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- Bringing More Home
- The Advantages of Arbitration
- A Quick Way to Fabricate Customized Radiation Stents to Protect Dental Implants



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EDITOR'SNOTEBOOK



James E. Ference, DMD, MBA, AFAAID, DABOI/ID Editor, AAID News

Life-Cycle Dentistry

Many have seen the "target date" for mutual funds, which are designed to be used according to planned retirement dates. The idea of more bonds and fewer stocks is a traditional strategy as one approaches retirement due to less risktolerance.

In somewhat the same way, I increasingly see the correlation between age and appropriateness of planning treatment with enhanced awareness of consequences. The percentage of patients who are taking various potent medications seems to be increasing rapidly. Also, many patients have serious medical conditions that are being controlled well enough for them to function, but with greater vulnerability to disruption.

In somewhat the same way, I increasingly see the correlation between age and appropriateness of planning treatment with enhanced awareness of consequences.

Patients occasionally tend to delay treatments for surgical procedures sometimes for budgetary reasons and frequently as a normal tendency to procrastinate. Often, however, we see them a year or so later, only to find out that they now take some of the various anticoagulants, they have been prescribed a regimen with parenteral bisphosphonates, or some other significant change has occurred relating to their medical conditions. It complicates treatments and introduces new elements of risk. People with diabetes and transplant candidates/recipients are particularly at risk when faced with chronic infections that have been unaddressed.

I have long noted that somewhere along the path of aging, patients seem significantly less able, in spite of apparent best efforts, to maintain oral hygiene efforts. For example, periodontal issues that may have been manageable before, now drift into a zone where deterioration accelerates. The tendency to decay frequently increases dramatically.

As life spans extend, more patients will encounter dementia as well, which can throw dental care or plans for treatment into disarray. Many of these conditions are currently out of our control and are a natural but unfortunate consequence of aging.

The longer I practice, the more compellingly I appreciate that it is highly inadvisable to move into one's senior years with preexisting unresolved problems. Some medical issues—even without treatment are self-limiting or otherwise improve with time. Dental problems usually just get worse. As dentists, we can provide a service to the patient that has great value: Eliminate problem areas to the extent that we can project ahead and see trouble coming. It is a huge judgement call, of course. The right treatment is frequently not obvious due to the many variables. But to the extent possible, action should be taken to steer patients prudently away from dental conditions that will compound

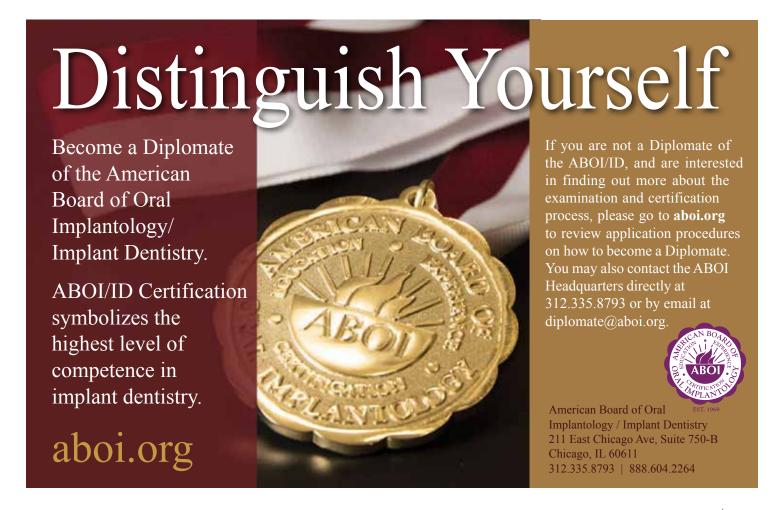
The longer I practice, the more compellingly I appreciate that it is highly inadvisable to move into one's senior years with pre-existing unresolved problems.

their tendency towards dental and medical complications as they reach advanced ages.

Since implants aren't susceptible to decay, they frequently end up being the most durable part of a patient's dentition.

Assuring that a solid foundation of attached gingiva protects the rest of the periodontium can also play a major role in making the implants and remaining teeth even more resilient.

We are fortunate that we engage in a part of the profession that can offer such advantages to people when they are in the most vulnerable and challenging time of their lives. The proper use of implants can be a blessing to many who would otherwise have only bleak dental outcomes.



PRESIDENT'SMESSAGE



Natalie Wong, DDS, FAAID, DABOI/ID AAID President

Giving Thanks in the New Year

Often when people begin a new year, they see it as a time to start over or resolve to lose weight or eat healthier, save money or spend more time with family. I see the new year as a time of reflection. I celebrate what I am thankful for during the current year and consider how I can give acknowledgement and continue to show my gratitude into the new year. Personally, I'm most thankful for relationships, and I think 2019 is a year to express my gratitude for those relationships—whether it's with family, friends, patients, colleagues, or staff-and to cultivate them even further moving forward. Looking back on 2018, what are you most thankful for and what do you want to do to express that gratitude in this new year?

Looking back on 2018, what are you most thankful for and what do you want to do to express that gratitude in this new year?

I am extremely thankful for my patients as they are a big reason I get up every morning. One of my goals for 2019 is to acknowledge my patients and continue to focus on their oral and overall health. I also want to reflect and consider my place in my community as an implant dentist, and I

encourage you to do the same. We should work to continue cultivating our relationships with our patients and future patients in our communities not only to provide care to those patients, but also to educate them on the importance of implants. These relationships are extremely important, not only to us as individual doctors, but also to our entire profession.

We also should evaluate the role our dental office team plays in our day-to-day practices and express our gratitude with those team members. How can we help the team be the best they can be, which helps us as doctors provide the best care? It takes a team to change a patient's life and we need to keep that in mind as we set our goals!

As healthcare professionals, we spend much of our time caring for others, but it's important to take care of ourselves. Selfcare is essential; after all, if we aren't at our best, we aren't able to provide the best possible care, coaching, and support to our patients and team. This comes in many forms, whether it's taking care of ourselves physically through exercise, relaxation, or ensuring our emotions and mental well-being are a priority. In addition, spending time with our friends and families is a way to help keep ourselves balanced. All of these practices are crucial to our success and longevity.

I'd like this year to be one of focusing on our members and positioning our organization to be vibrant for future generations of implant dentists.

Now, I'd like to reflect on the successes of the AAID in the past year and continue to build on those as we move into this new year. Our strategic plan, which was developed last year, is going to help guide us as an organization to develop and grow, identifying those key areas where we can improve and focus our efforts. This issue's cover story (see page 12) highlights that strategic plan and gives details about the goals for the AAID moving forward. Please be sure to check it out!

As we begin 2019, I am extremely excited to serve as your President this year. I'd like this year to be one of focusing on our members and positioning our organization to be vibrant for future generations of implant dentists. One of the areas where I'm especially invigorated to focus our efforts is on leadership development. I want to continue to shine the light on our up-and-coming leaders, recognizing and cultivating those young visionaries and ensuring that their voices are heard and considered. We have exciting things planned to help identify those emerging leaders and give them a platform and support for their ideas. The Annual Conference in Las Vegas this October will offer a new podium, "Emerging Experts," which

will feature 20-minute presentations where emerging experts can show a new technique, something cool they discovered or practice, etc. Not only will they get to share their perspectives, an "established" expert will be present in the audience to observe the presentation and offer feedback after the session. This takes mentoring to a whole new, practical level!

Another area of focus is helping the general membership access dental implant education that is tailored to their skill level, by offering different levels of courses. I also hope we can encourage more local study clubs, which offer a less intimidating environment, especially for those just starting out in their implant careers. We all want to strive to be better doctors. Working with like-minded people in our area can make this goal even more achievable. While our fight for specialty status continues, I want general members to know that you are a priority within this organization too, and the AAID's strategic plan has specific goals for you.

And last but not least, as the first female AAID president, I want to highlight the amazing women in this organization and encourage more of our women members to take an active role; whether it be getting credentialed, serving on committees, being on a task force, volunteering as an ambassador, or serving as a moderator at our annual meeting. As more than 50 percent of the graduating dental class today are women, it is wonderful to see the growing number of women within our membership. This year we will collaborate with the American Academy of Women Dentists and offer a half-day podium session at the Annual Conference in Las Vegas. This session will feature women focused on issues that female patients bring to our offices and topics that impact female dentists as professionals.

So, as I look back—and ahead—and reflect on those relationships for which I am most grateful and want to cultivate even further—with my patients, my office team, myself, the AAID membership—I truly am invigorated and excited. Please join me in that excitement and cultivate those same relationships with your staff, patients, and especially with the AAID. Make your relationship with our organization even stronger this year!

ZERAMEX® XT Is Now Available in the U.S

DentalPoint has received FDA approval for its latest product, ZERAMEX® XT. The ZERAMEX® XT system is a 100% metal free alternative to titanium implants designed for highly cosmetic tooth replacement, especially in the esthetic zone. Dental professionals will now be able to use a two-piece ceramic implant with a reversible screwed internal connection that supports a natural soft-tissue appearance.

The ZERAMEX XT ceramic implant is manufactured from high-strength ceramic Bio-HIP ATZ. The hard zirconia material with the color and translucence of natural teeth is manufactured by hot isostatic pressing. No thermal process (sintering) or post-processing takes place after the final shaping of the outer and inner geometry of the implant. This ensures that a high degree of precision is achieved, and no further changes can occur in the material structure.

ZERAMEX XT offers greater restorative flexibility compared to one-piece or cemented ceramic implants. The reversible screwed internal connection is a unique differentiation to existing systems on the market.

Emerginnova is located in Miami, Florida www.emerginnova.co



Nobel Ceramic Implant Receives FDA Approval

On November 30, 2018, Nobel Biocare announced that it received FDA approval for the Nobel Pearl™ zirconia ceramic implant. NobelPearl provides proven strength for a successful start in ceramic implantology and offers greater restorative flexibility compared with one-piece or cemented ceramic implants. The NobelPearl has a two-piece, reversible,

cement-free internal connection design. NobelPearl is engineered for primary stability and available for a broad range of indications, from single to multiple unit.

Nobel Biocare USA, LLC is located in Yorba Linda, California www.nobelbiocare.com



continued on page 10



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-Paresh B. Patel, DDS | Implantologist, Educator

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industrynews

continued from page 8

TAV Dental Announces FDA Approval

TAV Dental announced in late 2018 that it received 510(k) clearance from the U.S. FDA to market TAV W Zirconia Implants. The system includes one-piece and two-piece implants with titanium screw. The zirconia implants are manufactured by TAV state-of-the-art production facility using advanced Ceramic Injection Molding (CIM) technology.

TAV Dental is located in Shlomi, Israel www.tavdental.com



PREAT Corporation Announces New Vice President

Ruben Arebalo was promoted to PREAT Corporation vice president in December 2018. Arebalo has 15 years of dental laboratory experience with 11 years of digital design and edentulous, full-arch case planning skills. A graduate from the University of La Verne, Arebalo is frequently sought out for technical advice and implant identification and is recognized as an expert in attachments and implantology. Ruben joined PREAT Corporation in 2008, was named senior technician in 2010, and then promoted to general manager in 2014.

PREAT Corporation remains the only multi-generation, family-owned precision attachment Company. Located in Grover Beach, California, PREAT has no affiliation with any implant company and maintains a large well-trained technical and customer service staff, including two ICOI Masters.



Southern Implants North America Now the Sole Provider for Its Classic Products

Southern Implants North America (SINA) announced that the distribution agreement it held with Keystone Dental expired on November 17, 2018. In 2016, Southern Implants established Southern Implants North America (SINA) as a direct subsidiary in the North America market. At that time, the company held a non-exclusive distribution agreement with Keystone Dental. Therefore, Southern Implants North America is now the sole provider for all classic Southern Implant manufactured products that were previously available through Keystone Dental including the popular TRI-NEX™ standard and TRIMAX post extraction molar replacement product lines.







Why let the Implant Company make your decisions? HAVE IT YOUR WAY!



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Integrity Tapered Implants are available in both Tissue-Level & Bone-Level designs.

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- The Tissue-Level implants are designed to be a single surgery implant, that preserves both crestal bone, and soft tissue. The Bone-Level design utilizes platform switching which preserves crestal bone.
- Simple abutment placement due to the soft tissue level connection.
- Internal pentagon offers 5 secure, and positive abutment positions.
- · Strong, stable, and retrievable abutment design utilizing large retention screws (2.0mm and 2.5mm) torqued to 35Ncm.
- Internal tapered abutment connection to reduce the abutment/screw load.
- · A lab "Friendly" system throughout the world.

Tatum Integrity Implants Internal Pentagon feature offers 5 secure, and positive abutment positions.



diameters & heights



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Available in angles 0°, 15° & 30°

Stock Abutments

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you can trust.

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Integrity Tissue-Level **Tapered Implant**



Integrity Bone-Level Tapered Implant



There's a Lot the AAID Can Be Proud of in

Since 1951, the AAID has focused on quality implant dental education to ensure that patients receive the best care possible, as well as finding ways to provide this care. The science behind placing implants changes continuously, and the AAID continues its work to be the premier organization, sharing current and relevant information with the entire profession.

As membership has grown to more than 5,000, the AAID recognizes the need to improve its infrastructure by providing members with added benefits and programs. For example, the AAID has introduced new technology to allow for a more robust meeting registration process and increased automation to allow credentialing applications to be submitted electronically. Other additions include new staff and a consumer awareness campaign to help patients understand the importance of seeing a credentialed implant dentist.

The AAID's success comes from the strength and dedication of its members. What follows are some of the changes happening over the next year and beyond.

The AAID Annual Conference

Synergy and Success for 2019 will continue to build on the AAID's reputation for delivering quality implant education. Last year's meeting added specific programming for the dental team, which proved to be popular. This year, it will be making a return with expanded courses for hygienists, administrative staff, dental assistants and a dental laboratory track. We are also adding a track that features female presenters.



The AAID 68th Annual Conference will take place October 23 to 26 in Las Vegas. This year's main podium will feature dual speakers who will present their ideas on the same topic. Additionally, an emerging experts' program will be introduced,

which will provide a platform to present on new topics. Go to *aaid.com/annual_conference* for up-to-date information. Registration will open in March.

Consumer Awareness Campaign

The AAID consumer website (aaid-implant. org) promotes the understanding of dental implants and the value of AAID-credentialed dentist's extensive education and expertise. In fact, the "Ask a Dental Expert" feature has received more than 10,817 views and 400 form submissions in 2018. These consumer questions are forwarded to AAID-credentialed members, encouraging patients to visit your office and ask questions.

New materials have been developed to help consumers learn more about implants and what the AAID credential means.

Consumers who go to the website will find:

- An interactive implant dentist finder
- · An animated informational video
- · Dental implant basics
- Patient testimonials
- LifeSmiles Blog

Member dentists have access to patient materials, by visiting the Members only section on *aaid.com*. Choose from:

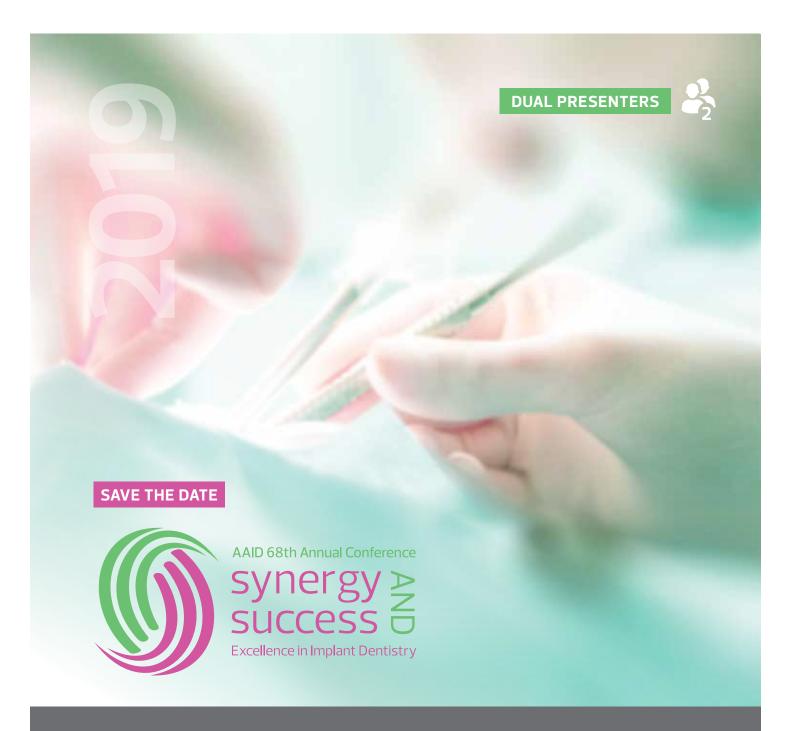
- Brochures to educate patients about dental implants
- Posters and infographics to frame in your office
- Social media banners and content for social media
- Advertisement templates and tips on how to place them.

June - December









OCTOBER 23-26, 2019 | ARIA RESORT & CASINO LAS VEGAS

68th Annual Conference

Practical Education for the Practicing Dentist®

aaid.com/aaid2019

Branding Initiative

In 2018, the AAID engaged Neiger Design to conduct a branding initiative that will help develop a new brand identity to better articulate the value of the AAID to members and external audiences, including general dentists and patients. Some of the goals include:

 Strengthen the AAID's position as the leading global resource for knowledge, research and education in implants for the profession, the members and the public.

- Create a brand identity that stands out against the competition, is contemporary and professional, and clearly articulates its value to AAID members and external populations, including patients and general dentists.
- Position the AAID as the innovative leader in education and training of implant dentistry.

To ensure proper feedback, AAID members were asked to provide their input. The survey results helped to guide the process and provide the needed information during this effort.

The respondents believed the brand should symbolize:

The AAID's rigorous and high standards of professional credentialing, which yields the most knowledgeable and skilled implant dentists, because the AAID is committed to providing cutting edge education and training that is critical to providing top quality and safe patient care, now and into the future.

The new brand will be introduced in conjunction with the move to the AAID new headquarters office later this year.

AAID Credentialing Program

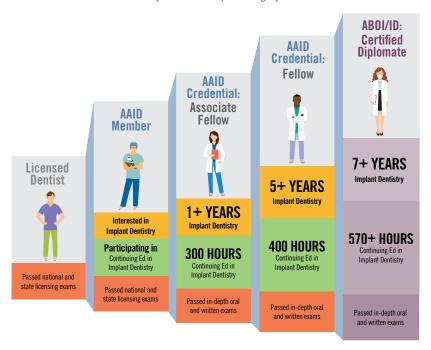
The number of AAID-credentialed members has grown to 1,100. In 2018, the AAID introduced 70 new Associate Fellows and 38 Fellows. In an effort to streamline the application process and go from manual to digital, members submitting for the Associate Fellow and Fellow will be able to do so online.

For those interested in obtaining the credential, go to aaid.com\credentialing for more information.

Why Do Credentials Matter?

It comes down to confidence. The American Academy of Implant Dentistry (AAID) is dedicated to the advancement of implant dentistry, and so are its dentists.

Choosing an AAID-credentialed dental implant dentist means knowing you chose an expert with the **extensive education**, **training** and **experience** required to make sure your dental implant surgery is a success.



Live life the way you want to with dental implants from an AAID-credentialed dentist.

Awards and Recognition

The AAID recognizes various individuals for contributions to implant dentistry at the Annual Conference. Detailed information as well as previous recipients can be found at aaid.com/awards.

Terry Reynolds Trail Blazer Award

In 2018, AAID introduced the Terry Reynolds Trailblazer Award to honor the contributions Dr. Terry Reynolds made to implant dentistry.

Dr. Reynolds conceptualized, developed, and founded the implant MaxiCourse®, which has become the gold standard for implant education and is trademarked by the AAID. He was the first MaxiCourse director and, in 1998, became the first African American to serve as AAID president.

The award recognizes an AAID member who epitomizes the spirit of Dr. Reynolds's work for the profession by:

- Demonstrating leadership in implant dentistry
- Achieving accomplishments and accolades as innovative educator in art and science of implant dentistry
- Personifying the spirit of inclusion, outreach, and unselfish service that includes humanitarian efforts within the dental community, which fosters training, knowledge, and compassion to the betterment of patient care worldwide and service to mankind

Members are asked to submit recommendations. Applications, which are due May 1, can be found at aaid.com/trailblazer.

Gershkoff-Goldberg Award

This award was established by the AAID to honor one individual who exemplifies the commitment by Dr. Aaron Gershkoff and Dr. Norman Goldberg to implant dentistry and keeps their memories alive. The Past Presidents' Council selects the recipient each year. To suggest a nominee for consideration, please contact one of AAID's past presidents or contact the Past Presidents' Representative on the Board of Trustees by May 14. The current representative of the Past Presidents, Dr. Craig Cooper can be contacted at implantdds@att.net.

Isaih Lew Award

The Isaih Lew Memorial Research Award is presented by the AAID Foundation to an individual who has contributed significantly to research in implant dentistry. This award is given every year to perpetuate Dr. Isaih Lew's spirit and enthusiasm for implant dentistry. Send your nominations to William Rohe by email to william@aaid.com by July 15.

Paul Johnson Service Award

The objective of this award is to recognize outstanding service to AAID as exemplified by Paul Johnson; to acknowledge the work of AAID volunteers who have gone "over and above"; and to highlight that much of the success of AAID is due to

the hard work of committed volunteers. Nominations may be submitted by AAID members or AAID staff. *The deadline for this award is August 1 and is decided by a staff committee*.

Dental Student Awards

Every year, accredited dental programs refer an outstanding pre- and/or post-doctoral dental student who demonstrates great interest, academically and clinically, in implant dentistry. The award serves as recognition of students' achievements, as well as provides the opportunity for the winner to advance their skills and knowledge within the field of implant dentistry. Questions can be sent to education@aaid.com.

The AAID Foundation Finds Its Focus

AAID Foundation Adds New Giveback Program

The AAID Foundation Board has been hard at work to bring new programs to people who need it most. Over the next few months, a new Veteran's program will be introduced in which AAID-Credentialed dentists will be encouraged to provide a veteran with a new smile. Make sure to watch your mail for detailed information.

This new program adds to the growing philanthropic activities of the Foundation, including research grants to postdoctoral students (see below), Wish-A-Smile program, and others. Due to the increasing number of activities in which the Foundation is involved, a dedicated staff person will be added later in 2019.

Student Research Grants Available

Do you know any students who would be interested in a research grant from the AAID Foundation? AAID Foundation (AAIDF) *David Steflik Memorial Student Research Grants* are available to all dental students and those in post-graduate and residency programs. The request may be used to supplement projects currently supported by Federal or non-Federal funds or to provide interim support for projects under review. Applicants may request up to \$2,500 (total costs) to fund the project up to a two-year grant period. The deadline is May 3 and more information can be found at www.aaid.com/foundation/Grants_and_Activities.html.



Research Grants

The Foundation also awards research grants of up to \$25,000 to support projects that include the investigation of pilot research studies; developing and testing new techniques and procedures; carrying out a small clinical or animal research project; or analyzing existing data. More information can be found on the AAID Foundation website.

Foundation Thanks MaxiCourses for Their Support

The Foundation would like to thank the MaxiCourses for all of their support over the years. At the 2018 Auction, directors from various programs around the country have donated more than \$100,000 of education.

Thank you for your support:

- Chicago AAID MaxiCourse®
- Las Vegas AAID MaxiCourse®
- Loma Linda University AAID MaxiCourse®
- New York AAID MaxiCourse®
- Eugene, Oregon AAID MaxiCourse®
- Houston AAID MaxiCourse®
- Waterloo, Ontario, AAID MaxiCourse[®]
- Vancouver AAID MaxiCourse®
- Washington, D.C., AAID MaxiCourse[®]

Strategic Plan

The current strategic plan began guiding the organization in 2018. There are four strategic priorities. These priorities guide AAID activities, whether they be committee activity, financial allocations or Board decisions.

The graphic on the right explains the priorities for the next five years.

Facelift for JOI Website



In 2019, the Journal of Oral Implantology (JOI) will move to a new web platform providing an enhanced reader experience for AAID members! The new JOI website will provide members with a fresh design that is responsive to any device, personalized content recommendations, and seamless single sign-on functionality. This means that AAID members can use one username and password to access both the AAID and JOI websites. Look out for the new JOI online in the coming months!

STRATEGIC PRIORITIES 2018 - 2021

The AAID strives to advance the science and practice of implant dentistry through education, research support, and to serve as the credentialing standard for implant dentistry for the benefit of mankind.



ENGAGE GENERAL MEMBERS

80% of our members are General Members.

Streamline processes for:

- * Volunteers
- * Engagement
- * Academy involvement



- * Modern
- * Efficient
- * Functional







INCREASE VISIBILITY OF AAID

Be the "go to" resource for implant dentistry

ENHANCE ALL EDUCATION PLATFORMS TO INCREASE

- * Membership value
- * Engagement
- * Retention
- * Awareness
- * Skill set
- * Income
- * Quality of life



AAID Trustees

Under the leadership of Dr. Natalie Wong, the Board also is undergoing a transformation as the organization's need for leadership changes. The Board recently undertook two days of training on how to be an effective board using a knowledge-based decision process. This new approach to Board meetings will position leadership to have future-focused discussions to lead the profession and set the course for generations of implant dentists to come.

The current AAID Board includes:

President Natalie Wong. DDS, FAAID, DABOI/ID



Secretary S. Shane Samy, DMD, FAAID, DABOI/ID*



Central District Trustee Edward Kusek, DDS, FAAID, DABOI/ID*



Southern District Trustee Andrew Kelly, DDS, FAAID, DABOI/ID*



President-Elect Bernee Dunson, DDS, FAAID, DABOI/ID



Immediate Past President David Hochberg, DDS, FAAID, DABOI/ID



Northeast District Trustee Jason Kim, DDS, FAAID, DABOI/ID



Western District Trustee Matthew Young, DDS, FAAID, DABOI/ID



Vice President Adam Foleck, DMD, FAAID, DABOI/ID



Past Presidents' Representative Craig Cooper, DDS, FAAID, DABOI/ID*



Northeast District Trustee Gilbert Tremblay, DMD, FAAID, DABOI/ID*



Western District Trustee Jay Elliott, DDS, FAAID, DABOI/ID*



Treasurer Brian Jackson, DDS, FAAID, DABOI/ID



Central District Trustee George Arvanitis, DDS, FAAID, DABOI/ID



Southern District Trustee Rajiv Patel, BDS, MDS, FAAID, DABOI/ID



*Denotes new member as of 2018-2019

New Staff

As the AAID membership has changed and grown, so has the need for more programs. Thus, four staff members have started during the last 12 months, two of which are new positions:

Karina Devine is the Social Media and Web Content Coordinator. With a background in public relations and marketing,

Karina is responsible for the digital communications (email, social media, and web) for the AAID. She can be reached at karina@aaid.com.

Amanda Duski, CMP. is the Meetings Manager. She manages the logistical planning for the annual conference and district meetings,



including site selection, housing, room

setup, food and beverage, and audio/ visual. Find her at amanda@aaid.com.

Janet McNeill is the Education Coordinator. With a background in higher education and associations, Janet is responsible for



various aspects of all educational activities including speaker management, ePosters, Table Clinics, ambassadors, workshops, and seminars. She can be contacted at ianet@aaid.com.

April Smith-Miller is the Marketing Communications Manager. April's responsibilities include marketing the AAID Annual Conference,



District Meetings and to promote the organization to increase brand awareness and grow membership. She can be reached at april@aaid.com.

AAID Moves Headquarters in June

This June, the AAID will move into a larger space within its current location—the ADA Headquarters building. The space will address the organization's need for growth, both to add new programs and staff, provide more meeting areas for planning and brainstorming, and encourage members to stop by when they are in Chicago. Conference room space will be large enough to hold meetings for our larger committees, such as the Membership. The architecture both in terms of space design and information technology will carry the organization forward to the next decade and beyond.



A successful dental practice starts with teamwork. A precision team you build from within. And a formidable ally to help achieve exceptional outcomes for your patients and your practice. At Zimmer Biomet Dental, we've been pushing the boundaries of oral health for over 63 years now. We can do the same for you.

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BUSINESSBITE



By Christina Blatchford and Bill Blatchford

Bringing More Home

Real profitability is alive and well in dentistry—and it can be yours. To achieve it, you must first acknowledge that you're in business for a reason; include profit as part of that reason. Most dentists would rather take another clinical course (also important) than choose to face the unknown and

The path to profitability is an amazing avenue, but you have to work to find it.

messy business of running the practice. If you feel you're on a hamster wheel trying to outrun your overhead, you're not alone. There is a way out. The path to profitability is an amazing avenue, but you have to work to find it.

Profitability needs to be acknowledged and embraced as a goal. Having a greater net also is part of that goal. Become an expert in your numbers and embrace them because they tell your story of profitability. These are *your* numbers, not your accountant's. They are readily available, yet most dentists lack motivation to investigate and own them. Find that motivation, as it can make a real difference in your life, family, and retirement. Consider the following specific areas as you think about your profitability.

Determine your overhead per hour by working with your numbers

What would be the result if you worked together with your team to find your overhead as a dentist and in hygiene? How do you think this overhead number would impact scheduling, collecting, and mastering sales conversations? With little training in business, most dental auxiliaries see the big numbers, know their salary, and assume the dentist is beyond wealthy.

You can determine this figure for the office, for individual doctors, as well as hygienists, by eliminating all lab costs in your calculations. You can figure out what your overhead is per minute! Dentistry is not a rodeo, but being fully prepared for an appointment—so nothing is left to chance—can greatly increase your profitability. Overhead can be controlled, but efficient scheduling is what truly reduces overhead per hour.

Look at your resources

Unaware of practice's costs, many dentists and teams point to the supply bill as the culprit of higher overhead. So the goal becomes finding the cheapest gloves, drill bits, and mouthwash on the planet. Yet, the real culprit of high overhead in a dental office can be the salary paid to the team. Without embracing numbers, a dentist may hire a new team member when the team is already overstaffed.





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ON TOP OF BAR



Locator Bar Attachment
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8 Retention Inserts
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4mm‡ x 4mm
Attachment can hinge, have vertical and rotational movement



3mm‡ x 3mm
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Business Bite

continued from page 20

Factor in marketing and new patients

Becoming an expert in your numbers also includes knowing the cost of taking new patients. What is the cost and value of each current marketing source? These factors include marketing costs, team training efforts, and the positive things you do in your community, which are very valuable as patients notice and discuss them with their friends and family members, thereby expanding your reach.

Scheduling is key

Scheduling your day is incredibly important to improving profitability. It demands precision as well as mastering sales conversations, so that every procedure necessary for treatment (and achievable in one visit) is completed during that one appointment. Did you know your net profit triples when you do two units of crown and bridge instead of the usual single crown?

Your dental office team also needs to be educated on all of the factors involved with scheduling. If your team hasn't learned about the bigger picture of overhead and profits, they may be encouraged to schedule inefficiently. For instance, if you work four regular days (Monday to Thursday), but you and your team hold Fridays for large cases, that added work day (and added pay) is seen by your team as a 20% increase in pay that week. Instead, fold those large cases into your regular work week.

Another profitability note on scheduling: Dentists like a schedule with a daily goal one they can count on. However, teams and doctors need to be flexible in the face of unforeseen circumstances. If a patient in hygiene is diagnosed with three broken crowns and is open to having treatment that day, could you embrace this in an already planned day?

Understand your costs and fees—and adjust if necessary

Do you know the cost of each of your procedures? What is the return on investment in these procedures? What is the cost to do a single implant vs. multiples in the same appointment? When you treat a large case, how many appointments does it take, and does your fee cover your overhead per hour? We have heard of full-mouth cases being done for \$20,000.

Your fees need constant attention. If you are fee-for-service, and you're adding skills with your maturity, your fees need to reflect the greater talent being provided. Likewise, are you creating a profit with PPO fees, or just breaking even? What is your path toward profitability? Is there a better way to greater net, but unsure of the consequences? Are you committed to being a PPO doctor forever? You can be profitable with PPOs by embracing your numbers and attracting more non-insurance patients.

Calculating the cost of dentistry per unit can move you toward greater profitability. What is the cost to insert a single implant? Has the patient been fully diagnosed, and a lifetime treatment plan matching the patient's dreams and desires been addressed? Or, are you delighted when a single crown comes in and doing other less-than-ideal dentistry? Collections, too, can be more profitable, even if you are fee-for-service. Your team may be spending useless hours pre-determining treatment, when it is not necessary. Collecting at time of service is a necessary skill, as well as collecting in advance for larger treatment.

Document your systems

Considerable profitability is lost in a dental practice due to lack of concrete, written systems-scheduling, collecting, treatment financing, pre-authorization protocol, hygiene standards, and more. Every one

of your systems must be recorded somewhere for everyone in your office to be able to access. If not, they don't exist-except perhaps in a team member's head. How many times we have heard, "Yes, we used to produce \$10,000 a day, but when our receptionist Janie left, all the information went with her"?

Include your team

Obviously, your team needs to be totally invested in the practice of profitability. They must strongly desire your practice to succeed. It's safe to assume they are presently doing all they know how to do. having reached their ceiling of capability. But it is this very ceiling that is trapping your practice in old ways of thinking, old personal habits, old practices which don't necessarily support continued growth. To accomplish profitability, you need new vision, enthusiasm, leadership, sales skills, numbers, and systems.

Your team is vital to creating a culture of profitability. But creating that culture requires change. Most teams welcome a new challenge, and that's how this should be positioned—a new challenge to improve profitability in which everyone benefits: better scheduling, more profitable treatment, and greater take-home pay. And of course, happier team morale.

Drs. Christina and Bill Blatchford are dental business coaches with Blatchford Solutions. Known for increased net, improved life/work balance with more time away, and returning joy to dentistry, Blatchford Solutions has nearly 40 years of experience working with private practices. Check out www.BlatchfordSolutions.com. their latest book Seven Principles of Highly Profitable Dentists, web testimonials, and many podcasts.



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Information about additional faculty members is available on our website.





LEGALBITE



By Frank R. Recker, DDS, JD

The Advantages of Arbitration

Perhaps the most emotionally and financially draining event for a practicing dentist is becoming involved in litigation. And litigation typically occurs over contracts related to a buy/sell transaction, employment contracts, associate agreements, non-compete clauses, calculation of

The American Arbitration Association (AAA) has existed for many years and has provided mediation and arbitration services to virtually every occupation and issue that one could imagine.

> compensation, damage allocations, or vague and ambiguous terms in any agreement or contract. The judicial world of litigation is fraught with uncertainty, legal "games," and expense. Typically one party or the other is virtually forced to settle on less than fair terms because of the financial and emotional burden that accompanies such litigation.

I have often been involved in litigation because the contract or agreement at issue did not have a mandatory mediation and arbitration clause. This is simply a statutory provision afforded in every state to agree to waive the right to the court litigation process and enter into a mediation or arbitration agreement. This process requires that any dispute, claim, or controversy related to or arising out of any agreement be subjected to mandatory mediation first, and then to binding arbitration failing mediation efforts.

The American Arbitration Association (AAA) has existed for many years and has provided mediation and arbitration services to virtually every occupation and issue that one could imagine. A contract containing "binding arbitration" is comforting because it eliminates personal relationships with judges, personal biases from judges, attorney legal strategies, and the extraordinary costs associated with judicial pleadings, intrusive or irrelevant discovery, and seemingly endless court appearances.

Mandatory mediation is simply a first required step (not essential to an arbitration agreement) to attempt to have a mediator bring the parties together to resolve the dispute through bilateral discussions. Failing that, the next step is binding arbitration, not filing suit. In judicial proceedings, one side files suit against the other and it is (theoretically) randomly assigned to a judge in a court that has jurisdiction over the case.

In contrast, the AAA provides a list of potential arbitrators who are in some way experienced in dealing with the issues or disputes at hand, and each side picks their top five potential arbitrators. After those choices are made, the AAA assigns an arbitrator who was the highest ranked between the two parties. Then that arbitrator controls the scheduling, the permitted briefing (as opposed to being buried in briefs), time schedules, and ultimately decides the case after an "arbitration hearing." This process, while not cheap, is far more expeditious and less costly than the judicial system that provides for multiple appeals, and potentially years of litigation.

An arbitration process may take three to eight months, depending upon the complexity of the issues. But this is still far more expedient and less costly than litigating any matter in the judicial environment. Of course the arbitrator's decision is final and there are no appeals unless the arbitrator's findings are a result of fraud, conflict of interest, etc.

Arbitration also avoids a major-sized law firm from gaining an advantage through endless pleadings, relationships with judges, campaign contributions, multiple attorneys' involvement, etc. The wording that provides this alternative process can come in many forms, but typically states the following:

Any dispute, claim or controversy related to or arising out of this agreement shall be settled through mediation provided by the American Arbitration Association, (AAA), and failing mediation, binding arbitration through the rules and commercial procedures of the AAA. The decision of the arbitrator shall be final, binding and conclusive, and enforceable in any court of competent jurisdiction. The laws of the State of (where contract provides) shall control the legal issues. The arbitrator shall award the prevailing party, in relation to the degree of success, reasonable attorney fees and costs incurred.

The only obvious disadvantage to this process is the fact that the arbitrator's decision of is not subject to appeal. This emphasizes the importance of carefully choosing the arbitrator and checking references.

When a complex or potentially costly dispute is at stake in a contract, it would be wise to employ this alternative dispute resolution process. And there is virtually no limit to the type or kind of contract for which this process can be employed. If one party refuses to agree to an arbitration clause, it may mean they believe they could benefit by having the option of judicial litigation. Such a benefit would include having more money to litigate or personal relationships with the court.

As I have stated in the past, such an arbitration clause can also be provided in a new patient registration packet. The dental malpractice insurance company will still defend and also be required to employ the mediation/arbitration process instead of defending a malpractice suit. Malpractice insurance companies would also prefer the mediation/arbitration route for the same reasons stated above.

Overall, it's important for dentists to understand their options and the advantages of arbitration.

An arbitration process may take three to eight months, depending upon the complexity of the issues. But this is still far more expedient and less costly than litigating any matter in the judicial environment.

CLINICALBITE



By Shankar Iyer, DDS, MDS, FAAID, DABOI/ID

A Quick Way to Fabricate Customized Radiation Stents to Protect Dental Implants

Radiation therapy is sometimes recommended for some oral carcinomas as a primary approach, and often considered following surgical resections and radical neck dissections. Communication is sometimes lost between the radiation oncologist and the implant dentist, and one such

Radiation in the orofacial regions prompts the oncologist to refer to dentists for removal of hopeless teeth and to prevent any radiation necrosis.

incidence occurred wherein the patient

incidence occurred wherein the patient received heavy doses of radiation on the ipsilateral side where the surgery was performed, and a secondary occurred on the contra-lateral aspect in the line of radiation adjacent to existing implants.

Radiation in the orofacial regions prompts the oncologist to refer to dentists for removal of hopeless teeth and to prevent any radiation necrosis. It is also advisable for some patients to protect their radiosensitive organs like salivary glands and oral mucosa from getting affected by the secondary radiation effects. Radiation stents are made by maxillofacial prosthodontists in these instances to minimize the oral effects of radiotherapy.¹ There are also direct techniques to fabricate these stents for mucosal coverage.²

It has never been reported that existing implants should be protected from the secondary effects of radiation. A few papers report that this could be a possibility and scatter of radiation may occur from titanium and affect the adjoining vasculature.³ The patient reported here had successful functioning implants (#30 and 31) prior to radiation (Figure 1). He was referred by the author to an oncology team for management of the squamous cell carcinoma on the left cheek region (Figure 2). A radical neck dissection was performed and the patient reported a follow-up radiotherapy.



Figure 1. #30 and 31—normal bone levels



Figure 2. Exophytic lesion—referred to oncologist



Figure 3. Severe bone loss around the implants on the contra-lateral side



Figure 4. The growth of soft tissue around the implant crowns

The patient returned after six months seeking restoration for the partially edentulous area on the left side. No communication was received from the oncology team. Within a span of six months of radiation, rapid deterioration of the implants with abnormal levels of bone loss was noted on the contra lateral side (Figure 3). A large growth was noted around the crowns of the implants (Figure 4). No referral was

made from the radiation oncologist for any follow-up or intraoral assessment. The implants were removed (Figure 5), the specimen (Figure 6) was sent for biopsy, and the histopathological report revealed spindle cell carcinoma. A proactive approach to interact with radiation oncologists can avoid morbid outcomes of radiation and minimize the mucosal effects of the contiguous regions around the implant.



Figure 5. Implants removed without much resistance



Figure 6. Specimen sent for biopsy

Clinical Bite

continued from page 27

The technique described in this article will help practitioners fabricate a radiation stent in areas where patients may have implants to protect them from the line of radiation (Figure 7) that may cause some irreversible changes in osseointegration. Despite the availability of 3D printed stents³, this manual approach takes into consideration the extent of the soft tissue coverage that can be customized and adapted to include the lead liners with auto-polymerizing resins.

Procedure

- Make a well-extended initial impression in alginate to cover the alveolo-lingual sulcus extending to the retromyelohyoid regions (Figures 8 and 9).
- Wax up the sulcular regions and ensure that the lingual sulcus is covered beyond the implant extensions distally and apically.
- Create a flat plane occlusal surface so that the patient can bite on the stent for stability (Figure 10).
- 4. Adapt the lead liner (1.58mm lead sheeting—FWF Medical Products) to the acrylic shield and add more resin to adapt the liner (Figure 11).



Figure 7. Implants that need protection from radiation



Figure 8. Customizing the stock tray



Figure 10. Acrylic stent adapted to the lingual sulcus with flat plane occlusally



Figure 11. Lead shield adapted to the stent



Figure 9. Ensure that the sulcus depth is beyond the extension of the implant length

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- Khan Z, Azim T. A direct technique to fabriacate an intra oral shield for unilateral head and neck radiation. J Prosthet Dent 2014;112:689-691.
- 3. Garg AK, Guez G: Head and Neck Cancer, Dental Implant and Dental Oncology. *Dental Implantology Update* 2011:22;1.



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JOISAMPLER



Editor's Note: Because of busy schedules, you may not have time to read the dozen or so articles in each issue of the Journal of Oral Implantology. In this section of AAID News, we selected a few articles that have broad applicability to the daily practice and provide a brief summary of key points so you can decide if you wish to read the complete article. The following articles are from Volume 44, Issue 5 (October 2018).

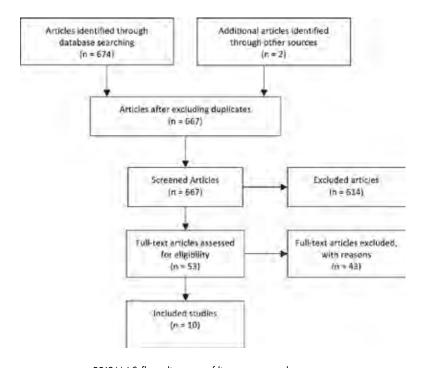
LITERATURE REVIEW

Current Evidence on Dental Implants Outcomes in Smokers and Nonsmokers: A Systematic Review and Meta-Analysis

This systematic review aims to answer the following PICO (Participants, Intervention, Comparison, and Outcome) question: "Does smoking increase the rates of implant failure and peri-implant marginal bone loss in patients with dental implants?" An extensive electronic search and a subsequent hand search were performed. Three randomized controlled trials and 7 prospective studies were included. The odds ratio for implant failure among smokers was 2.92 (95% CI, 1.76-4.83) (P <001). Firstyear marginal bone loss in smokers ranged

from 0.02 to 0.45 mm. In the nonsmokers, bone loss ranged from -0.08 to 0.42 mm. Nonsmokers lost significantly less bone during the first year (WMD.0.11 mm, 95% Cl. 0.03-0.19) and subsequent years (WMD.0.11 mm, 95% CI, 0.03-0.19, P=009). The available scientific evidence suggests that smoking is associated with significantly increased rates of implant failure and marginal bone loss.

> Sara A. Alfadda, BDS, MSc, PhD, Journal of Oral Implantology. 2018 Oct;44(5):390-9.



PRISMA* flow diagram of literature search strategy.

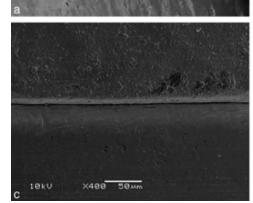
RESEARCH

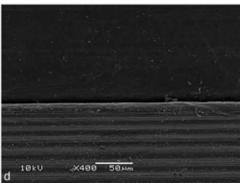
Fracture Strength and Precision of Fit of Implant-Retained Monolithic Zirconia Crowns

Titanium abutments have been a standard in clinical use for many years. As an abutment material, titanium has good mechanical properties and biocompatibility. ^{5,6} However, with growing esthetic demands, the use of all-ceramic materials has become an option for crowns and

abutments. Esthetic challenges can be numerous, especially in patients with thin gingival biotype and high lipline. This is because the titanium structures can lead to a grayish appearance showing through gingival tissues. Studies on more esthetic zirconia abutments have shown

b 15kU X488 58mm





Scanning electron microscope images (3400) of the gap between implant replica and different zirconia crowns. (a) Industrially produced Procera crown. (b) Fully stabilized zirconia direct. (c) Partially stabilized zirconia direct. (d) Titanium base.

12 Direct Ti-base

8 6
4 2
0 PSZ FSZ Procera

Illustration of marginal gaps (Im) of partially (PSZ) and fully stabilized zirconia (FSZ) crowns made directly on an implant replica or through cementing on a titanium base. Industrially produced zirconia crown (Procera, Nobel Biocare) is shown as a reference.

successful results, and zirconia appears to be a suitable treatment option in the anterior region to support single crowns.8-11 New monolithic zirconia materials can be used to fabricate full-contour fixed dental prostheses with the computer-aided design/computer-aided manufacturing (CAD/CAM) technique. The aim of this study was to examine the fracture strength and precision of fit of screw-retained monolithic zirconia crowns made directly on implants or by cementing on prefabricated titanium (Ti) bases. Monolithic zirconia crowns with a Ti base clearly show higher fracture strengths than the crowns fixed directly on the implant surface. Better marginal fit can be achieved with direct zirconia crowns than with crowns on a titanium base or industrially produced zirconia crowns.

Pauliina Moilanen, DDS, Jenni Hjerppe, DDS, PhD, Lippo V. J. Lassila, DDS, Timo O. Närhi, DDS, PhD, *Journal of Oral Implantology*. 2018 Oct;44(5):330-4.



Lateral incisor study models on replicas: partially stabilized zirconia (PSZ) direct, PSZ b titanium (Ti) base, fully stabilized zirconia (FSZ) direct, FSZ b Ti base, Procera.

JOI Sampler

continued from page 31

CASE REPORT

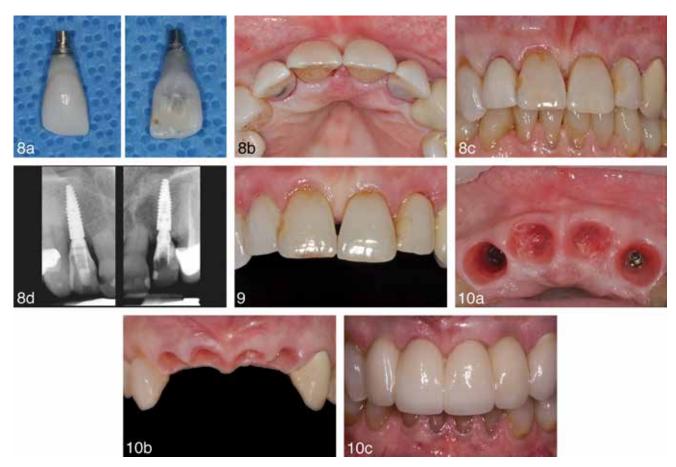
Use of Patient's Own Natural Teeth as Part of the Interim Prosthesis on Immediately Placed Single Implants in a Staged Surgical Approach: A Clinical Report

The authors of this report describe a technique where the tooth's natural crown is used as part of the interim implant supported prosthesis in clinical situations where a tooth with poor prognosis is extracted and an implant is placed immediately after tooth extraction. A preliminary impression is made before tooth extraction, and the exact tooth positioning is assessed in the laboratory as part of the treatment plan. An acrylic resin repositioning jig is fabricated

that will guide the clinician in seating and orienting the crown intraorally after implant placement is completed. After the natural tooth is extracted and an implant is immediately placed via guided approach, the extracted natural crown is hollowed and placed on top of an interim abutment. The natural crown is positioned intraorally by using the acrylic resin repositioning jig. The crown is then internally relined and placed as part of the interim implant

supported prosthesis. After osseointegration has been confirmed, a definitive prosthesis is placed.

> Sarah A. Bukhari, BDS, Abdulaziz Al-Helal, BDS, MS, Periklis Proussaefs, DDS, MS, Antoanela Garbacea, DDS, MSD, Mathew T. Kattadiyil, BDS, MDS, MS, Journal of Oral Implantology. 2018 Oct;44(5):351-7.



8. (a) Frontal and lingual view of finished natural tooth provisional (b) Intraoral occlusal view of natural teeth provisional in place on day of surgery. (c) Intraoral frontal view of natural teeth provisional in place on day of surgery. (d) Post-operative periapical radiograph of implants #s 7 and 10. 9. Intraoral frontal view of natural teeth provisional after 3 months of healing. 10. (a) Intraoral occlusal view of maxillary arch showing emergence profile around implants #s 7 and 10 and pontic area of #s 8 and 9. (b) Intraoral frontal view of maxillary arch showing emergence profile around implants #s 7 and 10 and pontic area of #s 8 and 9. (c) Intraoral frontal view of definitive prosthesis in place.

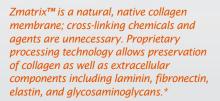


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*Hoganson DM, Owens GE, O'Doherty EM, Bowley CM, Goldman SM, Harilal DO, Neville CM, Kronengold RT, Vacanti JP. Preserved extracellular matrix components and retained biological activity in decellularized porcine mesothelium. Biomaterials. 2010, 27: 6934–6940



The AAID Heads to ASDA

The AAID participated in the American Student Dental Association (ASDA) National Leadership Conference from November 16 to 18, 2018, in Chicago. More than 800 students from 66 U.S. dental schools participated. The AAID awarded one lucky dental student, Tessa McDermott, with a set of AAID scrubs as well as the full main podium recorded sessions from the 2018 Annual Conference to further her implant dentistry education.

Through these events, the AAID is able to work directly with the ASDA School Leaders to set up Bite of Educations (lunch and learns) at various dental schools and continue to influence future generations.

If you are a student or educator interested in setting up a Bite of Education at your school, please contact Nicole Basso at membership@aaid.com.



Dental student Tessa McDermott

2019 Raffle Winners

Meet your 2018 Member **Ambassador winner!**

Dr. Jerome Cha of Tulsa, OK, has received a complimentary year of membership for 2019. Dr. Cha is one of many members who has shown his dedication to the implant field through the member referral program.

Each new member who is referred within a membership year will receive \$50 off a general membership. Each time a current member's name is noted as a referral, his or her name is entered into a drawing at the end of the year to receive a free year of membership. The more new members you refer, the more times your name will be entered into the drawing! This is just one small way we can thank our members, who continue to help the AAID grow.

Congratulations to Dr. Charles Basso!

Dr. Charles Basso from Escondido, California, has won a free registration to the AAID 68th Annual Conference in Las Vegas. Dr. Basso was entered into the raffle for renewing his 2019 Membership dues before December 31, 2018. Thank you for your continued passion to the AAID and the field of implant dentistry! We look forward to seeing you in Las Vegas this October!

academynevvs

Congratulations to the AAID Silent Auction Raffle Winner!

Congratulations to Dr. Fred Stalley for winning the Silent Auction raffles for a free AAID 2018-2019 membership and free 2019 Annual Conference registration in Las Vegas, Nevada! We look forward to seeing you there!



Thank You to the 2018 AAID Foundation Silent Auction Participants

The AAID Foundation raised more than \$118,865 at its auction held during the AAID 67th Annual Conference in Dallas last September! The Foundation thanks the following individuals and organizations who donated items for the auction.

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(AAID Annual Conference 2019 Location)

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Upcoming AAID Events

APRIL

5 to 7 | Chicago, IL ABOI/ID EXAMINATIONS

APRII

24 to 27 | San Diego, CA AACD Stop by the AAID booth!

MAY

17 and 18 | Montreal, Canada FOCUS ON | FULL-ARCH SOLUTIONS

JUNE

7 to 9 | Chicago, IL DENTAL IMPLANTS STAYING OUT OF TROUBLE

OCTOBER

23 to 26 | Las Vegas, NV 68TH ANNUAL CONFERENCE Aria Resort & Casino

NOVEMBER

1 to 3 | Chicago, IL ASDA

Student members make sure to stop by the AAID booth for some free giveaways.

AAID Takes a Bite of Education to Students

Student and educational professionals are encouraged to host an AAID Bite of Education (lunch and learn). Attending a Bite of education provides a valuable place for the next generation of dental professionals to learn, ask questions, grow connects with peers and create mentor relationships that will continue to add value to careers long after your program has ended.

This valuable program allows students to make informed choices about their career path & practice management for years to come. And lunch is provided to all who come!

If you are interested in setting up a Bite of Education or presenting a session, please contact our membership team at membership@aaid.



The AAID Talks Implants at GNYDM

The AAID returned to the 2018 Greater New York Dental Meeting (GNYDM) World Implant Expo to inform dentists about implant dentistry. In addition to having a booth in the exhibit hall, the AAID educated dentists who were interested in implant dentistry at three different programs, including two lectures and a hands-on workshop.

AAID programs included:

Gaining Predictable Horizontal Augmentation—Allogenic Block Graft Workshop Presented by Shankar Iyer, DDS, MDS, FAAID, DABOI/ID





Surgical Uses of Laser Dentistry Presented by Edward Kusek, DDS, FAAID, ABOID/ID





Immediate Implant Placement and Provisionalization: The Single Tooth Solution Presented by Brian Jackson, DDS, FAAID, DABOI/ID





This marked the fourth year the AAID has participated as both an exhibitor and primary educator about implant dentistry at the GNYDM.

Join the AAID at Our Exciting District Meetings!

The AAID Districts invite you to join us this spring and early summer at our meetings. Registration and detailed information are available at *aaid.com*.

Northeast and Southern Districts Present



The AAID Northeast and Southern District will present Focus On | Full-Arch Solutions, May 17 and 18, 2019, in Montreal, Canada. Attendees will experience two days of concentrated education on full-arch procedures. Listen to Keynote Speaker Bart Silverman, DMD, DABOI/ID, Diplomate American Board of Oral and Maxillofacial Surgery, honor Scott Ganz, DMD, and stay for the education! Earn up to 14 hours of continuing education, as well as register for a post-conference workshop.

Below are the courses and speakers scheduled for the Northeast District Meeting:

KEYNOTE Full-Arch: Back to the Future

Bart Silverman, DMD, FAAID, DABOI/ID

Treatment Planning and Pitfalls to Avoid

Shankar Iyer, DDS, MDS, FAAID, DABOI/ID

The Immediate Definitive Digital Full-Arch Prosthesis Adam Kimowitz, DMD, FAAID, DABOI/ID

The CAD-CAM Subperiosteal Implant: The Solution to Treat the Severe Vertical Atrophy of the Posterior Crest of the Mandible

Yvan Poitras, DMD

Sequential Treatment Planning: Stage Your Way To Full-Arch Success Craig Aronson, DMD, FAAID, DABOI/ID

Fixed Full-Arch Implant Supported Restorations for Edentulous, or Immediately Edentulated Patient: Is Dental Esthetics Present Without Facial Esthetics? Samantha Siranli, DMD, PhD, DABOI/ID

Prosthetic Options for Complete Rehabilitation with Implant

Laurent Franco, DMD, MSC

Complications in Implant Dentistry Gilbert Tremblay, DMD, FAAID, DABOI/ID

Full-Arch Maintenance and Recall

Ira Goldberg, DDS, FAAID, DABOI/ID

Implant Reconstruction of the Edentulous Patient: The Overdenture Approach Brian Jackson, DDS, FAAID, DABOI/ID

Point/Counterpoint: Freehand vs. Guided Michael Tischler, DDS, MS and Isaac Tawil, DDS, FAAID, DABOI/ID

Central and Western Districts Present



Join us in Chicago, June 7 to 9, for the 2019 AAID Central and Western District Meeting. Come honor Frank Recker, DDS, JD, and earn up to 14 hours of continuing education, as well as register for post-conference workshops!

Below is a list of current topics and speakers scheduled:

Trying to Restore Less Than Ideally Placed Implants—
The Prosthetic Challenges
Dave Resnick, DDS, FAAID,
DABOI/ID

NIRISAB: A Foundational Approach to Dental Implant Outcomes

Bernee Dunson, DDS, FAAID, DABOI/ID

Risk Management: Defense Augmentation

Frank Recker, DDS, JD

Peri-Implantitis Prevention Hilt Tatum, Jr., DDS, FAAID, DABOI/ID

Understanding the Mode of Failure in Revision Surgery Robert Miller, DDS, MS, FAAID, DABOI/ID

Emergency! Help! My Tongue Is Swelling Up Fast and These All-on-X Temporaries Look and Feel Terrible...Nothing Like My "Old" Teeth Ramsey Amin, DDS, FAAID, DABOI/ID

My Experiences with New Bone Ring Allograft

George Arvanitis, DDS, FAAID, DABOI/ID

How to Avoid and Manage Implant Complications in the Esthetic Zone

Suheil Boutros, DDS, MS, FAAID, DABOI/ID

Immediate Implants: Perfecting Socket and Facial Wall Grafts Timethy Kosinski, DDS F

Timothy Kosinski, DDS, FAAID, DABOI/ID

All-On-X—Avoiding the Pitfalls and Complications Allen Aptekar, DMD, FAAID, DABOI/ID

Modalities to Aid with Immediate Implant Placement
Edward Kusek, DDS, FAAID,
DABOI/ID

Staying Out of Trouble Starts With the Basics

Michael Fioritto, DDS, FAAID, DABOI/ID



Michael Adragna, DDS, New Orleans, LA, received a dental degree from Louisiana State University in 2013.



Seyed Hamzeh Aghaie Kakroudi, DDS, Thornhil, ON, Canada, earned his dental degree from the National University of Iran in 1980 and completed the prosthodontics program at Kings College in London in 2011. He is a graduate of the 2017 Waterloo. Ontario, AAID MaxiCourse®.



Edgar Alb, DMD, Woodbridge, NJ, attended Boston University, where he obtained his dental degree in 1982.



Aparajitha Anthati, BDS, Ochorios, Jamaica, completed her dental degree at Sri Siddhartha Dental College in 2005. Dr. Anthati is a graduate of the 2017 Houston AAID MaxiCourse.



Tim Bacsa, DDS, Indianapolis, IN, received a dental degree from Indiana University School of Dentistry. In 2016, Dr. Bacsa completed the Las Vegas AAID MaxiCourse.



Jasvinder Badwalz, DMD. Merced, CA, earned a dental degree from Boston in 2006. In 2012, he completed the Las Vegas AAID MaxiCourse.



Olivier Broutin, DMD. Niceville, FL, is a 1999 graduate of the University of Florida. Dr. Broutin later finished the 2013 Augusta University AAID MaxiCourse.



Matthew Carl Byars, DDS. Lakewood Ranch, FL, is a 1998 graduate of the University of Detroit Mercy. In 2004, Dr. Byars completed a one-year oral surgery fellowship in the United States Navv.



Gregory Calloway, DDS, Lee's Summit, MO, earned his dental degree at the University of Missouri at Kansas City in 2011. and is a graduate of the 2017 Houston AAID MaxiCourse.



Daniel Capponi, DDS, Napa, CA, attended the University of the Pacific, Arthur A. Dugoni School of Dentistry where he earned his dental degree in 2002. In 2011, he finished the Las Vegas AAID MaxiCourse.



Serge Chausse, DMD. Montreal, QC, Canada, earned a dental degree in 1984 from Université de Montréal. He trained in implant destistry at the 2013 Waterloo, Ontario. AAID MaxiCourse.



Eun A. Cho, DDS, Jeju, Seoul, South Korea, graduated from Busan National University. South Korea, in 2010 with her dental degree. Dr. Cho completed the Korean Dental Implant Institute in 2016.



Benjamin Cope, DDS, El Dorado Hills, CA, received a dental degree in 2012 from Case Western Reserve University. He continued his education at the University of Utah where he completed a general practice residency in 2013.



Adam Crow. DDS. Chattanooga, TN, received a dental degree from the University of Tennessee in 2004 and completed the 2013 Augusta University AAID MaxiCourse.



Josh de Graffenried, DDS, Kilgore, TX, attended Baylor College of Dentistry where he earned his dental degree in 2012. He then graduated from the Augusta University AAID MaxiCourse in 2013.



Gautam Dogra, BDS, DDS. Sacramento, CA, received a dental degree in 1999 from Sri Dharmasthala Maniunatheshwara College of Dental Science in India.



Rohini Fernandes, DDS, West Orange, NJ, earned a dental degree from Columbia University in 1996.



Jason Herres, DMD, Mount Joy, PA, completed his dental degree at Temple University in 2007 and trained in implant destistry at the 2013 Rutgers School of Dental Medicine AAID MaxiCourse.



Sarah Jockin, DDS, Lutz, FL, is a 2009 graduate from the University of California at San Francisco.



Kazuya Kusunoki, DDS, Hiroshima, Japan, received a dental degree from Kyushu University in Fukuoka, Japan, in 2009 and completed the Nagoya, Japan AAID MaxiCourse in 2016.



Ahamed Fouzan, BDS, Colombo, Sri Lanka, is a 2002 graduate of University of Peradeniya. Dr. Fouzan trained in implant destistry at the 2012 Bangalore, India AAID MaxiCourse.



Jonathan James, DDS, Harlingen, TX, earned a dental degree from Marquette University in 2000 and is a graduate of the 2017 Houston AAID MaxiCourse.



Joonsuk Kim, DDS, Gyeonggi-do, South Korea, graduated from Gangneung-Wonju National University in 2008 and completed the Korea AAID MaxiCourse in 2014.



Patrick Kha Dang Le, DMD, Orange, CA, attended the University of Pennsylvania where he earned a dental degree in 1993. Dr. Le completed for his training in orthodontics at the United States Dental Institute. He is also a graduate of the 2014 Loma Linda University AAID MaxiCourse.



Jonathan Geleris, DDS, Walnut Creek, CA, earned a dental degree from New York University in 2014. Dr. Geleris completed the residency program at VA Northern California Health Care Systems in 2015. In 2016, he completed the Loma Linda University AAID MaxiCourse.



Eungyu Jeon, DDS, PhD, Dong-gu, Daeug, South Korea, is a graduate of Kyungpook National University where he earned his dental degrees in 2011 and 2016. He completed the general practice residency at Kyunpook National University Hospital in 2015. Dr. Jeon finished the 2016 Korea AAID MaxiCourse.



Minjae Kim, DDS, Seoul, South Korea, completed his dental degree in 2010 at Dankook University in Cheonan, South Korea. In 2016, Dr. Kim finished the Korean Dental Implant Institute.



Alexander Lezhansky, DDS, New York, NY, graduated from New York University in 2005.



Yuuki Kurita, DDS, Aichi, Japan, received his dental degree from Aichi Gakiun University in 2010. Dr. Kurita also graduated from the Nagoya, Japan AAID MaxiCourse in 2017.



Henry Long Jr., DDS, Lakeport, CA, is a 2000 graduate of Louisiana State University and completed the San Juan, Puerto Rico AAID MaxiCourse in 2018.



Cody Gronsten, DDS, Mitchell, SD, received a dental degree from Creighton University in 2014. Dr. Gronsten is a graduate of the 2017 San Juan, Puerto Rico AAID MaxiCourse.



Keith Long, DDS, Kelseyville, CA, received a dental degree from Louisiana State University in 1991. He later completed the 2018 San Juan, Puerto Rico AAID MaxiCourse.



Pinali Javeri Menon, BDS, DDS, Edison, NJ, received her first dental degree from Government Dental College in 1996. In 2000. Dr. Menon also became a graduate of New York University College of Dentistry.



Anthony Olson, DDS, Canton, SD, received a dental degree from the University of Nebraska in 2014. Dr. Olson is a graduate of the 2017 San Juan. Puerto Rico AAID MaxiCourse.



Carley Rapoport, DMD, Westmount, QC, Canada earned a dental degree from McGill University in 2012 and later completed a residency at the Jewish General Hospital in 2013. She graduated from the Waterloo, Ontario, AAID MaxiCourse in 2014.



Joseph Manahan, DMD, Los Angeles, CA, received his dental degree in 2013 from the University of the East located in Manila, Philippines. In 2017, he completed the advanced education program in implant dentistry at Loma Linda University.



Arthur Mowery Jr., DMD. Gainesville, FL, earned both of his dental degrees in 1996 from the University of Florida. Dr. Mowery completed the general practice residency the following year (2017) at the V.A. Medical Center in Gainesville.



Prashant Parmar, BDS, DDS, Turlock, CA, received his dental degrees from Government Dental College (Mumbai) in 1988 and the University of Pittsburgh in 1992.



Satish Reddy, DDS, Chicago, IL, received a dental degree from Loma Linda University in 2003.



Jacob McInnis, DDS, Kenner, LA, earned a dental degree from Louisiana State University in 2012. Dr. McInnis finished the Las Vegas AAID MaxiCourse in 2017.



Taesoo Myeong, DDS, Pohang-si, South Korea, completed his dental degree in 2009. He is also a graduate of the Korea AAID MaxiCourse class of 2017.



Javrai Patel. DMD. Sanford. FL, attended the University of Florida where he completed his dental degree in 1991. Dr. Patel continued his education in implantology with the 2016 Augusta University AAID MaxiCourse.



Matthew Serbousek, DMD, Grand Island NB, graduated from Midwestern University. Arizona in 2013 and in the same year completed the Las Vegas AAID MaxiCourse.



Matt Nehl. DDS. Belle Fourche. SD. earned a dental degree in 2007 from the University of Nebraska.



Peyman Raissi, DDS. Nashville, TN, received his dental degree at University of Tennessee in 2014.



Patrick Silvaroli, DMD, Reno, NV, received a dental degree from University of Nevada at Las Vegas in 2010. He later completed the residency program in 2011 at the Denver Health Medical Center and the Las Vegas AAID MaxiCourse in 2013.



Natalie Socque, DMD, Chateauguay, QC, Canada, received her degree in 1992 from the University of Montreal.



Yoshinori Suga, Osaka, Japan, earned a dental degree from Osaka University in 2009 and is a graduate of the 2016 Nagoya, Japan AAID MaxiCourse.



Sajid Syed, DMD, Dunnville, ON, Canada, completed his dental degree at the University of Saskatchewan in 2003. Dr. Syed later finished the 2016 Waterloo, Ontario, AAID MaxiCourse.



Masaki Takada, DDS, PhD, Kagawa, Japan, earned both of his dental degrees from Matsumoto University in 2009 and 2017. He completed the Nagoya, Japan AAID MaxiCourse in 2015.



Akira Takahashi, DDS, PhD, Kanagawa, Japan, attended Tokyo Medical and Dental University where he received his dental degree in 1985 and completed a postgraduate program in 2014. He also completed the Nagoya, Japan AAID MaxiCourse in 2016.



Koichi Tamano, DDS, Hokkaido, Japan, received a dental degree from Hokkaido University in 1991 and completed the 2017 Nagoya, Japan AAID MaxiCourse.



Matt Teale, DDS, Hot Springs, AR, attended the University of Tennessee and earned his dental degree in 2011. Dr. Teale also completed the Las Vegas AAID MaxiCourse in 2015.



Jared Thompson, DMD, Forest Grove, OR, received a dental degree from Oregon Health Sciences University in 2005. He also graduated with the Eugene, Oregon AAID Maxi-Course class of 2017.



Mays Tokatly, DDS, Farmington Hills, MI, received a dental degree from the University of Detroit Mercy in 2008. In 2013, she finished the Augusta University AAID MaxiCourse.



Brendan Vahey, DDS, MSC, Santa Fe, NM, graduated from the University of Southern California in 2014. In 2017, Dr. Vahey completed his post-doctoral master's thesis in dental implants from the Federal University of Santa Catarina Florianopolis, Brazil.



Matthew Walton, DDS, Greenwood, IN, graduated from Indiana University with a dental degree in 2006 and completed a general practice residency at Indiana University Wishard Hospital Englewood Hospital in 2007. In 2016, he continued his education at the Las Vegas AAID MaxiCourse.



Janice Wang, DDS, Walnut Creek, CA, received a dental degree from the University of the Pacific, Arthur A. Dugoni School in 1995.



Michael Wehrle, DDS, Hurst, TX, earned a dental degree from Baylor College of Dentistry in 1989.



Alexander Wong, DMD, Coquitlam, BC, Canada, received a dental degree in 2013 from the University of British Columbia. In 2015, he completed the Vancouver AAID MaxiCourse.



Benson Wong, DMD, Kelowna, BC, Canada, received a dental degree in 2008 at the University of British Columbia. Dr. Wong continued his implant dentistry education by completing the 2013 Vancouver AAID Maxi-Course.

2018 AAID Fellows



Song Ahn, DDS, Houston, TX, attended the University of Texas at Houston and earned a dental degree in 1986. In 2004, he became an ABOI/ID Diplomate.



Abdul Rahman Alas, DDS. Bakersfield, CA, received a dental degree in 1998 from Damascus University in Syria. Then in 2009, Dr. Alas completed the Loma Linda University AAID MaxiCourse. He became a Diplomate of the ABOI/ID in 2017.



Craig I. Aronson, DDS, Blauvelt, NY, graduated from State University of New York at Stony Brook in 1988 and completed a residency program at the Englewood Hospital Association in 1989. In 2017, he became an ABOI/ID Diplomate.



George Athansios, DMD, West Milford, NJ, received a dental degree from Rutgers University in 2007. Dr. Athansios trained at the 2012 Rutgers School of Dental Medicine AAID Maxi-Course and became a Diplomate of the ABOI/ID in 2017.



Suheil M. Boutros, DDS. Grand Blanc, MI, attended the University of Detroit Mercy where he earned his dental degree in 2000. Dr. Boutros completed a post-doctoral periodontics program at the University of Minnesota in 1996. He has been a Diplomate of the ABOI/ID since 2007.



Michael Elvis Calderon, DDS. Oceanside, NY, earned his dental degree from Case Western Reserve University in 1994. Dr. Calderon became an ABOI/ID Diplomate in 2015.



Karim El Nokrashy, DDS, MS, Stockton, CA, is a 1993 graduate of Cairo University in Cairo, Egypt. In 1998, he finished the oral maxillofacial surgery program at Cairo University School of Dentistry. Dr. El Nokrashy attained the Diplomate of the ABOI/ID in 2017.



Natalia Evans, DMD, North Vancouver, BC, Canada, graduated from University of British Columbia in 2002. Dr. Evans earned the Diplomate at the ABOI/ID in 2015.



James E. Ference, DMD. Johnstown, PA, attended the University of Pittsburgh where he received his dental degree in 1973. Dr. Ference is a graduate of the 2010 San Juan, Puerto Rico AAID MaxiCourse and a 2013 Diplomate of the ABOI/ID.



Michael S. Freimuth, DDS, Wheat Ridge, CO, received a dental degree from Creighton University in 1994 and completed a residency program at the Omaha V.A. Hospital in 1998. Dr. Freimuth is also a graduate of the 2008 Augusta University AAID MaxiCourse and has been an ABOI/ID Diplomate since 2010.



Ihab M. Hanna, DDS, Redwood City, CA, attended Cairo University where he earned a dental degree in 1994. In 2000, he finished a general practice residency program at the University of Illinois at Chicago. Dr. Hanna earned the Diplomate from the ABOI/ID in 2015.

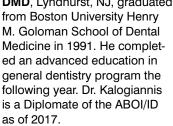


Keith Hudson, DDS, Beverly Hills, MI, received his dental degree from the University of Detroit Mercy in 1989. He became an ABOI/ID Diplomate in 2007.

2018 AAID Fellows



Kirk Anthony Kalogiannis, DMD, Lyndhurst, NJ, graduated from Boston University Henry M. Goloman School of Dental Medicine in 1991. He completed an advanced education in general dentistry program the following year. Dr. Kalogiannis is a Diplomate of the ABOI/ID





Eugene Y. Kim, DDS, San Diego, CA, attended University of California in Los Angeles where he earned his dental degree in 2003. Dr. Kim became a Diplomate of the ABOI/ID in 2017.



Fred J. Kim, DDS, Redondo Beach, CA, received his dental degree in 2003 from Loma Linda University. In 2014, he attained the ABOI/ID Diplomate.



Adam Kimowitz, DMD, Denville, NJ, obtained his dental degree in 2008 from Rutgers University. Dr. Kimowitz completed the 2011 Rutgers School of Dental Medicine AAID MaxiCourse and became a Diplomate with the ABOI/ID in 2017.



Jewel Landy, DDS, Hamilton, Bermuda, earned her dental degree in 1990 from Howard University and is a 2007 graduate of the New York University AAID MaxiCourse.



Keith R. Lawson, DDS, Calgary, AB, Canada, received his dental degree from the University of Alberta in 1990. He continued his implantology training in 2007 at the Augusta University AAID MaxiCourse. Dr. Lawson has been an ABOI/ ID Diplomate since 2012.



Gregory Lehnes, DMD, Sea Girt, NJ, attended Rutgers University where he received his dental degree in 2008 and finished the Rutgers Advanced Education in General Dentistry program in 2011. He is a 2014 graduate of the Rutgers School of Dental Medicine AAID Maxi-Course and became an ABOI/ ID Diplomate in 2017.



Michael McBride, DDS, San Marcos, CA, received his dental degree from Michigan University in 1977. Dr. McBride is a Diplomate of the ABOI/ID, class of 2004.



Herbert M. Mendelson, DDS. Owings Mills, MD, completed his dental degree at Virginia Commonwealth University in 1994. The following year (1995), he completed an advanced education in general dentistry program at the University of Pennsylvania. In 2017, Dr. Mendelson earned the ABOI/ID Diplomate.



Polly Michaels, DMD, Weeki Wachee, FL, graduated from the Medical College of Georgia School of Dentistry in 1998. In 2002. Dr. Michaels completed the residency program at W.W. Hasting Hospital located in Oklahoma. She is a graduate of the 2011 Augusta University AAID MaxiCourse and became an ABOI/ID Diplomate in 2017.



Winston Muditajaya, DDS, Pico Rivera, CA, attended the University of Southern California where, in 1997, he earned his dental degree. Dr. Muditajaya continued his dental implant education in 2010 by completing the Eugene. Oregon AAID Maxi-Course. In 2014, he became an ABOI/ID Diplomate.



Josh Muir, Billings, MT, is a 2011 graduate of the Ohio State University College of Dentistry and completed an advanced education in general dentistry program at Charlie Norwood VA Medical Center in 2012. Dr. Muir completed the 2015 San Juan. Puerto Rico AAID MaxiCourse.

2018 AAID Fellows



Lawrence Nalitt, DDS, Brooklyn, NY, earned a dental degree in 1983 from New York University. He has been a Diplomate in the ABOI/ID since 2017.



Gadia Peabody, DDS. Muskegon, MI, received a dental degree from the University of Michigan in 2001. Dr. Peabody trained at the Loma Linda University AAID MaxiCourse in 2009 and went on to finish the prosthodontics program at the University of Southern California in 2014. In 2016, he became an ABOI/ID Diplomate.



Christopher Petrush, DDS, Pleasant Hill, CA, received his dental degree in 1994 from New York University and completed the Advanced Education in General Dentistry program at University of California at San Francisco in 1995. Dr. Petrush completed the Las Vegas AAID MaxiCourse in 2011. He became an ABOI/ID Diplomate in 2017.



Michael A. Pikos, DDS, Palm Harbor, FL, is a graduate of The Ohio State University where he earned his dental degree in 1979. Dr. Pikos completed his training in oral and maxillofacial surgery at the University of Pittsburgh, Montefiore Hospital. In 1995, he became a Diplomate of the ABOI/ID.



Maria Rotondi, DDS, Woodbridge, ON, Canada, attended the University of Toronto where she earned a dental degree in 1986. In 2016. Dr. Rotondi became a Diplomate of the ABOI/ID.



S. Masoud Saidi. DMD. Langlev. BC. Canada attended the University of Texas at Houston and earned a dental degree in 1986. Dr. Saidi graduated from the 2015 Vancouver AAID Maxi-Course. In 2017, he became an ABOI/ID Diplomate.



Raymond Schneider, DDS, Green Bay, WI, received a dental degree in 1999 from Marquette University. In 2004. Dr. Schneider completed the Augusta University AAID MaxiCourse. He became a Diplomate of the ABOI/ID in 2017.



Bart W. Silverman, DMD, New City, NY, graduated from Fairleigh Dickinson University in 1988 and completed the oral and maxillofacial program at the Westchester Court Medical Center in 1989. In 2017, he became an ABOI/ID Diplomate.



Ghassan Srouijeh, DDS. Glendale, AZ, received a dental degree from Loma Linda University in 2000. Dr. Sroujieh trained in implantology at the 2010 Loma Linda University AAID MaxiCourse and became a Diplomate of the ABOI/ID in 2017.



Richard C. Staller, DMD, Princeton, NJ, is a 1981 graduate from the University of Medicine and Dentistry of New Jersev and a 1984 graduate from the periodontics program at Boston University. He has been a Diplomate of the ABOI/ ID since 2002.



David Taler, DDS, Carmel, IN, attended the University of Maryland where he earned his dental degree in 2008. Dr. Taler completed general practice residency program at the **Baltimore Veterans Affairs** Hospital in 2009. He has been a Diplomate of the ABOI/ID since 2017.



Jonathan Tsang, DMD, Abbotsford, BC, Canada, earned his dental degree from Temple University in 2008. In 2011, he finished the Vancouver AAID MaxiCourse. Dr. Tsang became an ABOI/ID Diplomate in 2017.

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2018 AAID Fellows



Asvin Vasanthan, MDS, Roseville, CA, is a 2000 graduate of the University of Missouri at Kansas City. In 2005, he finished the periodontics program at University of Alabama at Birmingham. Dr. Vasanthan became a Diplomate of the ABOI/ID in 2014.



Matthew Welebir, DDS, Las Vegas, NV, graduated from Loma Linda University in 2000 and finished the Loma Linda University AAID MaxiCourse in 2010. Dr. Welebir became an ABOI/ID Diplomate in 2017.



Stuart M. Youmans, DDS, Casper, WY, attended Creighton University where he received his dental degree in 1996. He finished the general practice residency at Omaha Virginia University the following year. Dr. Youmans is a graduate of the 2016 San Juan, Puerto Rico MaxiCourse and a 2017 Diplomate of the ABOI/ID.

University at Buffalo, The State University of New York Clinical Assistant or Associate Professor (HS), Assistant or Associate Professor (HS)

The Department of Restorative Dentistry, School of Dental Medicine at the University at Buffalo is seeking applicants for a full-time faculty position concentrating in Implant Dentistry. Major responsibilities include: pre-clinical and clinical teaching of implant prosthodontics and surgery at pre- and post-doctoral level. Position is full-time, clinical or tenure-track. Faculty rank is commensurate with teaching experience.

Must have DDS, DMD or equivalent degree; 2) Must be eligible for licensure in New York State; 3) Post-Graduate training in CODA approved program in Periodontology, or Prosthodontics, or Implant Dentistry Certificate Program. Completion of a 2 year Advanced Education in General Dentistry or foreign equivalent combined with an Implantology Post-Graduate Program may also qualify; 4) Completion of Part I and Part II of National Dental Board Examination; 5) Completed implant training or credentials from ABOI, AAID or ICOI will be considered.

Tenure-track applicants must also present evidence of scholarly activity and an established independent research program. Salary and rank are commensurate with the candidate's qualifications and experience. A faculty practice opportunity is available for NYS licensed individuals.

All applications must be completed on-line at the following website (posting #F1700147)

http://www.ubjobs.buffalo.edu/postings/11474

The University at Buffalo is an Equal Opportunity/Affirmative Action Employer/Recruiter.



The AAID is pleased to welcome the following new members! The following members joined between September 1, 2018, and January 15, 2019. The list is organized by state, with the new member's city included. International members are listed by country, province (if applicable), and city. (If you joined the AAID recently and your name does not appear below, it will be listed in the next issue of *AAID News*.) Congratulate and welcome your new fellow members!

Alabama

James J. Phillips, Jr., Auburn

Arizona

Steven Nguyen, DDS, Mesa
Caroline Sola-Sade Ogunware,
Green Valley
Clayton Geoffrey Wainwright, Jr., Tucson
Bradley J. Willcox, DMD, Scottsdale

Arkansas

Matthew Joe Edwards, DMD, Little Rock

California

Artur Arkelakyan, DDS, Burbank
Edgar Jose Rivera Estrada, San Diego
Edward John Givens Jr., Chula Vista
Jiuping Gu, Milpitas
Ronaldo Hernandez, Fremont
Hannah Hong, DMD, Yorba Linda
Song Woo Jung, Lake Forest
Donghee Lee, Los Angeles
Nancy Lee, Burbank
Trevor Duc Luu, DMD, Garden Grove
Arash Nia, Irvine
Vivian Roknian, DMD, Los Angeles
Ali Sheikholislam, Sacramento

Colorado

Scott Arceneaux, DDS, Englewood Nelson Joo, Aurora Youssef Kartabil, DDS, Denver

Florida

Sean M. Bannan, South Daytona Derek Chenet, Melbourne Amir Mostatab, DMD, Gainsville Gokce Sezgin, Saint Petersburg

Georgia

Olajumoke Adedoyin, DDS, Cartersville William Carmanni Callaway, DMD, Bogart Robert W. Hoopba, DMD, Danielsville

Idaho

James E. Pierce, Lewiston

Illinois

Naramsin Ashoormaram, DMD,
Mount Carroll
Robert DeRell Duba, DMD, Matteson
Meredith Gantos, DDS, Naperville
Giancarlo A. Maldonaba, DDS, Chicago
Frank J. Marchese, DDS, Lisle

Nadia A. Arain, DDS, North Riverside

Zubair Ali Mohammed, DDS, Chicago Suzie E. Oh, DMD, Chicago Michael Joseph Perna, DMD, Chicago George Rizkalla, DMD, Chicago Alaa H. Abu Sabaa, DDS, Chicago Ben Sanei, DMD, Wilmette Aliaksandr Shabanovich, DMD, Chicago Ryan Springer, DDS, Arlington Heights

Indiana

Rupinder K. Gill, DDS, Franklin Shane L. Harmon, DDS, Michigan City Hany H. Reyad, DMD, Merrillville

Iowa

Jonathan Karch, DDS, Johnston Derek Kerr, DDS, Osceola Adam Bradley Kruger, Oelwein William Albert Wever, II, DDS, Columbus City

Kansas

Mike Dostal, DDS, Shawnee Joseph Jankovich, Junction City Audra Ward, Overland Park

Maine

Jacob Frederick Kieffer, DDS, Auburn Ben Lawlor, DDS, Gray

Maryland

Sammy Noumbissi, DDS, Silver Springs

Massachusetts

Wenyu Qu, DDS, MS, Brighton Adam Winik, Framingham

Michigan

David Ellsworth, DDS, Petoskey Sai Prathika Vedururu, DDS, Kalamazoo

Minnesota

Akil Ali Alexander, DDS, Rochester Paul Boettner, Plymouth Charles M. McCann, Minneapolis

Mississippi

Abby Lee Raymond, DDS, Tupelo Griffin Harold West, Hattiesburg

Missouri

Thomas Benjamin Baggett, III, DDS, Houston Joshua Lewis, DDS, Columbia Nghia Nguyen, Saint Louis Jonathan W. Silva, DDS, Chesterfield



Montana

Robert Sterling Rehl, DDS, Libby

Nebraska

Jace Vernon Bunkers, Omaha Skylor Rhea Morton, Omaha Sean Odo, Omaha Grant Tesmer, Omaha

Nevada

Gregory Steiner, Henderson

New Jersey

Jay Cazes, Long Valley
Theodore K. Chang, DDS, West Caldwell
Scott D. Ganz, Fort Lee
M.D. Mahfuzul Islam, Elizabeth
Puvi R. Janani, Elizabeth
Abdulrahman Kalajou Sr., DDS, Elizabeth
Balaji Krishnamoorthy, Elizabeth
Mourad Waheeb Labeeb Sr, DDS, Elizabeth
Debojyoti Mazumder, Elizabeth
Bojana Milanovic, DDS, Elizabeth
Sundaram Ravanasamudram Rajaram,
Elizabeth

Zaki Sadiq, Mount Laurel Abdhul Rahman M. Saleh, Elizabeth Seema Sharma, Elizabeth

New York

Marlon Moore, DMD, Bronx Gregory Richard Morra, DDS, Latham Ashish Papneja, DMD, Brooklyn Thomas Richard Rouse, DDS George Sepiashvili, Mohegan Lake Todd Shatkin, DDS, Amherst

North Carolina

Christian Hart, DDS, Chapel Hill Erfan Imen Kashani, DDS, Durham

North Dakota

Derik Hoerner, DDS, Bismarck

Ohio

Hussein Algafri, Cleveland Robert Scott Jarus, DMD, North Olmsted Alvaro Lazo, DMD, Fairfield Rodney Norris, Columbus Fahreen Pardhan, DMD, Westlake Kavitha Pingali, DMD, Troy Shawn L. Rajendram, DDS, Newark Philip Roth, Columbus

Oklahoma

Brett Francis, Stroud Shannon Toler, DDS, Tulsa Christopher K. Ward, DDS, Owasso

Oregon

Pascal Nguyen, Aloha Evan Olson, DDS, Redmond

Pennsylvania

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Jibu Cherian Palamattom, Sur, South Sharqiyah

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Member Ambassadors

AAID Membership Ambassadors know firsthand how AAID membership helps dentists establish or expand their expertise in implant dentistry and encourage their colleagues to join the AAID.

We would like to thank the following Membership Ambassadors who have referred colleagues as new members between September 1 and December 11, 2018.

John Minichetti, DMD, Englewood NJ Cedric Chenet, DDS, Melbourne, FL James Amstadt, DDS, Neenah, WI Michael Wehrle, DDS, Hurst, TX Jerry Stahl, DMD, Fair Lawn, NJ

New Electronic Members

It's never too early for dental students to become familiar with the practice of implant dentistry. And there is no better place for them to learn than from the premier organization of dental implant experts in the world. The AAID electronic membership, open only to dental students, has been in place for several years, and we currently have more than 1,000 electronic student members who are entitled to online access to AAID information and resources. The following is a list of new electronic members who joined between September 1, 2018 and January 15, 2019.

Omar Aljundi
Christian Arcolin
Anela Avdic
Nick Barone
Angad S. Bindra
Beau Bolding
Samuel Caldwell
David Cole

Carolina Rodriguez Colon

Justin Cooper
Anita Dallo
Sonali Demla
Andrew Denning
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Kyle Detmer
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Are you getting the cases you deserve?

If you are not yet treating one full arch implant case every week, then this message is for you.

I invite you to get access to a series of short audio case-study interviews. Each case study is a brief interview conducted with a **successful implant dentist who is getting properly rewarded** for his or her years invested in implant training and skill building. Many of these doctors hold AAID credentials.

Here's the really interesting part: In these case studies, there are dentists who now get reimbursed by Medicare for implant/oral surgery procedures for up to \$23,000 per patient in a 100% legal, ethical, and repeatable process.

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It's free and quick to get access to the implant case studies by going to the address below or schedule your 1:1 discussion immediately at meetme.so/jamesmcanally







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Augusta University AAID MaxiCourse®

Augusta, GA

Director: Michael E. Pruett, DMD

Assistant Director: Douglas Clepper, DMD

Contact Name: Lynn Thigpen Email: lbthigpen@augusta.edu

Phone: 706-721-1447

Website: www.georgiamaxicourse.com

Chicago AAID MaxiCourse®

Chicago, IL

Director: Natalie Wong, DDS

Assistant Director: Adam Foleck, DMD

Contact: Linda Shouldice Phone: 416-566-9855

Email: info@chicagomaxicourse.com Website: www.chicagomaxicourse.com

Houston AAID MaxiCourse®

League City, TX

Director: Jay Elliott, DDS Contact: Jackie Martinez

Email: Jackie@texasimplanteducation.com

Phone: 281-703-9468

Website: www.texasimplanteducation.com

Las Vegas AAID MaxiCourse®

Englewood, NJ

Director: John Minichetti, DMD

Assistant Director: Shanker Iyer, DDS, MDS

Contact: Sarah Rock

Email: sarah.englewooddental@gmail.com

Phone: 201-871-3555

Website: https://www.dentalimplantlearn-

ingcenter.com/

Loma Linda AAID MaxiCourse®

Loma Linda, CA

Director: Jaime L. Lozada, DMD Contact: Annabelle Galvan Email: agalvan@lluedu.com

Phone: 909-651-5673

Website: www.llumaxicourse.com

New York AAID MaxiCourse®

Bronx, NY

Director: John Minichetti, DMD

Assistant Director: Joseph C. D'Amore,

DDS

Contact: Sarah Rock

Email: sarah.englewooddental@gmail.com

Phone: 201-871-3555

Website: https://www.dentalimplantlearn-

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Nova Southeastern University College of Dental Medicine Implant AAID MaxiCourse®

Fort Lauderdale, FL

Director: Jack Piermatti, DMD Assistant Director: Thomas J. Balshi Contact: Linnette Dobbs-Fuller Email: dentalce@nova.edu

Phone: 609-314-1649 Website: https://dental.nova.edu/ce/cours-

es/ 2018-2019/aaid-maxi-course.html

Eugene, Oregon AAID MaxiCourse®

Eugene, OR

Director: Shane Samy, DMD

Assistant Director Duane T. Starr, DMD

Contact: Molly Hoisington

Email: oraaidmaxicourse@gmail.com

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Website: www.oraaidmaxicourse.com/

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Newark, NJ

Director: Jack Piermatti, DMD Contact: Janice Gibbs-Reed, MA, CMP

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Phone: 973-972-6561

Website: sdm.rutgers.edu/CDE/

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San Juan, Puerto Rico AAID MaxiCourse®

San Juan, PR

Director: Hilt Tatum, DDS

Assistant Director: Jose Pedroza, DMD,

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Phone: 787-642-2708 Website: www.theadii.com

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Waterloo, ON, Canada Director: Rod Stewart, DDS Co-Director: George Arvanitis Contact: Chantel Furlong Phone: 905-235-1006

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Vancouver AAID MaxiCourse®

Vancouver, BC, Canada

Director: William Liang, BSc, DMD

Contact: Andrew Gillies Email: andrew@implant.ca Phone: 604-330-9933

Website: www.vancouvermaxicourse.com

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Washington, D.C.

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Phone: 404-897-1699

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Assistant Director: Joey Chen, DDS, MS

Contact: Joey Chen

Email: anshindental@gmail.com

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Phone: 886-988272033

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U.S.

AAID Bergen County Dental Implant Study Group

Location: Englewood, NJ Director: John Minichetti, DMD Contact: Lisa McCabe Phone: 201-926-0619

Email: lisapmccabe@gmail.com Website: https://bit.ly/2rwf9hc

AAID Lake Superior Implant Study Club

Location: Ada, MN

Director: David Resnick, DDS Phone: 218-784-7119 Email: ddz@arvig.net

Acadiana Southern Society

Location: Lafayette, LA

Director: Danny Domingue, DDS

Phone: 337-243-0114

Email: danny@jeromesmithdds.com Website: www.acadianasouthernsociety.

com/upcoming-meetings.html

Alabama Implant Study Club

Location: Brentwood, TN Director: Sonia Smithson, DDS Contact: Norma Jean Applebaum

Phone: 615-337-0008 Email: docnj4aisg@aol.com Website: www.alabamaimplant.org

Bay Area Implant Synergy Study Group

Location: San Francisco, CA Director: Matthew Young, DDS Phone: 415-392-8611

Email: young.mattdds@gmail.com Website: http://youngdentalsf.com

Calderon Institute Study Club

Location: Queens, NY /Oceanside, NY Director: Mike E. Calderón, DDS Contact: Andrianna Acosta Phone: 631-328-5050

Email: calderoninstitute@gmail.com Website: www.calderoninstitute.com

DHII Study Club of Georgia

Location: Atlanta, GA Director: David Han, DDS, MS

Contact: Frank Butler Phone: 770-624-3000

Email: drfrankbutler@bellsouth.net Website: www.dhii.org/our-fees

Hawaii Dental Implant Study Club

Location: Honolulu, HI Director: Michael Nishime. DDS

Contact: Kendra Wong Phone: 808-732-0291

Email: mnishimedds@gmail.com Website: www.honoluludentaloffice.com

Hughes Dental Implant Institute and Study Club

Location: Sterling, VA

Director: Richard E. Hughes, DDS

Contact: Victoria Artola Phone: 703-444-1152

Email: dentalimplant201@gmail.com Website: http://www.erhughesdds.com/

Implant Study Club of North Carolina

Location: Clemmons, NC Director: Andrew Kelly, DDS Contact: Shirley Kelly Phone: 336-414-3910

Email: shirley@dentalofficesolutions.com Website: www.dentalofficsolutions.com

Mid-Florida Implant Study Group

Location: Orlando, FL

Director: Rajiv Patel, BDS, MDS

Contact: Director Phone: 386-738-2006

Email: drpatel@delandimplants.com Website: http://www.delandimplants.com/

Monmouth Dental Implants Study Group

Location: Lincroft, NJ

Director: Richard Mercurio, DDS

Contact: Marth Gatton Phone: 732-504-6913

Email: marty@lincroftvillagedental.com Website: www.Lincroftvillagedental.com

SMILE USA® Center for Educational Excellence Study Club

Location: Elizabeth, NJ

Director: Shankar Iyer, DDS, MDS

Contact: Terri Baker Phone: 908-527-8880

Email: dentalimplant201@gmail.com Website: http://malosmileusaelizabeth.com

Canada

Vancouver Implant Continuum

Location: Surrey, BC, Canada Director: William Liang, DMD Contact: Andrew Gillies Phone: 604-330-9933 Email: andrew@implant.ca Website: www.implant.ca

International

Aichi Implant Center

Location: Nagoya, Aichi-Ken, Japan Director: Yasunori Hotta, DDS, PhD

Phone: 052-794-8188 Email: hotta-dc@ff.iij4u.or.jp Website: www.hotta-dc.com

Beirut AAID Study Club

Location: Beirut, Lebanon

Director: Joe Jihad Abdallah, BDS, MScD

Phone: 961-174-7650

Email: beirutidc@hotmail.com Website: http://www.beirutidc.com

Cyprus Implant Study Club

Location: Nicosia, Cyprus

Director: Nicolas Papadopoulos, DDS

Phone: +99606565

Email: Info@nicosiadentalcenter.com Website: http://www.nicosiadentalcenter.

com/index.php

Courses presented by AAID credentialed members*

U.S. LOCATIONS

24 Hour Teeth

Spring Hill, FL March 28-29, 2019

Contact: James W. Gibney, DMD, JD

Phone: 352-686-4223 Email: jwgibney@atlantic.net Website: jameswgibneydmd.com Surgical Mini-Residency

John C. Minichetti, DMD Contact: Sarah Rock Phone: 201-871-3555

Email: sarah.englewooddental@gmail.com Website: dentalimplantlearningcenter.com

Three Day Surgical and Prosthetic Comprehensive Training

John C. Minichetti, DMD Contact: Sarah Rock Phone: 201-871-3555

Email: sarah.englewooddental@gmail.com Website: dentalimplantlearningcenter.com

Three Day Implant Placement and Bone Grafting

John C. Minichetti, DMD Contact: Sarah rock Phone: 201-871-3555

Email: sarah.englewooddental@gmail.com Website: dentalimplantlearningcenter.com

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Three-Day Live Implant Surgery Course

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Email: sarah.englewooddental@gmail.com Website: dentalimplantlearningcenter.com

The Bergen County Dental Implant Study Group

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Email: info@implanteducation.net Website: www.implanteducation.net

Midwest Implant Institute

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(411) The All Inclusive Live Surgical

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Website www.smileusacourses.com

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Michael A. Pikos, DDS Soft Tissue Grafting Sinus Grafting

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Contact: Alison Thiede Phone: 727-781-0491

Email: learn@pikosInstitute.com Website: www.pikosinstitute.com/

programs-and-courses/ coursecontinuum-overview/

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Email: info@universityimplanteducators.com Website: www.universityimplanteducators.

com/implantology-courses-schedule

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Dr. D.M. Vassos

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Email: rosanna@dmvassos.com Website: www.dmvassos.com

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For those not ready for the Vancouver AAID MaxiCourse®. Didactic study club to introduce you to the world of oral implantology

Contact: Andrew Gillies, Education

Coordinator

Phone: 604-330-9933

Email: andrew@thebiteclub.ca Website: www.thebiteclub.ca

Foundations in Implant Dentistry

Dr. Michael Gillis

Session 1: October 25-27, 2018

Halifax, NS

Contact: Denise Robicheau Phone: 902-405-0077

Email: admin@gillisdentalimplants.com

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Contact: Corie Zeise

Phone: 780-340-6700 (Toll Free) Email: coriemanager@gmail.com Websites: www.leighsmilecenter.com; www.westernImplanttraining.org

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Website: www.cditc.ca

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Dr. Ron Zokol

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Implant Dentistry Ongoing dates

Location: Vancouver, BC, Canada

Contact: Kim Phone: 800-668-2280

Email: kimber@piidentistry.com Website: www.piidentistry.com

Toronto Implant Institute

Dr. Natalie Y. Wong, Director Advanced Hands-On Courses Contact: Linda Shouldice Phone: 416-566-9855 Email: linda@ti2inc.com

Website: www.torontoimplantinstitute.com

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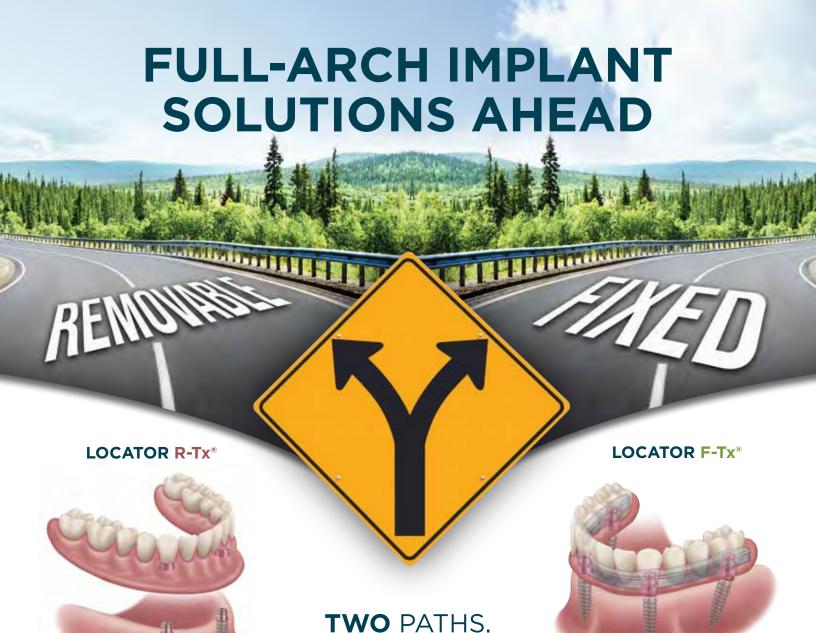
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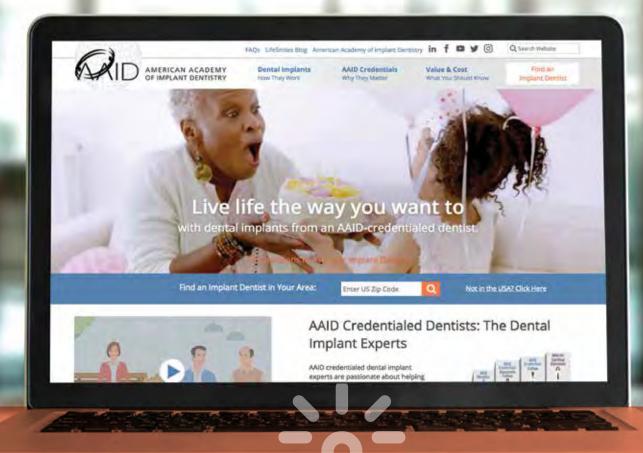
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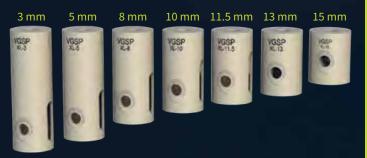
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