AAID MEMBERS
Doing Good Work
AROUND THE WORLD
AND AT HOME

INSIDE
• Insurance Audits
• Creating a Profitable Implant Practice
• Three Pearls of Advice
IntraSpin® chairside system for the production of Leukocyte- and Platelet-Rich Fibrin

choose an FDA-cleared medical device for the production of L-PRF®

no anticoagulant, heating, pipetting, second spin, chemical additives or expensive consumables

• simple & economical¹
• quality guarantee
• quick three-step processing protocol
• up to 80% reduction in undesirable vibrations²
• high quality German engineering and manufacturing

For more information, contact BioHorizons
Customer Care: 888.246.8338 or
shop online at www.biohorizons.com


SPMP18276 REV C FEB 2019
Lead Stories

4 Editor’s Notebook
“These are the times in which a genius would choose to live.” Really?

6 President’s Message
Three Pearls of Advice

8 Industry News
Neoss offers two new products

10 COVER STORY
AAID Members Doing Good Work Around the World and at Home

16 SUCCESS STORY
The Richard Condorelli Memorial Foundation
and The Dr. Kiran C. Patel Multi-Specialty Hospital

18 Legal Bite
Insurance Audits

20 Business Bite
Creating a Profitable Implant Practice

24 JOI Sampler

AAID News

30 Academy News
• In Memoriam
• Announcements
• AAID Foundation
• AAID Committee Members
• AAID Consumer Outreach

34 New Members
37 New Student Members
38 Continuing Education Bite
42 Ad Index
“These are the times in which a genius would choose to live.” Really?

And how will the business model of dentistry change? Slowing treatment will force many to reconsider the wisdom of their insurance participation and recognize the impossible merging of ever-lowered fees and increasing costs. This scenario may be a net positive for the profession as the insurance industry has man-handled the profession for years and some sort of rebalancing seems overdue. Scheduling changes and testing may be in our future as well.

The AAID, like many other organizations, will have to maneuver through these treacherous times. It crucially needs our support so that it continues to be the vital resource it has been for many decades. Thousands of implantologists owe much of their acquired skills to the AAID, its affiliated MaxiCourses®, and other educational efforts. The AAID has meant so much to our professional development that we must devote what it takes to keep it in A-1 shape through these stormy times.

The AAID has meant so much to our professional development that we must devote what it takes to keep it in A-1 shape through these stormy times.

All generations face obstacles. Straight easy paths to success are not the norm.

A quick story that goes back about three hundred years but has meaning today:

When only eleven, future president John Quincy Adams was directed by his mother to travel to Europe to be with his father, then serving in France. The travel was perilous and challenging. He didn’t want to go but there was much benefit to be gained.

In a letter, Abigail Adams advised her son that times which are painful and dangerous can be full of opportunity. It was quite a letter to her young son, and the eloquence of her message is appropriate even now:

“**These are the times in which a genius would wish to live.** It is not in the still calm of life or the repose of a pacific station that great characters are formed. The habits of a vigorous mind are formed in contending with difficulties. Great necessities call out great virtues. When a mind is raised and animated by scenes that engage the heart, then those qualities which would otherwise lay dormant wake into life and form the character of the hero and the statesman”—and we might add, the leader, and innovator who will make life better for all.
Join other Implant Specialists treating 1-2 full arch cases every week!

ROI

Ready for the full arch implant cases you deserve?

If you are not yet treating one full arch implant case every week like Dr. Joe M. in Virginia, then it’s time more patients knew your name!

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 the highest clinical credentials.

For example, you’ll hear from a dentist in NC who can now focus only on large implant cases while his associate does all the general dentistry. Another member in NYC uses his implant cases to increase the practice profit margin by 15% without sitting more hours at the chair.

They describe how they get more regular full arch implant cases from direct to consumer advertising and how, for some, Medicare reimbursement gives them the luxury of being extremely competitive in pricing and to have higher returns per case.

“I was skeptical but James’ programs have dramatically increased my big implant case flow by more than $700K in the first year.” - Dr. C.L., CT

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

FULLARCHPROGRAM.COM
As I mentioned in my Inaugural Address at the 2019 American Academy of Implant Dentistry (AAID) Annual Conference in Las Vegas last fall, I am honored to serve as your President. When preparing my speech and this column, I reflected quite a bit on the path to this position and I realized that the common thread throughout my life is education, both formal and informal, and particularly the people who have taught me so much.

While a college student at Morehouse College, I earned a BS in biology and was interested in a career in dentistry. I had the opportunity to work as an assistant with AAID Past President Dr. Terry Reynolds and his partner, Dr. Walker Moore. They had a general practice and were doing a fair amount of implants, which sparked my interest in this particular discipline of dentistry.

Upon the completion of my dental training at the University of Southern California and my GPR at Columbia University, I entered the hospital-based oral implantology residency at Loma Linda University and joined the AAID. It has been a great journey with an evolution of innovative changes that have improved the delivery of care and have provided better and more predictable and sustainable outcomes for patients.

And when I look back on that journey and the stops along the way that have led me to this position as AAID President, I think about the most important advice I’ve received. The three most influential pearls of sage advice that I have received from the doctors who have guided my path thus far in the field are as follows.

First, seek out mentors who are willing to freely share knowledge that will impact your ability to provide practical, predictable, and profitable care to the patients you are privileged to serve. This was extremely important advice given the culture of our academy. The AAID has a culture of great camaraderie and many talented individuals who are united in the spirit of sharing. The saying, “When the student/mentee presents, the teacher/mentor arrives,” could not be truer than among the members in this great Academy. I consider myself very fortunate as I have been mentored by many: most notably, Dr. Terry Reynolds, Dr. Edward Mills, Dr. Duke Heller, Dr. Richard Borgner, and most impactful to my journey, Dr. O. Hilt Tatum Jr. Their willingness to help me has impacted my career in such a profound way and has made me realize how important it is to obtain mentors who are interested in your growth and development.

While doing a satellite training weekend at the Misch Institute with the late Dr. Carl Misch, I got my second bit of sage advice from a colleague teaching at the program. This doctor, whose name escapes me, shared something that has powerfully impacted my career: “Acquire a conscious sedation license and perform IV sedation services in your practice.” Wow, what a tremendous pearl for a practitioner interested in implant dentistry! It is widely accepted that having this training is essential to a comprehensive implant dental practice. And it is even more relevant alongside venipuncture training for doing blood draws for autologous platelet procedures (i.e., I-PRF, L-PRF, and PRP, etc.). This advice has proven to be an essential tool that has allowed me to successfully deliver care to my patients in implant dentistry.

Finally, the third piece advice that stands out in my mind was to pursue education in an implant continuum. While I uniquely did a three-year implant residency, I would recommend this education to anyone interested in developing the knowledge and skills to perform this service in their practices. The AAID MaxiCourse® program serves as a great source for anyone looking to fulfill this training need. I highly recommend our MaxiCourse program to anyone who is interested in embarking on his or her implant dentistry journey.

To read Dr. Dunson’s Inaugural Address, see Issue 4 (2019) of AAID News.
Why let the Implant Company make your decisions?

HAVE IT YOUR WAY!

Integrity Tissue-Level
Integrity Bone-Level
One-Piece
Tapered
Press-Fit

Integrity Bone-Level

Proudly Made In The U.S.A.

Tatum Implants Priced Between $50.00 - $110.00!

How do we do it?
- 38 Years’ Experience
- Direct from Tatum Surgical to You – No Large Sales Teams to Add to the Cost
- Dedicated Knowledgeable In-House Customer Service Team
- Tried and Trued Implant Designs
- Fair and Reasonable Pricing since 1981

HUGE INSTRUMENT SALE! Up to 50% off!

To place an order or to learn more about the Tatum Implant and Surgical Instrument Product Line, Call Tatum Surgical today!

1-888-360-5550
or visit us online
TatumSurgical.com
Neoss offers two new products


Scan-Mate™ was created as a comfortable retraction alternative to fingers and mirrors for the dental professional. It provides the clinician with the ability to easily retract the most challenging areas with precision and control.

The non-reflective retraction instrument allows for faster digital imaging by reaching and retracting tissue such as second molars, lips, cheeks and tongue. In addition to intraoral scanning, Scan-Mate™ is suitable for intraoral photography, laser procedures, surgeries and dental exams.

Scan-Mate™ can also help with retracting a flap since it is very gentle on tissue. It’s fully autoclavable up to 60 cycles and has a unique bendable handle and soft tip, which allows easier access, visibility and improved comfort.

Mouth•Mate: Implant maintenance made easy with our new two-handed brushing protocol. Mouth-Mate® provides easier access and visibility to help reinforces the importance of diligent brushing. This product has been specifically designed to ensure implant success long-term and improve hygiene by making access to molars and other hard to reach areas easy. For the first time, dentists theoretically can follow the patient home with Mouth-Mate® and ensure the best patient compliance and outcomes. Your patients and referrals will thank you. Neoss is proud to offer patients with a simplified hygiene support.
Looking at Success: A Consensus Conference

NOVEMBER 11-14, 2020 | HYATT REGENCY ATLANTA

AAID 69th Annual Conference
Looking at Success: A Consensus Conference

Come to discuss best practices on:
- Digital Dentistry
- Growth Factors
- Bone growth
- Prosthodontics
- Implant materials
- Regenerative issues

www.aaid.com/education

#AAID2020
In 1993, Walter C. Chitwood, Jr., DDS, FAAID, DABOI/ID, was approached by members of his church in Murfreesboro, Tennessee, about the notion of joining a medical/dental team on a mission to Africa. Although the request piqued his interest, the trip was canceled due to an outbreak of violence in that area. But the seed had been planted and when an opportunity arose to participate in a mission to Mexico, Dr. Chitwood made the decision to answer that call. Since that trip, Dr. Chitwood has been on more than 30 trips to Latin America.
Ohio-based Robert Heller, DDS, AFAAID, heard a similar calling. The co-director of Mid-west Dental Institute and a private practitioner in implant surgery and related prosthetics for 25 years, Dr. Heller felt that he needed to use his skills to serve. During the past decade, he has been working with veterans to provide implants free of charge. “It’s my way to give back to those who have put their lives on the line for our country.”

Both Dr. Robert Heller and Dr. Chitwood are perfect examples of what has become volunteer dentistry. According to the American Dental Association in the 5th edition of their International Dental Volunteer Guide, “Dentists and dental hygienists have been blessed with education and skills that are quite portable. With the aid of some basic equipment and instruments, they can set up a rudimentary dental clinic anywhere in the world, from the living room of a small hut, to a classroom with a corrugated zinc roof, or to a local government hospital. Colleagues in many developing countries are eager to learn from their U.S. counterparts and to teach them as well.” And, as those interviewed for this story have noted, these volunteers receive “so much more” in return for their donated time and services.

continued on page 12
Good Work
continued from page 11

DENTAL VOLUNTEERISM: THE WHY

If you ask any hundred people why they do something, you will get a hundred different answers. Ihab Hanna, DDS, FAAID, DABOI/ID, who practices in Redwood City, California, was moved to volunteer when he realized that offering his services to those in need did more than change their lives: His efforts allowed him to train new dentists coming up the ranks. He quotes William Olster, whom he calls “the father of modern medicine” as his inspiration: “To study the phenomena of disease without books is to sail an uncharted sea, while to study books without patients is not to go to sea at all.”

Dr. Robert Heller was also inspired by a familiar source when he first began his volunteerism. “After receiving an email outlining the need for dental practitioners to volunteer with this vulnerable community, I thought about my father. He is a veteran and I had the honor of redoing his mouth. When I realized that I could do this for others, I partnered with Dental Crafters, a dental laboratory in Wisconsin, to make that happen.”

Others have ascribed their mission work to their religious beliefs, believing that they have been called upon by their higher power to spread healing in the world. Alfred “Duke” Heller, DDS, MS, FAAID, ABOI/ID, father of the aforementioned Dr. Robert Heller and founder of the Midwest Dental Institute in Ohio, has been an active volunteer in dentistry for more than five decades. The author of the inspirational book, “How to Start a Kingdom Conversation: Sharing Christ with those Closest to You,” Dr. Duke Heller has understood that his dental skills have been a gift that allows him to share his commitment of his faith with the world. He has participated in missions across the globe, including India, Dominican Republic, Belize, Mexico, and Romania. In many foreign mission fields, “people die from tooth infections because they can’t get the tooth out and it destroys their oral complex,” says Dr. Duke Heller.

Dr. Chitwood also began his volunteer work through his devotion to the church. “I have been on more than 30 mission trips to Mexico and Nicaragua. The primary reason for these missions is to share the gospel of Jesus. Our missions are far-reaching in scope. The last mission I went on in Los Flores, Nicaragua, we had over 100 people on the mission team representing doctors, pharmacists and dentists—all across the medical spectrum.”

To study the phenomena of disease without books is to sail an uncharted sea, while to study books without patients is not to go to sea at all.

Ihab M. Hanna, DDS, FAAID, ABOI/ID volunteers within his community. He says, “I think one of the most rewarding moments is when we change lives.”
According to a 2016 analysis by the journal *Health Affairs*, “Many Americans face financial barriers to receiving dental care that lead to unmet oral health needs. Using data from the 2014 National Health Interview Survey, we analyzed financial barriers to a wide range of health care services. We found that irrespective of age, income level, and type of insurance, more people reported financial barriers to receiving dental care, compared to any other type of health care.”

In addition to his international missions, Dr. Chitwood works closer to home with a local group called Interfaith Dental Clinic. The clinic serves the working poor on a sliding scale to make dental care more affordable. Manned by two residents, he serves as the attending for the clinic one to two days each month.

Dr. Hanna also volunteers within his community through a program with the Bay Area Implant Institute. “I think one of the most rewarding moments is when we change lives. I was working with a young lady in middle school who was thinking about suicide because she was being bullied about her teeth. She had some sort of genetic issue with her mouth that we were able to fix. This work was literally lifesaving for her and her family. We had a homeless woman who was unable to work because she couldn’t get her teeth done. She is now employed and off the streets.”

Dr. Robert Heller concurs. “I was working with a gentleman who is very thin. He could not eat with the dentures that he was wearing. When I gave him his provisionals, he kept saying how nice it was to finally eat. You could tell that his self-esteem was growing. Without the donation of my time and Dental Crafters materials, this veteran would not have the big ol’ smile he has on his face when he walks in.”

“The American Academy of Implant Dentistry Foundation has two programs that help those who need care and are in financial need. The Wish a Smile program provides care to those who have congenital deficiencies. The new Smile, Veteran!™ program is reaching out to veterans who have been injured during active service and who are in financial assistance. For more information on these program, contact Foundation@aaid.com.

“Without the donation of my time and Dental Crafters materials, this veteran would not have the big ol’ smile he has on his face when he walks in.”

— Dr. Robert Heller
As rewarding as the work can be, it is not without its challenges. In many cases, there are no ready-made facilities to do the work. As Dr. Duke Heller notes, “We started mainly with extractions or cleanings because of the remote locations. The first time we came, we built an office by laying brick and mortar for walls. Each time we came back, we built something more. Finally, we had a dental clinic with five operatories to serve patients. These patients travel on dirt roads to see us, and they are always thankful to have us come.”

Dr. Chitwood has had his dental tools confiscated at the border of Nicaragua. In an example of sheer providence, a fellow dentist who did not do extractions happened to bring along extra tools in case of emergency. He had come in on an earlier flight which was not searched in such a fashion. He has also had to stash critical medications in hidden backpacks to bring into other countries.

Despite these challenges, Dr. Chitwood feels that the work that he and other volunteers have done is remarkable. “In Los Flores, the accommodations were more rudimentary in nature. We had between 2,000 to 2,500 individuals seeking medical care, and saw 156 people in three days in the dental clinic alone. We had to set it up almost as an assembly line—one person would do the anesthesia and I would follow behind to do the extraction and suturing. We had people to translate as we moved through the process with the patient. In addition, pharmacists filled more than 3,500 prescriptions and we handed out 500 pairs of glasses. While we treated these patients, their families participated in vacation bible school. We also repaired bicycles as it is their main mode of transportation. We really tried to cover all of the necessities to make their lives better. It was a blessing to be able to help.”

**INTERNATIONAL MISSIONS: THE CHALLENGE**

As rewarding as the work can be, it is not without its challenges. In many cases, there are no ready-made facilities to do the work. As Dr. Duke Heller notes, “We started mainly with extractions or cleanings because of the remote locations. The first time we came, we built an office by laying brick and mortar for walls. Each time we came back, we built something more. Finally, we had a dental clinic with five operatories to serve patients. These patients travel on dirt roads to see us, and they are always thankful to have us come.”

Dr. Chitwood has had his dental tools confiscated at the border of Nicaragua. In an example of sheer providence, a fellow dentist who did not do extractions happened to bring along extra tools in case of emergency. He had come in on an earlier flight which was not searched in such a fashion. He has also had to stash critical medications in hidden backpacks to bring into other countries.

Despite these challenges, Dr. Chitwood feels that the work that he and other volunteers have done is remarkable. “In Los Flores, the accommodations were more rudimentary in nature. We had between 2,000 to 2,500 individuals seeking medical care, and saw 156 people in three days in the dental clinic alone. We had to set it up almost as an assembly line—one person would do the anesthesia and I would follow behind to do the extraction and suturing. We had people to translate as we moved through the process with the patient. In addition, pharmacists filled more than 3,500 prescriptions and we handed out 500 pairs of glasses. While we treated these patients, their families participated in vacation bible school. We also repaired bicycles as it is their main mode of transportation. We really tried to cover all of the necessities to make their lives better. It was a blessing to be able to help.”

**Volunteer through AAID’s Wish A Smile Program**

In 2016, the AAID Foundation introduced its Wish A Smile program to individuals who are in need of dental care, but don’t have the proper access or means. Those who qualify include:

1. Individuals between the age of 16 to 29 who have 1 to 3 congenitally missing teeth, and
2. Disabled veterans who are older than 17 and are either edentulous or have 1 to 3 missing teeth.

Since its introduction, a few dentists have provided us with some feedback about participation in the program.

Michael Potts, DDS, FAAID, ABOI/ID helped Shana who was the daughter of a long-time assistant. Shana was born with a cleft palate and had a number of surgeries to help repair the birth defect.

Dr. Potts participated in the program because he knew that it would affect her life as she got older.

“I love placing implants and love helping other people. This Wish A Smile program gives me an avenue to help. It’s a wonderful thing to give, especially since the person who receives the care also realizes the value in the smile that they share with others,” he said. “As implant dentist we are talented and should share this ability with someone who needs it.”

John Minichetti, DDS, FAAID, ABOI/ID also participated in the program. His patient was Andrew, a 24-year-old who has Down Syndrome and Autism Spectrum Disorder. While having good oral hygiene, his top two teeth never grew in, which caused bite and speech issues.

Dr. Minichetti and his entire staff were moved by Andrew’s passion for art and poetry. Andrew gifted a book with his works after the procedure as he was so grateful to have a new smile.

“We are thrilled that Andrew was able to have a life altering dental treatment at no cost through the Wish A Smile Program,” said Dr. Bernee Dunson, who was Foundation president in 2016.

Since the beginning of the program 5 to 6 people have received care. The AAIDF encourages members to register to volunteer for this program. As well, if you have a patient that qualifies and would like to help them receive care, email foundation@aaid.com for more detailed information.
The first time we came, we built an office by laying brick and mortar for walls. Each time we came back, we built something more. Finally, we had a dental clinic with five operatories to serve patients. These patients travel on dirt roads to see us, and they are always thankful to have us come.”

HOW YOU CAN GET INVOLVED

If you are interested in a faith-based opportunity, Dr. Chitwood recommends contacting your house of worship to find out which type of programs they organize. For non-denominational experiences, he suggests groups like Doctors Without Borders, the American Dental Association or the AAID Foundation (see sidebar). Locally, many cities/dental schools sponsor local clinics and are looking for practitioners to volunteer their time and talents. Another potential organization to contact is Remote Area Medical (RAM), which is a non-profit provider for mobile clinics. One could also follow the path of Dr. Robert Heller and approach dental supply companies to help provide materials for your own volunteer efforts.

Read about The Richard Condorelli Memorial Foundation and The Dr. Kiran C. Patel Multi-Specialty Hospital on page 16.

Bonnie Litch is a freelance writer in Northbrook, Ill.

START YOUR IMPLANT CAREER ON THE RIGHT FOUNDATION

The Las Vegas and New York AAID Maxicourse provides 300 CE hours of immersive, hands-on training to ensure an in-depth education in implant dentistry. These Maxicourses qualify and prepare participants to take the written portion of the AAID Associate Fellow Membership Examination.

Visit TheDILC.com or contact Education Coordinator Sarah Rock 201-731-3239 | sarah.inglewoodddental@gmail.com For full list of available courses visit Implantdaddy.com
“The inception of the Richard Condorelli Memorial Foundation came to me in an unexpected manner,” says Director, Ashok K. Patel, DMD, FAAID, DABOI/ID. Richard Condorelli, a longtime patient, left Dr. Patel a legacy of $100,000 upon his death. In his honor, Dr. Patel used these funds to help the residents of Dang, an impoverished region in India, better their lives.

The Foundation purchased land from the government and built a permanent health care facility with world-class amenities—a place where volunteers and staff could treat patients and serve the community. The project took shape through the initial seed money from Mr. Condorelli, as well as additional funding from Dr. Patel and other generous contributors that included family and friends.

The Dr. Kiran C. Patel Multi-Specialty Hospital is a world-class facility built for the benefit of thousands of poor tribal patients in the Dang district and surrounding impoverished areas in Gujarat, India. Dr. Kiran C. Patel is a cardiologist and philanthropist based in Tampa, Florida.

The Richard Condorelli Memorial Foundation, reports that current government statistics show there are more than 53,000 school children enrolled in different Dang Schools. Unfortunately, most of them have never been seen by a dentist and very few may have been seen by a qualified physician, unless they had a previous sickness or emergency. One of the many ways the Richard Condorelli Memorial Foundation serves the region is by supporting the school health program: Every day, 15 to 20 children from different primary, middle, and high schools are brought in for medical, dental, and sickle cell anemia screening. So far, this program has screened more...
than 10,000 school children in the last four years. Dr. Ashok Patel notes that plans are underway to complete a school health assessment program for all children to prevent major illnesses in the future, develop community-based sustaining programs for long-term healthcare, and provide training and employment to more than 25 tribal women annually.

Through the efforts of Nova Southeastern University’s medical team and other U.S. universities, the hospital facility is an ideal place to carry out credible research activities and treat thousands of patients requiring various medical and dental treatment. In 2019, a medical team composed of 53 members including faculties, residents, interns, and medical students provided much needed medical care to over 1,200 individuals. They carried out a wide range of projects related to the healthcare needs of the tribal population, and its success offers very encouraging promises for future missions.

For more information on these efforts and how you can participate, go to https://condorellifoundation.org/.

The Dr. Hilt Tatum Oral Rehabilitation Center is part of the Dr. Kiran C Patel Multi-Specialty Hospital serving thousands from poor, underprivileged tribal communities.
Insurance company audits of dental records are an increasingly bothersome—and sometimes stressful—process for practicing dentists. Thoughts of errors, refund demands, or in-office reviews only add to the stress of dentistry. Having gone through many, many audits with clients, I’d like to share a recent one with Delta.

Delta Dental of California requested multiple patient records from a client. Sometime after receiving the records, Delta found “errors” in treatment and coding that they believed justified a refund approximating $20,000. In reaching their conclusion, Delta declared that the bone loss around the teeth did not justify a root scaling and curettage. The perio charting was complete on the records and the numbers represented pocket depths that were certainly above the normal. Delta asserted that notwithstanding the charting, the radiographs did not demonstrate the bone loss required by Delta’s policy in order to justify this perio treatment.

In responding to Delta, we noted the American Dental Association (ADA) and American Academy of Periodontology (AAP) perio definitions of the relevant terms, and the criteria for the relevant codes. Nowhere was a bone loss number dictated, and in fact, the newest AAP coding supported the proposition that bite wing radiographs are not that reliable in making bone loss determinations in the decimal point area.

After several letters back and forth, we tried to convince Delta that although their own criteria would support their denials, if strictly interpreted as Delta wanted, the treatment that coincided with Delta’s policy would fall below the standard of care! So Delta was essentially requiring dentists to practice below the standard of care to be paid. When we produced statements from board certified periodontists calling into question this aberrant position, Delta reconsidered their findings and decided to agree with us, reducing their monetary demand significantly.

When an insurance carrier knocks on your door, greet them with confidence and a smile. Review your treatment plan, diagnosis, and treatment codes utilized. And remember, just because a treatment conflicts with their policy, it doesn’t mean that their policy results in treatment that comports with the standard of care!
HOW FAR INTO THE FUTURE HAVE YOU LOOKED?

No more “should have's” and “could have's.” What would life be like with a plan for the unexpected?

Our job is to educate you on the financial risks and opportunities of your career, to help protect your income from unforeseeable health setbacks, and your family and your practice from the unexpected.

When it comes to questions about finances, let us be your first call.

CALL US
800.345.6040

Treloar & Heisel, Treloar & Heisel Wealth Management, and Treloar & Heisel Property & Casualty are all divisions of Treloar & Heisel, Inc.

Investment advice offered through WCG Wealth Advisors, LLC, a Registered Investment Advisor doing business as Treloar & Heisel Wealth Management. Treloar & Heisel Wealth Management is a separate entity from The Wealth Consulting Group and WCG Wealth Advisors, LLC.

Insurance products offered separately through Treloar & Heisel and Treloar & Heisel Property & Casualty.

TH-190009
Creating a Profitable Implant Practice

Dentistry’s mission is to help patients. In addition, we want to provide for our teams and provide choices for our patients. But it’s important to realize that dentistry is also a business with a driving purpose to be profitable. Those profits come when the leader is confident with vision, building a strong, fully trained team, and puts systems in place to create enthusiasm in moving forward.

It is becoming the standard of care for dentists to offer implant surgery and restoration. If implants grab you, it can become the center of your dental universe. As you become more accomplished in implants, your vision of yourself can change. Becoming more efficient in your delivery is one path to being profitable.

For some, however, implants might be a hobby. We advise you to avoid the hobbies in your practice—like “a few ortho patients” as an example. When you do specialized work like this on just a few patients, you are held to the same standards in a court of law as the specialists. Hobbies in dentistry are not the right path. Either become fully trained or drop that hobby.

The question becomes, “What does it mean to be ‘fully trained?’” The more you know, the more you see. The more courses you take from different experts, the more you learn and can share with others. Take the full comprehensive implant courses and continue to be educated. You must commit yourself to implant learning, as it, too, is evolving.

If you’re hesitant to commit, the good news is that the demographics in America are working with you on looking better and lasting a long time. In 2020, there are 70 million Baby Boomers who range in age from 56 to 74 years. They are redefining old age. They want better than the inevitable denture; in fact, the Boomer market is demanding better in all areas. Interestingly enough, demand and technology have come together for a much better dental result for the Boomers. The demand exists and it’s right there in your community. Your job is to get the word out that you are skilled in answering their demand to have a solid smile.

As you become more accomplished in implants, your vision of yourself can change. Becoming more efficient in your delivery is one path to being profitable.

continued on page 22
*Price does not include shipping or applicable taxes. **We accept digital impressions from most major implant systems. Scanning abutments are available at glidewelldirect.com. Custom abutment warranty includes replacement of abutment at no charge, including a Hahn™ Tapered Implant if needed.

With over 2 million implant cases restored, Glidewell is here to serve your needs with restorations that seat quickly and precisely — whatever the indication.

Prescribe Custom Abutments for:
- NEW milled grooves for improved crown retention
- Angle correction and flexibility in implant positioning
- Ideal margin placement for ease of cement cleanup

Prescribe BruxZir® Screw-Retained Crowns for:
- Simplified, cement-free restoration delivery
- Proven resistance to chips and fractures
- Limited interocclusal space; ease of retrieval

$299* per unit
Complete with all parts and labor

($259** from digital file using scanning abutments)

To start your case
800-887-3580
glidewelldental.com

*Price does not include shipping or applicable taxes. **We accept digital impressions from most major implant systems. Scanning abutments are available at glidewelldirect.com. Custom abutment warranty includes replacement of abutment at no charge, including a Hahn™ Tapered Implant if needed.
Reach out for referrals

So you love doing implants. Consider which kinds of patients you would like to see in your practice. Likely you would like to treat people without teeth, of course. But is your practice known for dentures? If not, you might want to begin there. You should be known for dentures as these are your implant patients. Because many dentists dislike dentures, you could even have other dentists referring edentulous patients to you. How great would that be? One way to start that referral relationship is to create a letter for the surrounding dentists saying how much you used to dislike dentures but now you have had an epiphany and like working with edentulous patients. Ask them to send you their denture patients! They will begin to refer patients to you since you are more than willing to treat them.

Learn the art of sales

Another marketing opportunity for implant dentists might include holding evening Q&A sessions in your office for potential patients who have questions or want to learn more. If not in your office, this could be in a nearby retirement complex, too. Remember to inform in an accessible and simple manner: Do not teach them how to do implants. Avoid showing X-rays or clinical photos. Keep technical terms to a minimum and no skulls allowed! Instead, you and your team need to learn sales conversations. Ask the interested people why they came to your informational session. Ask them what they are expecting the end result to be and why that result is important to them. Get them involved in the conversation. You are the expert and they trust you. Share the possibilities for the end result: you can restore their smiles. Appeal to their emotions and let them know the end result they want is possible.

Leadership in the implant practice is the guide to profitability. The leader creates the practice culture, which allows sales conversations to occur with any team member.

Leadership in the implant practice is the guide to profitability. The leader creates the practice culture, which allows sales conversations to occur with any team member. We’ve mentioned the need to appeal to your potential patients’ emotions—but that does take some research. Regularly and as a team, read books on sales. Discuss how to implement sales techniques that are genuine and are tailored to your implant patients. Regularly practice sales conversations with emotional words like permanent, solid, personal investment—focus on tangible results like chewing foods they love and deserve. You cannot afford to have just one or two team members who are your salespeople: everyone must participate fully.

Train your team

Once you have sales training, focus on your other systems. With systems comes profitability. Create consistent systems in collecting, scheduling, hiring, human resources, phone, emails, and finances. Ensure that each team member is familiar with those systems and can step in to make the difference. A good resource, Standard Operating Procedures for All Dentists, by Marsha Freeman, covers training topics for the team. Freeman has been working in dentistry since 1978. She helps practices improve organization and system delivery. Check out marshafreeman.com for more information.

A well-trained, accountable team skilled in technology as well as communication and interaction with patients, can do much for profitability in an implant practice. An equitable bonus system is a real team motivator and if you have done a good job as a business owner, the team will know what makes a practice profitable. Make the bonus system one every team member can calculate with known figures.

When training your team, keep the following in mind:

- Set production goals in which everyone participates with an equitable bonus.
- Be sure each team member is well-versed in the doctor’s skills and is regularly conversing with patients, asking questions, suggesting options, and endorsing the doctor.
- Cross-train the entire team so that no one is above anything needing to be done to create the result your patients want in a high-tech dental office.
- Emphasize that “When we work, we all work. When we are off, we all are off” mentality. All work should be completed and everyone in the office leaves together at end of day. There is no overtime in a profitable dental office.
Look at your fees

Maybe when you started offering implants you started with just one course and were doing a few implants. But now you have moved to another level. Too often, implants grow slowly into a practice culture and you continue to see it as a hobby with like fees. Multiple implants are no longer a hobby and you need to be compensated well. If you are doing complex cases with multiple implants, you and your team need to examine your present fees.

Complex cases require different fees as you are assuming the responsibility for the results. You should have a full mouth fee, which is representative of your training and complexity. What are the specialist’s fees in your area? If you are doing complex work as like specialists, you need to charge commensurate fees. Be in the know and move to the next level.

Invest in your office

As the leader, you set the standard for integrity, perfection, enthusiasm, kindness and knowledge. Your office culture needs to show your end product: beautiful smiles that exude happiness are and appeal to what your patients desire. Good photography creates profitability. You or a team member need to become accomplished photographers. Use those photos as marketing in your office and on your website and include them in your sales conversations.

In addition to photos, invest in a scheduling system. Having a scheduling system for larger cases greatly helps profitability. Diagnose the whole case. Patients also want you to be efficient with their time. The patient may choose to do it in segments, but all treatments needs to be mapped. Every workday, hold blocks of time for larger treatment when you absolutely do not have another patient. Avoid the team crutch mentality of saying to patients, “Oh, we do bigger cases on Fridays. Let me see if the doctor is willing to work next Friday.” Instead, hold the blocks in the morning open for these implant cases so they are completed during regular working hours, not extending your work week as well as payroll.

The time you devote to the larger cases then becomes sacred time. Do not allow anything else to interfere with doctor time. Patients being seen in hygiene during the blocks are perio maintenance patients or once-a-year hygiene patients. Schedule it so you never leave an implant surgery and you make that point to the patient.

To be accomplished in implants, you have committed a fair amount of time and effort to be coached by the best. Be sure you are balanced with technique and profitability so that your practice can provide for and help your patients and you and your staff can continue to flourish. Invest in coaching and take care of your business.

Drs. Christina and Bill Blatchford are America’s dental business coaches for private dental practice. They coach to increased net and more time away to rejuvenate. They have helped Doctors with Retire As You Go. Their latest book, Seven Principles of Highly Profitable Dentists, is available by calling (888) 977-4600. Visit blatchford.com for testimonials and reviews.

The Blatchford Group can also help with denture referrals. Call Jeanne at (888) 977-4600 for a referral letter.
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 45, Issue 6 (2019).

**RESEARCH**

**Characterization of the Mental Foramen and Mental Loop Measures in Fresh Frozen Cadavers**

The objectives of this study were to evaluate the position of the mental foramen and to verify the presence of and evaluate the mental loop in fresh cadavers. In addition, the authors aimed to investigate any association between their findings and the sex of individuals. This study involved 39 adult male and female human jaws from fresh cadavers from people who lived in the United States. The selection of the anatomical specimens occurred according to the objective of the research in order to maximize their use. Dissections were performed on both sides to expose the bone surface of the mandible in the region of the mental foramen. The relationship between the mental foramen location and teeth was investigated by using, as reference, 2 lines parallel to each other drawn perpendicular to the occlusal plane. The teeth that were evaluated were the first and second premolars. Mental foramen measurements were performed bilaterally with a digital caliper and millimeter rule using the mental foramen as reference. The width of the mental foramen was determined as the distance from the mesial end of the foramen to the distal end, following an imaginary line parallel to the occlusal plane. The height of the foramen was determined as the distance from the upper extremity to the base of the foramen, following an imaginary line perpendicular to the occlusal plane. The distance from the foramen to the base of the mandible was measured along a line perpendicular to the base of the mandible using a digital caliper.

CASE LETTER

The “Combo Technique”: A Case Series Introducing the Use of a d-PTFE Membrane in Immediate Postextraction Guided Bone Regeneration

In this series of case presentations, the authors introduce a novel technique for immediate postextraction GBR, the “combo technique,” using the combined use of a collagen membrane over the bone dehiscence and socket and a d-PTFE membrane at the place of soft tissue dehiscence in type I, II, and III extraction sockets. The d-PTFE is removed 4–6 weeks postoperatively.

The combo technique includes the following procedures:
1. After tooth extraction, the socket is debrided and granulation tissue is removed.
2. The bone graft is hydrated and gently packed in the socket.
3. A collagen membrane is secured over the socket and graft.
4. A d-PTFE membrane is placed over the collagen membrane at the site of soft tissue dehiscence and left to heal exposed.
5. The postoperative regimen includes amoxicillin 500 mg 3 times a day, or in the case of allergy, clindamycin 300 mg for 7 days and chlorhexidine 2 times a day for a minimum of 2 weeks.
6. The d-PTFE membrane is atraumatically removed 4–6 weeks postoperatively.

The authors describe 4 case studies and the use of the combo technique. They conclude that despite the limitations of the current investigation, the use of a d-PTFE membrane over a collagen membrane in postextraction sockets prevents the early degradation of the resorbable membrane and preserves its integrity. It can thus serve as a viable alternative to healing by primary intention. At the same time, the use of a d-PTFE membrane prevents the translocation of the mucogingival junction and the distortion of the local anatomy resulting from full-thickness flap reflection and coronal advancement to achieve primary closure while creating a wide zone of keratinized gingiva.


continued on page 26

FIGURE 3. (a) Teeth #30, #31 present with horizontal bone loss and class 3 furcation involvement. (b) After extraction, allograft was packed, a collagen membrane was secured, and a dense polytetrafluoroethylene membrane was placed at #31, whereas a collagen sponge was placed at #30. (c) Six weeks postoperatively. Note the connective tissue proliferation that will become a wide zone of keratinized tissue. (d) Cone beam computerized tomography 3 months postoperatively. (e) Periapical radiograph of #30, #31 at implant placement. (f) Clinical view of #30, #31 before seating of the final prosthesis. Note the achieved alveolar width and the presence of a wide zone of keratinized gingiva. (g) Occlusal view of the restored #30, #31 with screw-retained prosthesis. (h) Twelve-month follow-up of the restored implants #30, #31. Note the stability of the crestal bone levels for #31 and the crestal bone remodeling mesial of #30.
Attempts have been made to develop a digital workflow that allows the subgingival form of the provisional restoration to be accurately transferred to the final restoration to provide appropriate cleansability, esthetics, and function. In this case, a 63-year-old male patient presented with a missing right mandibular second molar (tooth #31). He had previously received an implant body (ø4.1 3 12.0 mm Bone Level Implant RC, Straumann, Basel, Switzerland) and had undergone installation of a screw-retained, connected provisional restoration (Figures 1 and 2). Following installation, a dentist adjusted the provisional restoration (namely, its crown morphology and subgingival contour); function and cleansability were then confirmed to be appropriate for the patient. Therefore, the provisional restoration needed to be replaced with a final restoration; the authors opted to implement their novel procedure. The use of an implant scanbody enables accurate 3D recognition of implant platform location; thus, digital implant impressions have increasingly been used with intraoral scanners and implant scanbodies. However, the standardized implant scanbody has a prefabricated circular diameter that differs from the provisional restoration configuration that supports the gingival morphology. Additionally, gingival tissue rapidly breaks down after provisional crown removal before scanning. Thus, simple digital scanning of the implant scanbody, which is connected to the implant body, cannot capture the gingival morphology where the provisional restoration is installed. In contrast, the authors’ novel digital workflow can reflect the gingival configuration by examining the subgingival contour within the provisional restoration. In addition, the supragingival configuration can also be reflected in the morphology of the final restoration. This enables accurate transfer from the provisional restoration for both functional and esthetic elements of crown morphology, which are assigned to the final restoration. This procedure does not require fabrication of a working cast and X-ray radiation to confirm the position of the impression coping.

Takuya Mino, DDS, PhD, Yoko Kurosaki, DDS, PhD, Kenji Maekawa, DDS, PhD, Kana Tokumoto, DDS, Koji Izumi, DT, Akihiro Ueda, DT, Aya Kimura-Ono, DDS, PhD, Takuo Kuboki, DDS, PhD, Journal of Oral Implantology. 2019 December; 45(6): 494–498.

FIGURES 4 AND 5. Images of the intraoral three-dimensional (3D) morphology data of the whole mandible with the provisional restoration installed and the intraoral 3D morphology data of the whole mandible with the implant scanbody (a) were superimposed on the 3D position (b) using the least mean squares method with reference to the surface morphology of the remaining teeth and gingival mucosa (c). FIGURE 5. The image of the 3D surface image of the provisional restoration’” was superimposed on the image in Figure 4b to reflect the formation of soft tissue around the provisional restorations (a, b). These two images were superimposed using the least mean squares method with reference to the surface morphology of the provisional restoration (c).
FIGURE 6. Occlusal (a) and lateral (b) views of the final design of the reproduced form of the superstructure using computer-aided design software. The borderline between the abutment and the final restoration was determined from the form of the provisional restoration by referencing the information of the form of soft tissues around the provisional restoration (c). Subsequently, the customized titanium abutment was designed (d). Fabricated customized titanium abutment and final restoration (e, f).

FIGURE 7. Occlusal (a), lateral (b), and distal (c) views of the provisional (right side) and final (left side) restorations. Volumetric discrepancies were calculated using superimposed images of the scanned data of the final and provisional restorations. The total volumetric discrepancy in the convex/concave portions between the final and provisional restorations was 22.7 mm$^3$ (d).

continued on page 29
Versah Guided Surgery System

Preserve the Bone • Enhance the Host™

Versah and Densah® Bur Technology

G-Stop™ Key
• Locks onto the G-Stop™ Vertical Gauge
• Can be used with a C-Guide or as a standalone Vertical Stop.

G-Stop™ Vertical Gauge
Snaps on to any G3 Densah Bur and transforms it to a guided bur.

G3 Densah® Bur

The G-Stop™ key is available in 4 sizes S, M, L, XL, and 7 different lengths:

- M-3
- M-5
- M-8
- M-10
- M-11.5
- M-13
- M-15

3 mm 5 mm 8 mm 10 mm 11.5 mm 13 mm 15 mm

Surgical C-Guide printed by a Certified Lab

C-Guide™ Sleeve

C-Guide™ Sleeve

Available in the Following Digital Treatment Planning Platforms:

Scan Here to Watch Animation:

versah.com

©2019 Huwais IP Holdings LLC. All rights reserved.
Versah and Densah are registered trademarks of Huwais IP Holdings LLC. P052 REV00

Patent Pending
CASE REPORT

Pseudoaneurysm of the Greater Palatine Vessel Following Subepithelial Connective Tissue Graft

Subepithelial gingival connective tissue grafts are a common surgical procedure performed in periodontal and implant surgery. This versatile procedure has many indications including tooth root coverage, thickening of gingiva, and improvement of the quality of the crestal gingiva. Several techniques have been described for graft harvest from the palate. Reported complications from these techniques include pain, inflammation, bleeding, flap necrosis, and infection in the donor site. In this case report, the authors report a previously unpublished complication following subepithelial gingival connective tissue graft from the palate: pseudoaneurysm of the greater palatine vessel. To the authors’ knowledge, this extremely unusual case is the first report of a ruptured pseudoaneurysm of the greater palatine artery after subepithelial connective tissue graft from the palate. Unlike the immediate perioperative bleeding more commonly associated with this procedure, the pseudoaneurysm has an indolent presentation and can be seen a week or even months postoperatively. Depending on the clinical scenario, the pseudoaneurysm can be managed either by direct surgical intervention or angiography with selective embolization.


On March 16, 2020, Carolina Hernandez returned as the AAID’s Executive Director. During her 14-year tenure, she worked her way up beginning as the Administrative Assistant from 2005 to 2007, Membership Services Manager from 2007 to 2014, and Membership and Credentialing Director from 2014-2019. She developed expertise in customer service, recruiting members, and developing strategies and projects. From June 2019 to March 2020, she left to become the Membership and Global Initiatives Director at the Council on Tall Buildings and Urban Habitat. Ms. Hernandez received her Bachelor of Arts Degree in Communications at Quincy University. She has been an active member for the Association Forum, volunteer for the Garfield Park Conservatory, and choir member for Too Hot to Handle Music and Events.

On April 16, 2020, Jamey started as the AAID’s new Chief Financial Officer. He comes to the organization with more than 20 years’ experience in both public accounting and nonprofits. Some of his previous positions included CFO for First Wesleyan Church and CEO for RFG LLC. In addition to becoming a certified public accountant, he earned a master of accountancy from the University of Alabama, Tuscaloosa. Please welcome Jamey to the AAID team.

In Memoriam

Trevor Bavar, DDS, FAAID, ABOI/ID, died peacefully his home in Harrison, New York on March 30, 2020. Dr. Bavar was born in Brooklyn, New York in 1935. He was a member of the AAID since 1984. In addition to practicing privately in New York, Dr. Bavar cofounded the Continuing Dental Education Program in Dental Implantology at New York University College of Dentistry and served as its Director for more than 30 years. He was also a Clinical Professor at New York University College of Dentistry. Dr. Bavar was the Founder and President of the Implant Study Group of NY.

Announcements

The AAID would like to welcome the following new staff:

Carolina Hernandez, CAE

On March 16, 2020, Carolina Hernandez returned as the AAID’s Executive Director. During her 14-year tenure, she worked her way up beginning as the Administrative Assistant from 2005 to 2007, Membership Services Manager from 2007 to 2014, and Membership and Credentialing Director from 2014-2019. She developed expertise in customer service, recruiting members, and developing strategies and projects. From June 2019 to March 2020, she left to become the Membership and Global Initiatives Director at the Council on Tall Buildings and Urban Habitat.

Jamey Richardson, CPA

On April 16, 2020, Jamey started as the AAID’s new Chief Financial Officer. He comes to the organization with more than 20 years’ experience in both public accounting and nonprofits. Some of his previous positions included CFO for First Wesleyan Church and CEO for RFG LLC. In addition to becoming a certified public accountant, he earned a master of accountancy from the University of Alabama, Tuscaloosa. Please welcome Jamey to the AAID team.

Please welcome both Carolina and Jamey to the AAID team.
The American Academy of Implant Dentistry Foundation seeking Credentialed Members to participate in the Smile, Veteran!™ program

For the past year, the AAID Foundation and our founding partners, Zimmer Biomet, RTI Surgical and Midwest Dental Arts have been developing a new AAIDF program, Smile, Veteran!™.

The Smile, Veteran! program offers dental implant restoration for veterans who were injured during active duty in the United States and Canadian military. The men and women who serve in our armed services did so with courage, dedication, and selflessness. When they leave their military service, some veterans have injuries that can make it difficult to navigate the challenges of life after combat. The veterans in the program are in need of a tooth/teeth replacement and who are experiencing financial hardship.

As the leader in implant dentistry, the AAID recognizes the extraordinary sacrifices veterans and their families have made for our nation. The Smile, Veteran! program is seeking AAID credentialed members to partner with veterans in your (or their) communities. As a participating member of this program, you will have the opportunity to position that veteran for success in their post-service lives. To make this possible, we ask that you donate your time to the Smile, Veteran! program. The cost of materials, both implants and biomaterials plus all lab work will be provided at no cost to the credentialed member.

For more information on the Smile, Veteran! program or becoming a volunteer for the Smile, Veteran!™ program, contact Barb Tieder, Foundation Staff Director at 312-335-1550 or at barb@aaid.com.
Thank you 2019 Committee Members

The AAID would like to thank all of its members who have volunteered their time by serving on a committee in order to better the organization. The following members completed their service in 2019.

Admissions & Credentials Board
Dr. Aladdin Al-Ardah
Dr. Adam Hogan
Dr. Leonard Machi
Dr. James Spivey

Bylaws
Dr. Craig Aronson
Dr. James Gibney
Dr. Emile Martin
Dr. Kevin O’Grady

Annual Conference Education
Ms. Sharon Azavedo
Dr. Suheil Boutros
Dr. Jaime Lozada
Ms. Demetra Pusateri

Executive Committee
Dr. Adam Foleck
Dr. David Hochberg

Education Oversight
Dr. John Da Silva
Dr. Olinga Hargreaves
Dr. Kelly Kaban
Dr. Dominique Rousson
Dr. Masoud Saidi
Dr. Jerry Stahl

Finance
Dr. Jay Elliott
Dr. Brian Jackson
Dr. Matt Young

Ethics
Dr. Gary Bauman
Dr. Tom Rouzendaal
Dr. Emil Svoboda

Honored Fellow
Dr. Fran Ducoin
Dr. Tom Chess

Membership
Dr. Joe Field
Dr. Angela Leung
Dr. Stacey Owens
Dr. Gadia Peabody
Dr. Kenny Rubinov

Global
Dr. Frank LaMar
Dr. JaeHyun Shim

Nominating
Dr. Rebecca Sonick
Dr. Illya Tarasenko
Dr. Rana Zogby

Post-Doctoral
Alex Chu
University of Tennessee Health Science Center
Kirsten Hooper
University of Saskatchewan, College of Dentistry
AnnMarie Lyon
University of Kentucky College of Dentistry
Madelyne Salo
University of the Pacific, Arthur A. Dugoni School of Dentistry
Benjamin C. Shepperd
University of Florida College of Dentistry
Jonathan A. Wirth
Marquette University School of Dentistry

Pre-Doctoral
Robert Abdulezer
UNIVERSITÉ DE MONTRÉAL
Riley Allen
UNC Adams School of Dentistry
Omar Alzein
University of Minnesota, School of Dentistry
James Amir
Rutgers School of Dental Medicine
Tejal Athwal
Indiana University School of Dentistry
Rebecca Baudin
West Virginia University School of Dentistry
Yash Boghara
Temple University Maurice H. Kornberg School of Dentistry
Virginie
Boudreau-Larouche
UNIVERSITÉ LAVAL
Saahil Brahmbhatt
Columbia University College of Dental Medicine
Denisse M. Cacho
University of Louisville School of Dentistry
Ashley Kate Cauthen
Medical University of South Carolina
Harry Chesser
University of Colorado School of Dental Medicine
Aaron Compton
Oregon Health & Science University
Paige Davis
Midwestern University
Natalie Evans
University of Washington
Susannah Felton
The Dental College of Georgia, Augusta University
David M. Giordano
University at Buffalo School of Dental Medicine
Brian Greco
University of Connecticut School of Dental Medicine
Gerard Guimond
Creighton University School of Dentistry
Shreya Gupta
Boston University Henry M. Goldman School of Dental Medicine
Jacob Haslam
University of Utah School of Dentistry
Steven Hernandez
A.T. Still University-Missouri School of Dentistry & Oral Health
Ryan Jin
The Ohio State University College of Dentistry
Hirut Kassa
Meharry Medical College

The American Academy of Implant Dentistry offers Dental Student Award for all dental schools in the United States and Canada. The program recognizes dental students for their interest in implant dentistry, both academically and clinically. Sixty-two (62) student participants were recognized in 2019, six of which were in post-doctoral programs. Currently, the AAID distributed 56 student awards in 2020.
AAID CONSUMER OUTREACH
Educating our Patients to Enhance Public Trust

Our consumer website, aaid-implant.org, empowers individuals struggling with dental problems to find reliable, practical information and advice on dental implants and connects patients with AAID-credentialed dentists.

Ask a Dental Implant Expert

Patient submits question

AAID staff sends referral email to AAID-credentialed dentist closest to patient.

Email to patient with educational dental implants brochure and redirect to the Dentist Finder.

Win-Win solution!
Patient questions are answered as they connect with an AAID-credentialed dentist!

1,200+ Questions Asked

Total website views
1.75+ M

Dentist Finder
8,039,054

Total searches

80% of visitors from organic search

Shareable educational videos for your practice

Behind Every Dental Implant is a Story

AAID-credentialed dentists tell their stories

“He won’t eat. He won’t speak. He’s lost all hope and confidence.”

AAID-credentialed dentists tell their stories

Get Involved! Contribute to the LifeSmiles blog!

7,873 Total organic blog sessions

Follow the LifeSmiles blog!

Follow AAID LifeSmiles on social media, too!

Get Involved! Contribute to the LifeSmiles blog!

Contact us at Editor@AAID.org

AAID CONSUMER OUTREACH
Educating our Patients to Enhance Public Trust

Our consumer website, aaid-implant.org, empowers individuals struggling with dental problems to find reliable, practical information and advice on dental implants and connects patients with AAID-credentialed dentists.

Ask a Dental Implant Expert

Patient submits question

AAID staff sends referral email to AAID-credentialed dentist closest to patient.

Email to patient with educational dental implants brochure and redirect to the Dentist Finder.

Win-Win solution!
Patient questions are answered as they connect with an AAID-credentialed dentist!

1,200+ Questions Asked

Total website views
1.75+ M

Dentist Finder
8,039,054

Total searches

80% of visitors from organic search

Shareable educational videos for your practice

Behind Every Dental Implant is a Story

AAID-credentialed dentists tell their stories

“He won’t eat. He won’t speak. He’s lost all hope and confidence.”

AAID-credentialed dentists tell their stories

Get Involved! Contribute to the LifeSmiles blog!

7,873 Total organic blog sessions

Follow the LifeSmiles blog!

Follow AAID LifeSmiles on social media, too!
The AAID is pleased to welcome the following new members who joined between January 1, 2020, and May 7, 2020. 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.

**Alabama**
- Robert Henry, Mountain Brook
- Robert Martin, Greenville

**Alaska**
- Young Ohsie, Anchorage

**Arizona**
- Payam Abedi, Gilbert
- Kristopher Alpers, Scottsdale
- John Bigler, Apache Junction
- Maryanne Briones, Tucson
- Mark Evans, Laveen
- Mathew Ricks, Tucson

**California**
- Rishabh Acharya, San Francisco
- Joseph Adamian, Glendale
- Stephen Barnes, Sacramento
- Ramon Castillo, Newberry Park
- Isaac Chong, Loma Linda
- Peggy Chuang, Fremont
- Anthony Clark, Tulare
- Nathan Jergensen, Hemet
- Shyam Krishnan, Ventura
- Michael Kurylo, San Francisco
- Kenneth Lee, Tarzana
- Susan Malibiran, Rohnert Park
- Christopher James McLellan, San Diego
- Erik Pleitez, Chatsworth
- Jordyn Reiakvam, Corona
- Randy Rosales, Orange
- Sara Saber, Santa Clara
- Roberto Salazar, San Marcos
- Sanjeev Sharma, Dublin
- James Song, Lomda Linda
- Foroud Taleyazdi, Lake Forest
- Cathy Williams, San Diego
- Kristina Zoulas, South San Francisco

**Colorado**
- David Axelrod, Denver
- Kenneth Burson, Denver
- Adolph Carlson, Severance
- Stephanie Miller, Denver

**Florida**
- Keya Brown, Cape Coral
- Amanda Cobb, Sugarloaf Key
- Scott Elliott, Vero Beach
- Jovani Gonzalez, West Palm Beach
- Amel Hassan, Tampa
- Michelle Holguin, Saint Petersburg
- Austin Mautner, Jupiter
- Hardik Patel, Doral
- Grady Scott, Bonita Springs
- Shwan Shawkat, Orlando
- James Gordon Wilson, Tampa
- Alexandra Zabala, Punta Gorda
- Aya Fawaz Zaqzouq, Plantation

**Georgia**
- Kala Michele Green, Lawrenceville
- Justin Lane Harris, Hartwell
- Margaret Eugenia Harry, Lagrange
- Colin Lentz, Buford
- Duc Trung Nguyen, Lawrenceville
- Zachary Rifkin, Atlanta

**Hawaii**
- Summer Tolbert Wood, Kailua

**Idaho**
- Kirk Arritt, Burley
- Karin Watts, Cour D’Alene
- Trevor Tafoya, Meridian

**Illinois**
- Natalie Do, Lombard
- Edward Toliver, Chicago

**Iowa**
- Megan Timm, Williamsburg

**Kansas**
- Anthony Garcia, Overland Park

**Louisiana**
- Danny Giang, Marrero
- Justin Wu, New Orleans

**Maryland**
- Rosemary Ahanor, Rockville

**Massachusetts**
- Julian Basha, Marlborough
- Daniel Han, Medford
- David Robbins, Boston
- Allyce Sullivan, Tauntan

continued on page 36
Take advantage of exclusive benefits and offers on various products for your business and personal life.

Your AAID membership provides access to valuable resources in the areas of finance, insurance, practice management, and various personal products and services.

DIGITAL MARKETING
Advice Media offers complimentary marketing evaluations and exclusive discount pricing to help improve your practice’s online exposure.

FINANCIAL SERVICES
Treloar & Heisel offers assistance with disability income, business interruption, life and malpractice insurance.

Go to www.aaid.com/memberadvantage for more information.
2019 AAID New Members
continued from page 34

Michigan
Travis Hadad, Mount Morris
Noorjahan Khan, Ypsilanti
Bassam Kinaia, Sterling Heights

Minnesota
Laurie Dawn Strand, Chanhassan
Eric Wang, Maple Grove

Missouri
Dustin Kim, St Robert

Montana
Jeffrey Michael Ashe, Kalispell

Nebraska
Dominic Armbrust, Omaha
Blake Hult, Omaha
Nicholas Lupo, Omaha

Nevada
Payden Anderson, Logansville
Gunnar Boelman, Las Vegas
Joshua Corcran, Las Vegas
David Diehl, Spring Creek
Khurram Fahim, Las Vegas
Suzan Fu, Las Vegas
Sharam Ghodsi, Las Vegas
Fionna Tay Gov, Las Vegas
Steven Hadawar, Las Vegas
Nhi Hoang, Las Vegas
Robin Je, Las Vegas
Emmy Le, Las Vegas
Khoa Le, Las Vegas
Eunice Lee, Las Vegas
Rosy Hong Nhung Nguyen, Las Vegas
Trang H Nguyen, Las Vegas
Trang T Nguyen, Las Vegas
Yves Pham, Las Vegas
Jaclyn Richardson, Las Vegas
Luiz Santos, Las Vegas
Eric Shyu, Las Vegas
Michael St. Laurent, Las Vegas
Garrett Swanson, Reno
Tri Tran, Las Vegas
Julia Truong, Henderson
Sean Truong, Las Vegas
Joseph Weber, Spring Creek

New Jersey
Omar Aldoori, Voorhees
Malika Bandi, Harrison
Akiva Berger, Fair Lawn
Gabriel Cornick, Manville
Paul Dimitrey, Bayonne
Rinchu George, Piscataway
Grace Guo, Fort Lee
Brahmleen Kaur, Jersey City
Jenny Lau, Fairfield
Joyce Lau, Fairfield
Daisi Liao, Guttenberg
Yating Luo, Jersey City
Glenn Alan MacFarlane, Red Bank
Omar Mayorga, Newark
Brian Meulener, Little Silver
Aryam Mode, Glen Rock
Andres Munoz, Ridgefield Park
Noah Mustafa, Secaucus
Ayeshu Muzaffar, East Brunswick
Shefat Rabbi, Edison
Diana Rodriguez, Union City
Neil Shah, Flushing
Beatriz Trevino, Manalapan
Chase Whittow, Franklin Lakes

New York
Vicky Athanasiou, Whitestone
Joseph Bajtner, Beacon
Vasundhara Bhatt, Rego Park
Chad Froebel, Alden
Vincent Fuschinco, Mechanicville
Mohammad Ghory, Bronx
Brahmleen Kaur, Jersey City
Jenny Lau, Fairfield
Joyce Lau, Fairfield
Daisi Liao, Guttenberg
Yating Luo, Jersey City
Glenn Alan MacFarlane, Red Bank
Omar Mayorga, Newark
Brian Meulener, Little Silver
Aryam Mode, Glen Rock
Andres Munoz, Ridgefield Park
Noah Mustafa, Secaucus
Ayeshu Muzaffar, East Brunswick
Shefat Rabbi, Edison
Diana Rodriguez, Union City
Neil Shah, Flushing
Beatriz Trevino, Manalapan
Chase Whittow, Franklin Lakes

New York (continued)
Geraldine Petrozino, Newburg
Jorge Rojas, Vernon Hills
Petrica Rouse, Rochester
Kristin Song, Long Island City
Jason Wen, Great Neck

North Carolina
Gustavo Andres Delgado, Harrisburg
Scott Guice, Huntersville
David Sullivan, Mint Hill

North Carolina (continued)
Lloyd Hudson, Tulsa

Oklahoma
Lloyd Hudson, Tulsa

Oregon
Grant Smith, Williamsville

Pennsylvania
Minti Agarwal, Sayre
Jillian Kester, Northampton
Heejung Kim, Philadelphia
Nicholas Rizzo, Old Forge
Mary Grace Rizzo-Fryzel, Scranton
Lorri Tomko, Allentown

Puerto Rico
Yadiel Caldero Quiñones, Corozal

South Carolina
Michael Barno, Columbia
Anthony Morrow, Greenville
Vanessa Vargas, Lake Wylie

Tennessee
Charles Kendrick Bunch, Hendersonville
Corey Ronald Jackson, Mt Juliet
Derek Osborne, Knoxville
James Ritter, Bartlett
Cameron Spaulding, Lebanon
Kyle Williams, Columbia

Texas
Laura Albarracín, Frisco
Andrew Alloch, New Caney
Richard Vinnie Barrata, Sugarland
Benjamin Beard, Magnolia
Stephen Boyles, Midland
David Brumbaugh, Dallas
Enrique Darancou, El Paso
Ahmed Samir El-Deeb, Houston
Chung Chien Hsia, Dallas
Jordan Joseph Juarez, Houston
Nick Le, Amarillo
Anas Muaamar, Livingston
Niraj Patel, Houston
Cong Peng, Galveston
Greg Richards, Katy
Justin Riel, Houston
Alexandra Shepherd, Houston
Christopher Sierra, Pasadena
William Sung, Rich mond
Totrinh Tran, Abilene
Praneetha Vallamreddy, Georgetown
Virginia Velez, New Braunfels

Utah
Kiran Napa, Holladay

US Virgin Island
Enrico Wensing, St. Thomas

Virginia
William Jeffrey, Harrisonburg
Mohammad Kashif, Manassas
Vishal Shah, Moneta

Washington
Lisa Arthur, Bremerton
Joshua Giltner, Bellingham
Anthony Nguyen, Spokane
Chris Wood, Eastsound

West Virginia
Harkiran Kaur, Triadelphia
Wisconsin
Deanna Anderson, West Allis
Alex Flora, Minocqua
Mohana Murali Krishna Kasam, Janesville
Benjamin Lonsdorf, Minocqua

CANADA
Alberta
Devon Laatsch, Edmonton

British Columbia
Kenneth Choi, Sparwood
Fadi Ibrahim, Coquitlam
Alex Rosenczweig, Vancouver

Ontario
Sarah Alawsi, Mississauga
Heba Aldosouky, Ancaster
Ghada Al-Shurafa, Waterloo
Aseel Assim, Waterloo
Wallace Chan, Markham
Andrew Darroch, Cambridge

Saskatchewan
Charles Britton, Saskatoon

INTERNATIONAL
Colombia
Santiago Jaramillo Guerra, Rionegro
Antioquia

Japan
Kenzo Shiozaki, Saitama

New Student Members

The AAID encourages dental students to become familiar with the practice of implant dentistry. The AAID is a great place to learn from leading dental implant experts around the world who are a part of the organization. Electronic membership, open only to dental students, provides online access to AAID information and resources. If you know of a student who is interested in joining, email membership@aaid.com or go to aaid.com. The following is a list of new student members who joined between January 1, 2020, to May 7, 2020.

Jose Andrew Andrino
Victor Bauer
Luke Bessmer
Viviana Brignoni
Jason Diep
Jeffrey Donatelli
Alan Dzhahiev
Marti Gabriella
Adam Goldberg
Yandy Gonzalez-Marrero
Benjamin Greer
William Handt
Benjamin Hobaiça
Benjamin Hostetter
Charles Huffman
Wonseok Jang

Malik Muhammad Zeeshan Khan
Akbar Khorshideh
Helen Kim
Justin James Kirkwood
Jonathan Light
Corinna Ma
Tara Mahpour
MacGregor Main
Audrey Maynard
Jordan Mays
Grace Moore
Jorden Mortensen
Frankie Ngo
Frédérique Ouellet
Daniel Overfelt
Raul Perez

Rahi Rahnama
Sara Rezaie
Joseph Samona
Serena Shah
Zachary Siegler
Amy Stephenson
Alexandra Steury
Todd Stoner
James Wen Tian Yan
Jeffrey Toler
Jason Tsai
Megan Utter
Scott Welling
Jenna Windell
Winnie Zhang

Malaysia
Hui Ling Cheah, Subang Jaya Selangor

New Zealand
Adeel Punjwani, Taranaki

South Korea
Hyungwoo Choi, Gwangmyeong-si
Lee Eun Hyeok, Korea
Mincheul Gil, Gimpo-si Gyeonggi-do
Dongmin Jeong, Pohang-si
Jaeki Jeong, Yongin-si
Shinhyun Kang, Ichun Gyeonggi
Seol Lee, Yongin-shi Gyeonggi-do
Kyungpil Park, Guri-si Gyeonggi-do
Kweonsoo Seo, Seoul
Min Gyu Shim, Seongnam-si Gyeonggido
You Sinwood, Incheon-si

United Arab Emirates
Poonam Goel, Abu Dhabi
Abu Dhabi, UAE AAID MaxiCourse®
Abu Dhabi, UAE
Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Assistant Director: Ninette Banday, BDS, MPH
Email: drsiyer@aol.com
Phone: 908-527-8880
Website: www.maxicourseasia.com

Augusta University AAID MaxiCourse®
Augusta, GA
Director: Douglas Clepper, DMD, FAAID, DABOI/ID
Assistant Director: Michael E. Pruett, DMD
Contact: Lynn Thigpen
Email: lbthigpen@augusta.edu
Phone: 706-721-1447
Website: www.georgiamaxicourse.com

Bangalore, India AAID MaxiCourse®
Bangalore, India
Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Assistant Director: Dr. Vadivel Kumar, DDS
Contact: Syed Khalid, DDS
Email: drsiyer@aol.com
Phone: 908-527-8880
Website: www.maxicourseasia.com

Boston, MA AAID MaxiCourse®
Boston, MA
Director: Brian Jackson, DDS, FAAID, DABOI/ID
Assistant Director: Matthew Young, DDS, FAAID, DABOI/ID
Contact: Jana Selimovic, Program Coordinator
Email: Education@bostonmaxicourse.com
Phone: 315-922-2176
Location: Harvard Club of Boston
Website: www.bostonmaxicourse.com

Cairo AAID MaxiCourse®
Cairo, Egypt
Director: Kim Gowey, DDS, FAAID, DABOI/ID
Assistant Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Contact: Dr. Aref Alnaib
Email: aref.alnaib@gmail.com
Phone: 2.0127616291e+11
Website: http://maxicourse.mazeedit.com/

Chicago AAID MaxiCourse®
Chicago, IL
Director: Adam Foleck, DMD, FAAID, DABOI/ID
Contact: Linda Shouldice
Email: info@chicagomaxicourse.com
Phone: 416-566-9855
Website: www.chicagomaxicourse.com

Houston AAID MaxiCourse®
League City, TX
Director: Jay Elliott, DDS, FAAID, DABOI/ID
Assistant Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Contact: Jackie Martinez
Email: Jackie@texasimplanteducation.com
Phone: 281-703-9468
Website: www.texasimplanteducation.com

Las Vegas AAID MaxiCourse®
Las Vegas, NV
Director: John Minichetti, DMD, FAAID, DABOI/ID
Assistant Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Contact: Sarah Rock
Email: sarah.englisholddental@gmail.com
Phone: 201-871-3555
Website: www.dentalimplantlearningcenter.com

Nagoya, Japan MaxiCourse®
Nagoya, Japan
Director: Yasunori Hotta, DDS, PhD, FAAID
Assistant Directors:
Hiroshi Murakami, DDS, PhD, FAAID
Koji Ito, DDS, PhD, FAAID
Komatsu Shinichi DDS, PhD, FAAID
Takashi Saito, DDS, PhD, FAAID
Contact: Yasunori Hotta, DDS, PhD, AFAAID
Email: hotta-dc@ff.iij4u.or.jp
Phone: +81-52-794-8188
Website: www.hotta-dc.com

New York AAID MaxiCourse®
Bronx, NY
Director: John Minichetti, DMD, FAAID, DABOI/ID
Assistant Director: Joseph C. D’Amore, DDS, AFAAID, DABOI/ID
Contact: Sarah Rock
Email: sarah.englisholddental@gmail.com
Phone: 201-871-3555
Website: www.dentalimplantlearningcenter.com

Nova Southeastern University College of Dental Medicine AAID MaxiCourse®
Fort Lauderdale, FL
Director: Jack Piermatti, DMD, FAAID, DABOI/ID
Assistant Director: Thomas J. Balshi, DDS, PhD
Contact: Linnette Dobbs-Fuller
Email: dentalce@nova.edu
Phone: 609-314-1649
Website: dental.nova.edu/courses/2018-2019/aaid-maxi-course.html

Roseman University AAID MaxiCourse®
South Jordan, UT
Director: Bart Silverman, DMD, FAAID, DABOI/ID
Assistant Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Contact: Vicki Drent
Email: vdrent@roseman.edu
Phone: 801-878-1257

Rutgers School of Dental Medicine AAID MaxiCourse®
Newark, NJ
Director: Jack Piermatti, DMD, FAAID, DABOI/ID
Assistant Director: Shankar Iyer, DDS, MDS, FAAID, DABOI/ID
Contact: Janice Gibbs-Reed, MA
Email: gibbs@sdm.rutgers.edu
Phone: 973-972-6561
Website: sdm.rutgers.edu/cde/maxi-course

San Juan, Puerto Rico AAID MaxiCourse®
San Juan, PR
Director: O. Hilt Tatum, DDS, FAAID, DABOI/ID
Assistant Director: Jose Pedroza, DMD, MSC
Contact: Miriam Montes
Email: prmaxicourse@gmail.com
Phone: 787-642-2708
Website: www.theadii.com

Shanghai, China AAID MaxiCourse®
Shanghai, China
Director: Jaime Lozada, DMD, FAAID, DABOI/ID
Assistant Director: Joe Pedraza, DMD, MSC
Contact: Miriam Montes
Email: prmaxicourse@gmail.com
Phone: 787-642-2708
Website: www.theadii.com

continued on page 40
The Academy aims to foster informal discussions about the world of implant dentistry, mirroring the collaborative spirit of our members in our podcast. Hosted by Dr. Daniel Domingue and Dr. Justin Moody, the podcast explores topics and issues encompassed in the implant practitioner's world. Visit aaidpodcast.com to learn more and listen now.
Vancouver AAID MaxiCourse®
Vancouver, BC
Director: William Liang, DMD, FAAID, DABOI/ID
Contact: Andrew Gillies
Email: andrew@implant.ca
Phone: 604-330-9933
Website: www.vancouvermaxicourse.com

Waterloo, Ontario AAID Maxicourse®
Waterloo, Ontario
Director: Rod Stewart, DDS, FAAID, DABOI/ID
Assistant Director: George Arvanitis, DDS, FAAID, DABOI/ID
Contact: Chantel Furlong
Email: info@timaxinstitute.com
Phone: 905-235-1006
Website: www.timaxinstitute.com

AAID Active Study Clubs*

United States

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

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
President: Michael Dagostino, DDS
Contact: Sonia Smithson, DDS
Phone: (615) 337-0008
Email: aisgadmin@comcast.net
Website: www.alabamaimplant.org

Bay Area Implant Synergy Study Group
Location: San Francisco, CA
Director: Matthew Young, DDS
Phone: 415-392-8611
Email: youngmattdds@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

CNY Implant Study Club
Location: 2534 Genesee street. Utica, NY
Director: Brian J Jackson, DDS
Contact: Tatyana Lyubezhanina, Judy Hathaway
Phone: (315) 724-5141
Email: bjddsimplant@aol.com
Website: www.brianjacksondds.com

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.dentalofficesolutions.com

Mid-Florida Implant Study Group
Location: Orlando, FL
Director: Rajiv Patel, BDS, MDS
Contact: Dr Patel
Phone: 386-738-2006
Email: drpatel@delandimplants.com
Website: http://www.delandimplants.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.iiij4u.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

Courses presented by AAID credentialed members*

United States

2020 Bay Area Implant Institute Continuum
Dr. Ihab Hanna
Phone: 650-701-1111
Email: info@bayareaimplantinstitute.com
Website: https://www.bayareaimplant institute.com/page/course-schedule/

The Dental Implant Learning Center-
Basic to Advanced Courses in Implant Dentistry
John C. Minichetti, DMD
Contact: Sarah Rock
Phone: 201-871-3555
Email: sarah.englewooddental@gmail.com
Website: courses.htmhttps://www.dentalimplantlearningcenter.com/ce-courses/

California Implant Institute
Dr. Louie Al-Faraje, Academic Chairman
Phone: 858-496-0574
Email: info@implanteducation.net
Website: http://www.implanteducation.net/
Courses presented by AAID credentialed members*

United States

Cancun Implant Institute:
Comprehensive Oral Surgery Training for Modern Dental and Implant Practice
Dr. Joseph Leonetti & Dr. Bart Silverman
Emails: Jal3658@aol.com
Bsilver293@aol.com
Phone: 01-800-757-1202
Website: https://cancunimplantinstitute.org/

Implant Complications:
A 25 Year Retrospective Review
Dr. Brian J. Jackson
Contact: Jana Selimovic
Program Coordinator - Boston MaxiCourse
Email: education@bostonmaxicourse.com
Phone: 315-922-2176
Cell. 315-790-7890315-922-2176
Website:http://eastcoastimplantinst.com/
upcoming-courses/

Introductory Implant Placement 6-Day
Dental Implants Course
Dr. Michael Shulman
Contact: Jass
Email: Info@adiseminars.com
Phone: (657) 234-7463
Website: http://www.adiseminars.com/

Midwest Implant Institute
Drs. Duke & Robert Heller Advanced Courses:
(305) Implant Prosthetics
(411) The All Inclusive Live Surgical Course
(601) Bone Grafting & Sinus Elevation
(602) Digging Out of Problems
Contact: 614-505-6647
Email: samantha@mii1980.com
Website: www.midwestimplantinstitute.com

Mini-Residency implant program,
for dentists in any state
NJ State Board approved for live surgery training - 150 hours CE credits
Course Director: Shankar Iyer DDS, MDS
September through July, biweekly
Contact: terri@smileusa.com
Phone: 908-527-8880
Website www.smileusacourses.com

WESTERN IMPLANT TRAINING:
An Introductory to Advanced Surgical & Prosthetic Program with Implant Company Participation
Dr. Robert E. Leigh, Director
Contact: Corie Zeise
Email: coriemanager@gmail.com
Phone: 1-780-349-6700
Website:http://www.westernimplanttraining.com/

Toronto Implant Institute
Dr. Natalie Wong
Contact: Linda Shouldice, BA
Executive Director - Toronto Implant Institute Inc.
Phone: 416.566.9855
Email: linda@t2inc.com
Website: http://torontoimplantinstitute.com/

2020 Student Award Recipients
continued from page 32

<table>
<thead>
<tr>
<th>Pre-Doctoral</th>
<th>University/College of Dentistry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Madiha Khan</td>
<td>New York University College of Dentistry</td>
</tr>
<tr>
<td>Jane LaPorte</td>
<td>University of Iowa</td>
</tr>
<tr>
<td>Elizabeth Lucas</td>
<td>University of Mississippi School of Dentistry</td>
</tr>
<tr>
<td>Robyna Mamoor</td>
<td>Story Brook School of Dental Medicine</td>
</tr>
<tr>
<td>Kareem Metwalli</td>
<td>UT Health San Antonio School of Dentistry</td>
</tr>
<tr>
<td>Jaiden Mercer</td>
<td>Arizona School of Dentistry &amp; Oral Health</td>
</tr>
<tr>
<td>Christa Musto</td>
<td>University of Pittsburgh</td>
</tr>
<tr>
<td>Umair Niazi</td>
<td>Midwestern University</td>
</tr>
<tr>
<td>Stephen Patterson</td>
<td>The University of Illinois at Chicago</td>
</tr>
<tr>
<td>Ashton Parmley</td>
<td>University of Nebraska Medical Center</td>
</tr>
<tr>
<td>Kate Plagenz</td>
<td>Roseman University</td>
</tr>
<tr>
<td>Sarina Priyesh Dodhia</td>
<td>Penn Dental Medicine</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Post-Doctoral</th>
<th>University/College of Dentistry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jessica Quach</td>
<td>Virginia Commonwealth University School of Dentistry</td>
</tr>
<tr>
<td>Hayden Rathel</td>
<td>University of Alabama School of Dentistry</td>
</tr>
<tr>
<td>Luke Revelt</td>
<td>Southern Illinois University School of Dental Medicine</td>
</tr>
<tr>
<td>Sukhdeep Sandhu</td>
<td>University of Nevada Las Vegas School of Dental Medicine</td>
</tr>
<tr>
<td>Katherine Sayler</td>
<td>Loma Linda University School of Dentistry</td>
</tr>
<tr>
<td>Sonya Shafique</td>
<td>Tufts University School of Dental Medicine</td>
</tr>
<tr>
<td>Jonathan Swope</td>
<td>Texas A&amp;M, College of Dentistry</td>
</tr>
<tr>
<td>Mckenzi Taylor</td>
<td>University of Missouri-Kansas City</td>
</tr>
<tr>
<td>Victoria Turner</td>
<td>The University of Texas School of Dentistry</td>
</tr>
<tr>
<td>Brendan Wu</td>
<td>Harvard School of Dental Medicine</td>
</tr>
<tr>
<td>Jake Wuerch</td>
<td>The University of British Columbia</td>
</tr>
<tr>
<td>Drew Young</td>
<td>The University of Alberta</td>
</tr>
<tr>
<td>Shannon Young</td>
<td>University of Michigan School of Dentistry</td>
</tr>
</tbody>
</table>
AAID NEWS is a quarterly publication of the American Academy of Implant Dentistry. Send all correspondence regarding the newsletter to AAID, 211 East Chicago Avenue, Suite 1100, Chicago, IL 60611 or by email to editor@aaid.com. Please notify AAID and your postmaster of address changes noting old and new addresses and effective date. Allow 6-8 weeks for an address change.

The acceptance of advertising in the AAID News does not constitute an endorsement by the American Academy of Implant Dentistry or the AAID News. Advertising copy must conform to the official standards established by the American Dental Association of Oral Implant Dentistry and the American Dental Association’s Council on Dental Materials and Equipment Acceptance Program.

It is the policy of the American Academy of Implant Dentistry that all potential advertisements submitted by any person or entity for publication in any AAID media must be deemed consistent with the goals and objectives of the AAID and/or ABOI/ID, within the sole and unbridled discretion of the AAID and/or ABOI/ID. Any potential advertisement deemed to be inconsistent with the goals and/or objectives of the AAID shall be rejected.
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.
Bone Graft Cement
Challenging the Status Quo in GBR

- No membrane required
- Minimally invasive surgical protocol
- Easier and faster application

Get $50 off your next order when you enroll in ABCA online course

courses.augmabio.com