



# Continuing Education Seminar Series 2020



**Your Society      -      Your Voice**  
**Excellent Post Graduate Dental Education**

**As Dental Professionals it is important to keep up to date on new techniques, research and products.**

**The Seminar Series is designed to bring you the latest dental presentations and dental exhibitions**

# Third District Dental Society

## 2020 Continuing Education Seminar Series

### Continuing Education Committee

Dr. David Mitola, President

Dr. Michael Maloney, Treasurer

Drs. Alex Choe, Anthony Ficara,

Kendra Zappia

950 New Loudon Road, Suite 108, Latham, NY 12110  
(518) 782-1428 | Fax: 518-782-7372 | Text: 518-768-7104  
[www.third-district.org](http://www.third-district.org)  
[director@third-district.org](mailto:director@third-district.org)

**Registration** Pre-register online at [www.third-district.org](http://www.third-district.org) or by mailing a check with the course registration form.

### Confirmation and Handouts

Confirmation and Handouts distributed by email only.  
No printed handouts. You may use your smart devices or print prior to the course.

**Meals** Continental breakfast and buffet lunch are included in the tuition. Please note any dietary requirements

### Location **New Location for 2020**

Holiday Inn Express, 400 Old Loudon Rd Latham  
Intersection of Exit 6 / Rt 9 –Columbia St & Old Loudon Rd  
Overnight room block rate available

### Program Schedule

8:00 - 8:30 am Registration and Breakfast  
8:30 - 12:00 pm Lecture  
12:00 - 1:00 pm Lunch  
1:00 - 4:30 pm Lecture concludes

## General Information

- CE Credits** 7 hours M.C.E's  
Certificates must be returned at the conclusion of the course to receive credit.  
NYSDA CE Registry is notified of your attendance
- Tuition** \$260.00 ADA members\*  
\$335.00 Non-ADA dentists  
\$155.00 Hygienists and other dental team staff
- \*Third District Members receive a \$50.00 discount.  
Register and attend all 4 courses
- Fourth District members, please register for the joint courses via the Fourth District to assure proper CE credit
- Refunds** Refunds only with a 24 hours prior notice unless cancelled by the Third or Fourth District in which case you will be notified by email and will receive a full refund.

*Dress comfortably as the meeting room temperatures can vary*

***Be sure to visit and support our CE Sponsors.***

***Their support enables us to provide excellent Seminar Series programs***

# The Modern Restorative Practice

*Michael C. DiTolla, DDS, FAGD*

Friday, February 7

For the Dentist and any interested Dental Team Staff

*A 1988 graduate of University of the Pacific School of Dentistry, Dr. DiTolla was awarded his Fellowship in the AGD in 1995. Mike was in private practice for 15 years before becoming Director of Clinical Education for Glidewell Labs for the next 15 years, giving him an intimate knowledge of American dentists' crown and bridge habits. From 2006 to 2009 he led the clinical team that developed and brought BruxZir to market. In 2011 he received the "Most Effective Dentist Educator" award. In 2015 he became the Director of Clinical Affairs for Sirona, and in 2017 he became the VP of Clinical Affairs for AEGIS Communications. His online videos have been viewed more than 10 million views by dentists worldwide.*

Several new all-ceramic restorations have made serious in-roads into the number of PFM's being done every year. CAD/CAM technology in the dental laboratory has helped to make these restorations more consistent in terms of fit, contact and occlusion. Full contour zirconia restorations have already made large inroads into the industry, and their use will be discussed, as well as the proper cementation/bonding protocol for these restorations. Digital shade taking has improved to the point where in addition to dentists using it, many labs QC their restorations with it as well. A prep technique will also be demonstrated that ensures adequate reduction, nearly perfect margins with relatively little effort.

## Course Objectives:

After completing this program, the dental professional should be able to:

- Be familiar with the strengths and weaknesses of monolithic and bi-layered restorations, especially including indications, contraindications and prep design.
- Learn the different types of zirconia oxide restorations and their indications, and why polished zirconia is preferable to glazed zirconia.
- Understand the use of a prep technique that will impress your lab by improving the quality of your preps and impressions.
- Be familiar with full contour zirconia and the pros and cons of using this structural ceramic material as a crown and bridge material, and be familiar with the decontamination and cementation protocol.
- Be familiar with the new class of cementable all-ceramic restorations such as lithium disilicate, and understand how the CAD/CAM milling process can improve consistency and quality.
- Understand why the shade guides many dentists use today are inadequate, and what shade guide can cut your shade remakes in half.

# **Differentiate Yourself: Clinical & Marketing Tips To Generate New Patients!**

*Joshua Austin, DDS MAGD*

Friday, March 6

For the Dentists and any interested Dental Team Staff

*Joshua Austin maintains a full time restorative dentistry private practice in San Antonio, Texas. He is an editorial director and columnist for Dental Economics focusing on dental products and technology. Dr. Austin lectures around the country to study clubs and dental meetings about these topics along with online reputation management and social media. He is a graduate of the University of Texas Health Science Center at San Antonio Dental School and spent five years post-graduation as faculty in the Department of Restorative Dentistry.*

A course focusing on clinical and marketing tips focused on enhancing patient's experience Today's dental market is as saturated as it has ever been. The vast majority of dentists have at least one competing office within 1 mile. How can we stand out from the crowd? More than ever, we need to find ways that can differentiate ourselves. We need to attract the patients that we want. How can that be done? From a marketing perspective, we will examine ways to attract the patients you want from the different generations that affect our practices. From a clinical perspective, we will discuss techniques, tips, tricks, materials and equipment to separate you from the other dentist down the street.

Objectives:

- Explore how patients choose their dentist
- Discuss where patients look for information regarding choosing a new dentist and how to stand out in those places
- Review several different clinical differentiating factors that can help a patient choose you
- Explore how digital technology has changed everything in our practice from attracting patients to executing dental treatment
- Nail down systems that we can institute that will keep new patients flowing in

# The New World Classification of Periodontal Diseases Dental Practice Key Performance Metrics

*Karima Bapoo-Mohamed DIP DH, RDH, MBA*

Friday, April 3

For the Dental Hygienist, Dentist and any interested dental staff team

*Karima is a graduate of two faculties from the University of Alberta in Edmonton. Her undergraduate in the Dental Hygiene program and a master's degree in Business Administration. In addition to her hygiene practice in Le Marchand Mansion Edmonton, Karima is an associate clinical professor at the dental hygiene department at the Faculty of Medicine and Dentistry, University of Alberta. As a creative and collaborative leader, she has been able to motivate and empower teams with different backgrounds and abilities to help improve their practices by creating operational efficiencies and manage change processes.*

Morning: The new World Classification of Periodontal Diseases created jointly by the AAP and the EFP and was first introduced in Amsterdam in 2018. The new classification is based partly on Human Microbiome Project, launched by the National Institutes of Health from 2008 to 2017. It provides a new perspective on the etiology of periodontal disease. For the first time ever, implant related periodontal diseases have been included in the Classification. With this understanding dental clinicians can help their patients prevent a state of dysbiosis leading to disease and maintain a state of symbiosis leading to health. Learning Objectives:

- Review the patient process of care Define Dysbiosis and Symbiosis
- Review the New world periodontal classifications of stages and grades
- Describe evidence-based mechanical and chemical means of maintaining a state of symbiosis
- Review the periodontal documentation required for current guidelines
- Examine the accurate assessment tools for early diagnosis Compose customized care plans and appointment sequencing of treatment plans
- Evaluate the metrics to assess clinical outcomes

Afternoon: Every dental practice uses some business metrics to measure its success and profits. However, what gets measured sometimes does not necessarily reveal the true health of the practice. Either the right data is not being gathered or all the data that is being gathered is not analyzed optimally to create clinical opportunities. By tracking important business metrics (KPI) in order to provide the necessary roadmap to success. Data that shows deficit provide opportunity to improve performance. This course will share the true, tried and tested best practices to target practice efficiency and productivity, common management mistakes and how to avoid them, practice improvements to enhance the patients' dental experience and teams' engagement and enjoyment of their jobs leading to decreased office stress and increased profit! Learning Objectives: Describe the six "P" formula of the bare-essential metrics to track

- Evaluate the line items in each of the six metrics
- Review restorative and hygiene departments production and efficiencies
- Discuss formula for hygiene capacity based on active patient count
- Review the need for comprehensive data collection
- Describe the components of patient satisfaction formula to increase referrals
- Review the elements of an optimal new patient experience
- Discuss the role and responsibility of entire TEAM in the dental practice profitability

# **The Nuts and Bolts of Veneers**

*Todd Snyder, DDS, FAACD, FIADFE, ASDA*

**Friday, May 1**

For the Dentists and any interested Dental Team Staff

*Dr. Snyder received his doctorate in dental surgery at the UCLA School of Dentistry; is an Accredited Fellow of the American Academy of Cosmetic Dentistry. He has trained at the F.A.C.E. institute for complex gnathological (functional) and temporomandibular joint disorders (TMD). Dr. Snyder lectures on numerous aspects of dental materials, techniques, equipment, use of the internet, software and business marketing tools. He is on the faculty at U.C.L.A. and is currently on the faculty at Esthetic Professionals. He is a member of Catapult Education. Dr. Snyder is a consultant for numerous dental manufacturing companies and has authored numerous articles in dental publications worldwide. With his passion for aesthetic dentistry, Dr. Snyder helped create and co-direct the first (in the nation) two year graduate program in Aesthetic and Cosmetic Restorative Dentistry at the UCLA School of Dentistry*

The consumer's interest in cosmetic dentistry is increasing every year with billions of dollars being spent to obtain a perfect smile. The ability to place believable porcelain veneers is crucial to a good cosmetic dental program. The numerous dental products and myriad of materials that are currently available to dentists can yield some incredible results, but can often times be overwhelming and or confusing. Without a blueprint and instructions to show the process from start to finish and all the steps in between, it can be quite challenging for many. This presentation will discuss all the Nuts and Bolts necessary to fabricate amazing, life-like veneers and when to utilize them. This course will discuss the veneering procedure from diagnosis and treatment planning to preparation, provisionals, try-in and cementation.

Topics to Include:

- Diagnosis.
- Proper preparation design and no preparation techniques.
- Ceramic materials.
- Provisional techniques.
- Try-in and cementation.
- Legal documentation via photos, models and consent forms.

# **Basic Life Support and Infection Control**

**Held at the Third District office:  
For your entire dental team**

**Courses scheduled:**

**January 10**

**February 14**

**March 13**

**April 10**

**May 8**

**Register on the web site:  
[Third-district.org/ce/ce.htm](http://Third-district.org/ce/ce.htm)**

**Third District Dental Society  
2020 CE Seminar Series**

**Registration Form**

950 New Loudon Road, Suite 108, Latham, NY 12110  
518-782-1428 • fax 518-782-7372 • text 518-768-7104  
Director@Third-District.org  
Third-District.org

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**\*\*email required for confirmation and handouts\*\***

**Tuition**

ADA Members \_\_\_\_\_ # courses x \$260.00 \_\_\_\_\_

Non ADA Dentist \_\_\_\_\_ # courses x \$335.00 \_\_\_\_\_

Dental Team Staff \_\_\_\_\_ # courses x \$155.00 \_\_\_\_\_

*Third District Dental Society Member Only Discount*

\_\_\_\_\_ Register for all 4 courses in the Seminar series and deduct  
\$50 from your total tuition

**Registration:**

Register online with your credit or debit card at [www.third-district.org](http://www.third-district.org)

**OR**

Mail form and check to Third District Dental Society

Amount of check: \$ \_\_\_\_\_

**Indicate course choices on the back of this form**

**Attendee 1**

**Dentists' ADA #**

\_\_\_\_\_

Feb 7 \_\_\_\_ Mar 6 \_\_\_\_ Apr 3 \_\_\_\_ May 1 \_\_\_\_

Dentist \_\_\_\_\_ Dental Hygienist \_\_\_\_ Dental Assistant \_\_\_\_ Office \_\_\_\_

**Attendee 2**

**Dentists' ADA #**

\_\_\_\_\_

Feb 7 \_\_\_\_ Mar 6 \_\_\_\_ Apr 3 \_\_\_\_ May 1 \_\_\_\_

Dentist \_\_\_\_\_ Dental Hygienist \_\_\_\_ Dental Assistant \_\_\_\_ Office \_\_\_\_

**Attendee 3**

**Dentists' ADA #**

\_\_\_\_\_

Feb 7 \_\_\_\_ Mar 6 \_\_\_\_ Apr 3 \_\_\_\_ May 1 \_\_\_\_

Dentist \_\_\_\_\_ Dental Hygienist \_\_\_\_ Dental Assistant \_\_\_\_ Office \_\_\_\_

**Attendee 4**

**Dentists' ADA #**

\_\_\_\_\_

Feb 7 \_\_\_\_ Mar 6 \_\_\_\_ Apr 3 \_\_\_\_ May 1 \_\_\_\_

Dentist \_\_\_\_\_ Dental Hygienist \_\_\_\_ Dental Assistant \_\_\_\_ Office \_\_\_\_

**Attendee 5**

**Dentists' ADA #**

\_\_\_\_\_

Feb 7 \_\_\_\_ Mar 6 \_\_\_\_ Apr 3 \_\_\_\_ May 1 \_\_\_\_

Dentist \_\_\_\_\_ Dental Hygienist \_\_\_\_ Dental Assistant \_\_\_\_ Office \_\_\_\_

**Location:**

The Holiday Inn Express  
 400 Old Loudon Road - Can be seen on the corner of Rt 9 and Columbia  
 St Ext. in Latham

Courses Held in Conjunction with the Fourth District:  
 February 7, March 6 and April 3  
 Please register with your district to assure proper ce credit

**Support your Society**

**Third District  
Dental Society  
Continuing Education  
Seminar Series**

An  
ADA CERP©  
Approved provider of  
Excellent Continuing Education