>	 <p><b>Changing anesthetic delivery</b></p> <p>Lower dose of lidocaine goes a long way to increase patient comfort and clinician efficiency.</p> <p>»page 8</p>
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## So much to learn

■ It's only the second day of the American Academy of Pediatric Dentistry Annual Session, but already there are so many educational sessions to attend and exhibit hall aisles to walk down that it's hard to know where to start.

Fortunately, we have a few highlights to help you on your journey.

A good place to start is with the Posture Perfect Workshop, taking place at 6 a.m. this morning on the Great Lawn of the Hawaiian Village. Led by Dr. Uche Odiatu, this gentle series of exercises at the beginning of your day will make you feel revitalized and invigorated. This session was designed to help change your percep-



\*see LEARN, page 3

• The AAPD booth offered cuddly toys in 2017. Find this year's booth at No. 625. (Photo/Fred Michmershuizen, today Staff)

## Silent auction to help underserved children

■ Tooth decay is the single most common childhood disease, and hundreds of thousands of children nationwide go untreated each year because of financial hardship. Worse, cavities often are the least of the oral health concerns for many children.

That's why HealthySmiles, Healthy Children (HSHC): The Foundation of the American Academy of Pediatric Dentistry strives to ensure every child

### Here in Honolulu

Go to [healthysmiles.auction-bid.org/microsite/](http://healthysmiles.auction-bid.org/microsite/) to bid in the silent auction or to learn more, stop by booth No. 625 to talk to HealthySmiles, Healthy Children staff members.

has a dental home – a place where they can receive consistent, compassionate

dental care. The organization funds and cultivates community-based initiatives where pediatric dentists and other oral-health professionals can help the underserved. Affiliated with the AAPD, the organization is connected to more pediatric dentists than any other national child oral care charity.

Here, during the AAPD Annual Session, you can help support HSHC

by participating in the silent auction. Just go to [healthysmiles.auction-bid.org/microsite/](http://healthysmiles.auction-bid.org/microsite/) to check out the items and cast your bid. You have until 6 p.m. today to get your bids in.

Some of the items up for bid include four nights in Napa at Silverado Resort, a stay at the Grand Fiest Americana in Los Cabos, a stay at the Chicago Hilton Suite for AAPD 2019 and a case of Tesini prosecco.

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## LEARN "from page 1"

tion of morning exercise. This fusion of gentle yoga poses, Tai Chi and Odiatu's unique series of mind, body and spirit moves will enliven and refresh you without breaking a sweat.

From there, why not head over to "Session 240: Sedation for the Young Patient – Part 1," taking place from 11 a.m. to 12:30 p.m. in room Kalakaua B of the Hawaii Convention Center? Christine Quinn, DDS, MS, will be discussing sedation, anesthesia, neurodegeneration and neuroprotection – and what this all means for our young patients.

Sedating a young child is not without risk. This talk will be a discussion on minimizing those risks, especially when it comes to protecting the young child's developing brain, including the current research on the effects

of sedative medications and general anesthesia on the developing brain.

From 1 to 2:30 p.m., you can find the next part – "Session 270: Sedation for the Young Patient – Part 2," this one led by Sarat Thikkurissy, DDS, MS, the division director and program director of Cincinnati Children's Hospital.

Diagnosing caries at earlier ages has led to the discussion/debate as to optimal management strategies for caries in the young child. Pharmacologic management, including both general anesthesia and procedural sedation, are among this armamentarium. Thikkurissy's presentation will look at the physiologic behavioral and treatment variables that impact procedural sedation in the young child. The presentation will examine the evolution of health conditions associated with early childhood, as

well as societal factors that drive how procedural sedation is utilized.

Over in the exhibit hall, there is also a lot going on, and not just with the rows of companies offering the newest and most advanced products. You can also find a variety of educational presentations if you know where to look.

Over at the Tech Bar Theater, you can find such topics as "Using Online Reviews to Help Build Your Practice" (John Carroll, 9:15 a.m.), "The Art of Being Unexpected: How to Manage Fear, Take Action, and Stay Relevant" (Judi Holler, 11 a.m.), "Using Social Media as a Dental Professional" (11:45 a.m.) and "Apps to Improve Your Work/Life Balance" (1:15 p.m.).

For even more information on education sessions and exhibit hall opportunities, download the AAPD 2018 app to your smartphone.

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# NuSmile welcomes three new products to the family

By NuSmile Staff

■ As a family-owned-and-run company, NuSmile is family-oriented in numerous ways. In that spirit, the company is expanding its family of products with the launch of NuSmile ZR Zirconia Narrow 2nd Primary Molars, NuSmile SSC Cuspids and a new medium shade of NuSmile BioCem® Cement.

## NuSmile ZR Narrow 2nd Primary Molars

Cariious primary teeth often create space loss due to mesial drift. This loss of space can make it necessary to use narrow zirconia crowns – especially when placing crowns back-to-back – since zirconia crowns can't be crimped the way stainless-steel crowns can.

David Evans, DMD, PC, of Pediatric Dental OKC in Oklahoma City, says, "Like all NuSmile crowns, these new ZR Narrow 2nd Primary Molars do a wonderful job of maintaining the proper anatomy and mimicking the natural dentition."

According to David Salar, DMD, of West Boca Dentistry for Children in Boca Raton, Fla.: "Since NuSmile ZR crowns are designed based on digital and CBCT scans of actual primary teeth, they're more anatomically accurate than other brands of pediatric zirconia crowns. I've used other brands in the past but find NuSmile ZR to be unsurpassed in esthetics, ease of fit and blending in with the surrounding natural teeth."

He also likes the fact that they require much less tooth reduction for both the restored teeth and the adjacent teeth.

As he explains, "While 'first generation' zirconia crowns are milled and have margins of approximately 0.6 mm, NuSmile ZR's injection molded zirconia crowns have 0.2 mm margins, which greatly reduce the need for tooth reduction."

LaRee Johnson, DDS, of Carolina Pediatric Dentistry in Raleigh, N.C., points out that less tooth reduction means less chair time, which is a significant advantage with pediatric patients. She adds that NuSmile ZR Narrow 2nd Primary Molar crowns – like all NuSmile ZR crowns – save time in another way. "Once you identify the perfectly fitting NuSmile Try-in crown, you can immediately



• NuSmile ZR Narrow 2nd Primary Molars. (Photos/Provided by NuSmile)

• NuSmile SSC Cuspids.



• NuSmile BioCem Universal BioActive Cement in medium shade.

cement and place the matching NuSmile ZR crown."

In contrast, because other brands of pediatric zirconia crowns don't offer Try-In crowns, once the right size crown is identified, it has to be cleaned in a time-consuming attempt to remove any blood and saliva debris that may compromise cementation. Dr. Johnson adds, "The thinner margins and lighter contacts of NuSmile ZR crowns also make it easier to floss and keep the teeth clean."

## NuSmile SSC Cuspids

According to Eric Ellis, DMD, of 7th and Bell Dental Group and Orthodontics in Phoenix, Ariz.: "I prefer NuSmile SSC crowns for their superior fit and function. In particular, these new canine crowns are more constricted at the cervical margin, which facilitates adaptation with much less crimping. This is especially important with cuspid crowns, as they tend to require more crimping and trimming than other crowns."

Dr. Evans adds, "NuSmile's canine SSCs are shorter insiso-gingivally,

## Here in Honolulu

To learn more about the NuSmile ZR Narrow 2nd Primary Molars, SSC Cuspids and the medium shade of BioCem, stop by the NuSmile booth, No. 504.

which generally eliminates the need for trimming."

According to NuSmile, the reduced need for trimming and crimping can significantly reduce chair time, which is something every pediatric dentist appreciates. In addition, as with all NuSmile SSC crowns, the new cuspid SSCs will not wear through, and their laser-etched markings can go through heat sterilization more than 75 times without fading.

Dr. Ellis also appreciates the fact that NuSmile crown cases snap shut and won't open if dropped. "All pediatric dentists and their staffs know the pain of dropping a tray of crowns, having them scatter all over the floor and then having to tediously replace each one in the right compartment. That isn't a problem with any of NuSmile's

crown kits, which means they save 'floor time' as well as chair time!"

## NuSmile BioCem Universal BioActive Cement — medium shade

NuSmileBioCem, the only radiopaque, dual-cure luting cement designed specifically for pediatric dentistry, is now available in a darker medium shade. BioCem's combination of bond strength, ease of handling, value and resistance to shrinkage and washout is now enhanced with the ability to also provide color adjustments to any shade or brand of zirconia crowns, according to the company.

According to Dr. Salar, "With BioCem's new medium shade and original extra light shade, I can match the natural dentition of almost all of my patients." This color-shifting ability can be particularly helpful for single-tooth restorations.

NuSmile encourages you to add NuSmile ZR Narrow 2nd Primary Molars, SSC Cuspids and the medium shade of BioCem to your armamentarium.

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# How to minimize dental anxiety by incentivizing your pediatric patients

By SmileMakers Staff

■ There's been a massive amount of research into dental anxiety, with good reason: Dental anxiety keeps thousands of people from visiting the dentist every year. Children are especially susceptible to this anxiety, particularly if they have never been to a dentist before or they are unsure about what to expect.

Incentivizing visits will help them positively anticipate each trip, particularly if they are facing multiple visits for successive treatments. Here are a few ideas to help you create a program that fits your practice.

## Help patients grade oral health

A daily oral health quiz helps keep young patients on track for oral care success. It can be as simple as a checklist with questions like: Have

## Here in Honolulu

Looking for more ways to incentivize your patients? Visit SmileMakers at booth No. 400 or at [SmileMakers.com](http://SmileMakers.com) to see the company's full line of patient incentives and practice supplies.

you brushed your teeth today? Did you brush twice today? Did you floss today? Have them bring their list in each visit for a special reward. A brushing chart works well for this and can be customized with your practice name and information so they'll remember your positive reinforcement daily.

## Challenge patients to succeed

There's nothing a child will remember more than a challenge. The idea is to turn his or her oral health into a game.

One tried-and-true method is the 2-2-2 challenge. At its essence, all you're doing is asking children to see their dentist twice a year and brush twice a day for two minutes each time. Turn it into a challenge by giving them a practice-themed notepad and pencil to record their progress. That will entice them into forming good habits from an early age and keep you top of mind.

## Offer tiers of prizes

For every cavity-free visit or step in the treatment plan, allow the patient to choose a higher tier of prizes. It gives kids something to look forward to and a reason to behave well and take care of their teeth. At their first visit, they might not have been able to get the plush animal, but you can explain they'll be able to earn it with good behavior and habits over time.

You don't need to break the bank

for this, and the reward tiers don't have to grow excessively. The difference between a bracelet and a heart necklace might be all the incentive they need.

## Add to their collection

Limited edition collectibles are an age-old trick used to help people see an increased value in certain items. It works really well with children because they usually want the exclusive toys or stickers. The value grows if you have the full set, too.

By using "exclusive" prizes like keychains that come in different designs or stickers that can only be collected at subsequent visits, it gives a positive incentive to children who may need a lot of dental work. Rather than seeing their dental visits as a chore, they have a chance to complete their collection.

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# Anutra Medical introduces 1 percent lidocaine as a new product offering

By Anutra Medical Staff

■ Medical device company Anutra Medical is now adding 1 percent lidocaine with epinephrine 1:100,000 to its product offerings, making this particular concentration of lidocaine more accessible to the dental market than ever before.

A published study that appeared in the *Journal of Oral and Maxillofacial Surgery* in October 2017 showed that buffered 1 percent lidocaine with epinephrine can be equally as effective as 2 percent lidocaine with epinephrine for a maxillary field block. This independent study by the University of North Carolina, Chapel Hill, found that buffering 1 percent lidocaine with epinephrine 1:100,000 with the Anutra Local Anesthetic Delivery System® “reduces the pain on injection with a maxillary field

## Here in Honolulu

To learn more about the Anutra Local Anesthetic Delivery System or 1 percent lidocaine with epinephrine 1:100,000, stop by the Anutra Medical booth, No. 740.

block and results in similar lengths of pulpal anesthesia tested with a cold stimulus” as compared to the traditionally used 2 percent lidocaine with epinephrine 1:100,000.

As a result of the study showing the benefits of the lower concentration of lidocaine, Anutra Medical is now adding 1 percent lidocaine with epinephrine, 1:100,000 as one of its regular product offerings.

In other studies conducted in April 2017, utilizing the Anutra Local Anesthetic Delivery System, the School of

Dentistry at the University of North Carolina, Chapel Hill, found, “Mean blood level differences of lidocaine for each patient were significantly lower after nerve block with the buffered drug compared with the nonbuffered agent.”

Anutra Medical is excited to introduce 1 percent lidocaine 1:100,000 into the dental market in a more accessible format than it has been. The option of this new concentration of lidocaine to dental practitioners further shows Anutra’s dedication to increasing patient experiences while transforming practitioner’s efficiency, according to the company.

Anutra is currently accepting orders for the new product offering.

• **The Anutra Local Anesthetic Delivery System. (Photo/Provided by Anutra Medical)**



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