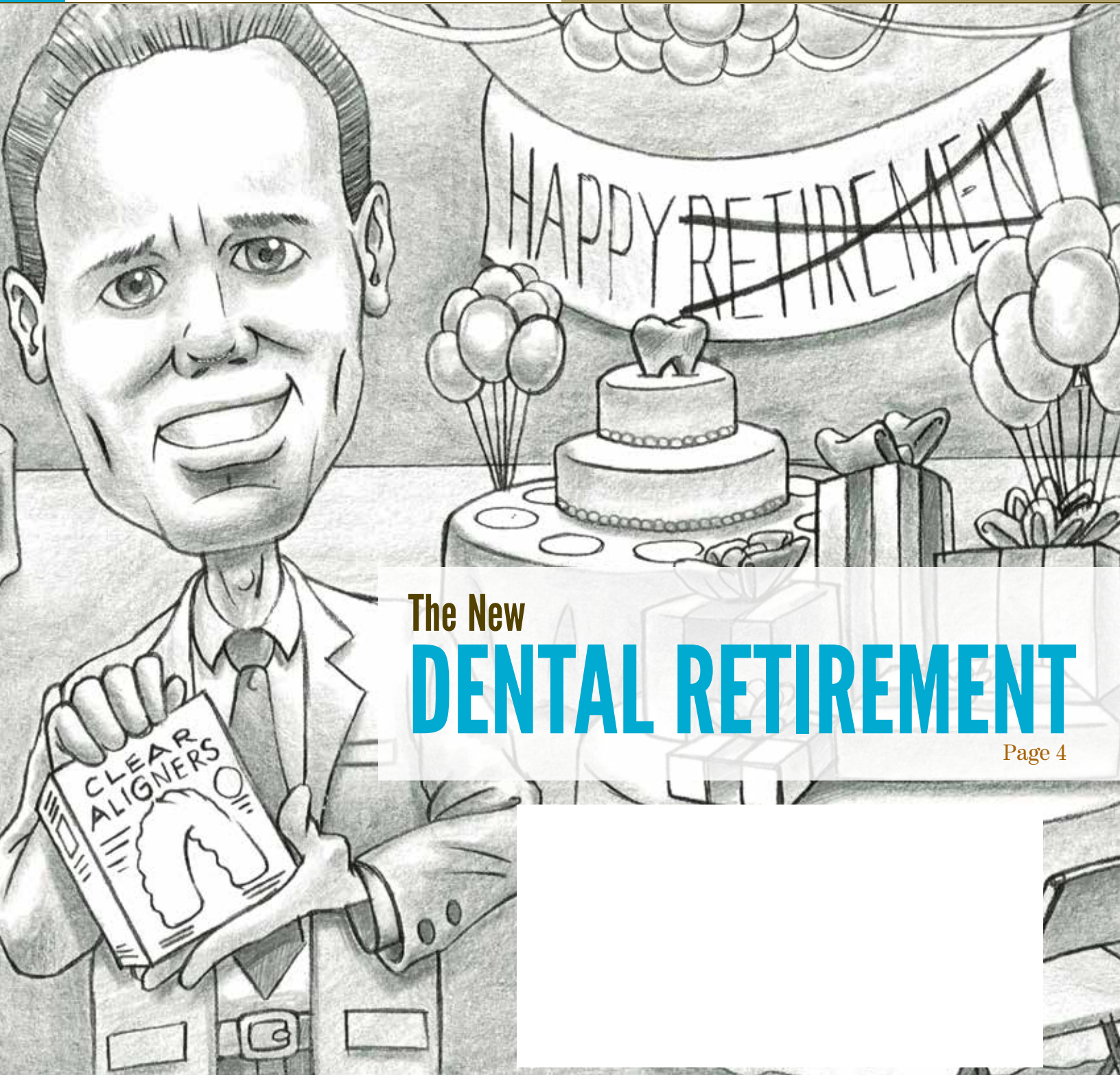


the **Journal**
American Academy of Clear Aligners

The Academy for Clear Aligner Therapy



The New

DENTAL RETIREMENT

Page 4

Clinically-proven,
FDA-cleared

AcceleDent®

OPTIMA™

Building A Better Orthodontic Experience

- Reduction of pain by up to 71% for better patient compliance¹
- Faster tooth movement by up to 50%¹
- Increased predictability of clinical outcomes²
- For use with brackets or aligners



A-P Correction | 60 Aligners, No refinements



PROJECTED TREATMENT TIME:
30 MONTHS



ACTUAL TREATMENT TIME WITH ACCELEDENT:
18 MONTHS

"AcceleDent® isn't really about acceleration per se. Of far greater importance is the ability to treatment plan a complex case with confidence, and having certitude that I can deliver the result that I told the patient I could."

Dr. Tommaso Castroflorio

Find out more about affordable AcceleDent Optima
Schedule a presentation today

1-866-866-4919 | sales@orthoaccel.com

accedent.com

© 2018 OrthoAccel® Technologies, Inc.
¹ Clinical research on file with OrthoAccel
² Doctor Testimonials on file with OrthoAccel

2015, 2016 & 2017
Townie Choice Award Winner

Ortho-Accel®

Leader in Accelerated Orthodontics®

the Journal

American Academy of Clear Aligners



Editorial

Congratulations, Dr. Jones!

It all started in the winter of 2012, in a Chicago restaurant, when the American Academy of Clear Aligners (AACA) was founded by a small group of dedicated individuals who believed in "Moving, Not Removing Enamel."

Our indispensable and indefatigable Director of Education, Dr. Perry Jones,

was there, of course, as one of the original founding fathers of the AACA (then known as the American Academy of Cosmetic Orthodontics). Ever since, he has been an important guiding light in our academy.

Recently, our Dr. Jones was appointed by Governor Ralph Northam to serve on the Virginia Board of Dentistry.

This is a great honor for him, and a very significant addition to that board. We can't help wondering how he manages to find the time for his myriad professional responsibilities.

Dr. Perry Jones is a graduate of Virginia Commonwealth University, where he now serves as Director of Continuing Education and Faculty Development, as well as Adjunct Faculty, Associate Professor, Department of Oral Maxillofacial Surgery. He is director of the Virginia Academy of General Dentistry MasterTrack program and is a Master of the Academy of General Dentistry.

One of the very first GP Align Technology education speakers, Dr. Jones lectures extensively and has given hundreds of Invisalign and iTero presentations. He is a prominent subject matter expert for organizations advancing the technology for digital scanning and for 3D printing.

He also maintains an active private practice in Richmond, Virginia.

Dr. Jones, this prestigious appointment shows excellent judgment on the part of the governor, who clearly recognizes what all of us in the AACA already know and admire about you!

Dr. Jeffrey Galler
Editor



American Academy of Clear Aligners is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this program provider are accepted by AGD for Fellowship/Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 10/01/2017 to 09/30/2020. Provider ID#350507.

AACA Officers

Dr. Mark Hodge: Founder
Dr. David Galler: President
Dr. John Bunkers: Vice President
Dr. Perry Jones: Director of Education
Dr. Andrea Dernisky: Director of New Member Recruitment
Dr. Jeffrey Galler: Journal Editor

Executive Committee for Strategic Relationships

Dr. Kevin Bougher | Dr. Janice Lo | Dr. Hardeek Patel
Dr. Oleg Shvartsur | Dr. Brian Wilk

Board of Directors

Dr. Jose Abadin | Dr. Corey Anolik | Dr. Anna Berik
Dr. Luis Camacho | Dr. Nick Cobb | Dr. Katie Coniglio
Dr. Toussaint Crawford | Dr. Danielle Csaszar
Dr. Amir Daoud | Dr. Faline Davenport | Dr. Stephen Denny
Dr. Andrea Dernisky | Dr. Drew Fairweather | Dr. Phil Gaudin
Dr. Jamie Mellert Houck | Dr. Adam Hubert
Dr. Ryan Oakley | Dr. Lindsey Papac | Dr. Arvind Petrie
Dr. Ai-Phuong Pham | Dr. Bari Posner | Dr. Michele Ranta
Dr. Kristen Ritzau | Dr. Colleen Scheive | Dr. Sheena Sood
Dr. Aladino Valiente | Dr. Jack Von Bulow
Dr. Michael I. Wollock | Dr. Frances Yankie

Key Opinion Leaders

Dr. Robin Bethell | Dr. Aman Bhullar | Dr. Clayton Cummings
Dr. Tracy Fadden | Dr. Christopher Hart
Dr. Michael Huguet | Dr. Nathan Jeal | Dr. Wes Kandare
Dr. Steven Liao | Dr. Scott Methven | Dr. Troy Moore
Dr. Bao-Tran Nguyen | Dr. Sarah Pless | Dr. Terri Pukanich
Dr. Geoffrey Skinner | Dr. Karla Soto | Dr. Jessica Tendero
Dr. Kristin Wade | Dr. Seth Wasson | Dr. Angelie Zamora
Dr. Lindsey Zeboski

Journal Design: Mojo Design Bar

Copyeditor: Marc S. Glasser

Cover Illustration: Tom Lange

Contact

Advertising: gadamskafka@aacaligners.com

678.294.2621

Editorial: editor@aacaligners.com

mglasser@aacaligners.com

the Journal

American Academy of Clear Aligners

✔ Article is Peer Reviewed

Member Publication
AADEJ
American Association of Dental Editors & Journalists

Feature Article

- ✔ 14 **Diamond Tips—ClinCheck Strategy: Artificial Intelligence**
by Randy Kunik, DDS

Case Reports

- ✔ 4 **Form, Function, Cosmetics, and My Personal Journey with Invisalign**
by John P. Bunkers, DDS
- ✔ 8 **Speech Therapy Enables Successful Treatment of a Difficult Open Bite Case**
by Jeffrey Galler, DDS, and Beryl Adler

Financial Management

- 18 **Outside the Box: Part 2**
by Ralph Adorno

Social Media

- 20 **Five Secrets to Building a More Effective Facebook Page**
by Naomi Cooper

Viewpoint

- 22 **A Practitioner's Progress**
by Suneet Bath, DMD


Reingage News

- 24 **Reingage Study Club News**
Compiled by Jack Von Bulow, DDS,
Reingage News Co-ordinator

Did You Know?

Renewal of your annual AACA membership is ONLY \$295.

Log on to aaligners.com for new features and learning opportunities, and to renew your membership.



Get your patients to
the finish line of treatment
with iFinisher®

iFinisher®



Introducing the **iFinisher**— fast and convenient, every step of the way.

The iFinisher is a simple and cost-effective solution to treat teeth in both arches at the same time creating the best fit of teeth possible, in as few as 3 weeks. The iFinisher is made to promote comfort, and eliminate the need for composite attachments, auxiliaries, or elastics. This saves time for you and promotes compliance by minimizing patient effort.



Daniel S. German, D.D.S. invented the iFinisher technology.

"I developed the iFinisher as a proven method of finishing my patients to a higher standard. With the iFinisher, I can decrease the number of aligners needed while correcting the bite more effectively than aligners or braces alone. I am astounded at the speed at which the occlusion improves."

Ordering is fast, easy, and convenient! *Simply send an intraoral scan or an impression.*

Specialty Appliances is a full-service orthodontic laboratory,
manufacturing more than 250 premier products.

4905 Hammond Industrial Drive, Suite J
Cumming, Georgia 30041

(800) 522-4636 • www.specialtyappliances.com

 **Specialty**
Appliances

Case Reports

Form, Function, Cosmetics, and My Personal Journey with Invisalign

by John P. Bunkers, DDS

January 2019 begins my second year as VP of our rapidly growing group, and with the direction and guidance of President Dr. David Galler, our Board is working hard to expand the breadth and scope of the American Academy of Clear Aligners. This case report also chronicles my personal Invisalign journey since 2011.



Dr. John Bunkers is a graduate of the University of Pacific School of Dentistry. Born and raised in Southern California, Dr. Bunkers has been practicing dentistry in the San Dimas/Glendora communities for 40 years. He has been an Invisalign provider for 6 years, and handled over 100 cases in 2017.

Dr. Bunkers is affiliated with the American Dental Association, the California Dental Association, and the Tri-County Dental Society. He has been recognized by the Omicron Kappa Upsilon honor society, and by Invisalign as a Premier Provider. Dr. Bunkers has been an assistant professor and clinical instructor of restorative dentistry at UCLA School of Dentistry. He is an authorized court-appointed dental expert and has testified in open court in numerous malpractice cases. At present Dr. Bunkers is vice president of the American Academy of Clear Aligners, and he has published case studies in the *Academy's Journal*.

It can be astonishing how much your viewpoint can change over a couple of short years, even when it comes to how you practice your lifelong profession. I can look back now at Invisalign cases I dealt with 2 years ago and find it impossible to climb back into my head then and watch how I handled ClinChecks as I received them. Sometimes, though, life affords me the opportunity to literally revisit a case and follow up what I did then with what I know how to do now.



Figure 1: initial presentation, with posterior open bite and anterior interferences.

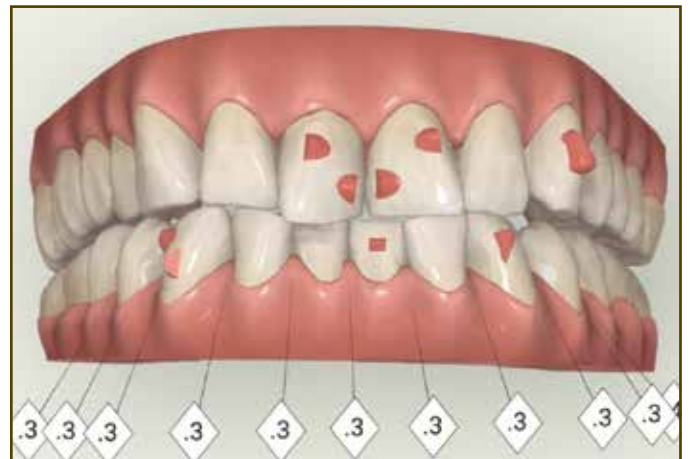


Figure 2: ClinCheck as provided by Align.

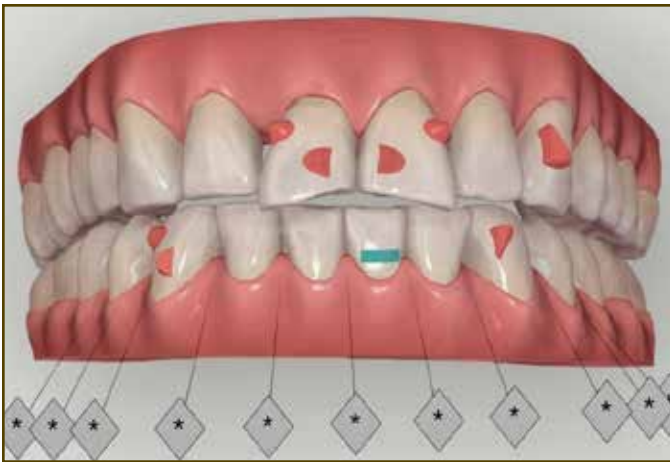


Figure 3: after 28 sets of aligners.



Figure 4: he's back, after a year. I realized that his smile could use a little more tweaking.

Case Report: Ruben

Male, 57 years old

Invisalign Assist case with preexisting posterior open bite due to anterior interferences

I started working with Ruben in January 2016. He had been unable to occlude on his posterior teeth throughout his adult lifetime because of long-term anterior interferences (**Figure 1**).

At this stage of my Invisalign career, I had completed 29 cases and was averaging 5 to 7 new cases annually. My lack of confidence was such that I used the Assist option routinely, so that somebody was always looking over my shoulder. Moreover, because I wasn't trained to challenge the software, I would approve every ClinCheck on its first run with no questions asked. In retrospect, I now know that I was 5 months away from my Invisalign "Aha" moment.

I accepted Ruben's ClinCheck as it came from Align (**Figure 2**), and we started treatment. The ClinCheck called for 28 sets of aligners and a treatment time of 14 months, with Progress Tracking at the midpoint of the treatment. Because of the severe wear on teeth #8 and #9, we performed cosmetic bonding, with the thought of eventually finishing the case with bleaching and crowns.



Figure 5: after reworking the new ClinCheck 3 times, ClinCheck as accepted.

This was before the advent of Invisalign's SmartTrack plastic, and the protocol was to wear each aligner for 14 days. Also, acceleration was not even a word on my Invisalign radar screen yet, so it was just 22-hour-a-day wear.

Luckily, the case proceeded smoothly. The anterior interferences were all eliminated, and the posterior occlusion effectively fell into place (**Figure 3**).

But in the meantime—in May 2016—I collided with a game-changer. I've heard that you never see them coming. Mine started with a phone call from a gentleman in New York City by the name of Dr. David Galler. I signed up for a 2-day course and honestly figured it would be just another course in San Francisco! NOT.

In 2017, with the vast confidence achieved by becoming a follower of David Galler's Invisalign techniques (affectionately known as a Gallerite), I started over 100 cases.

Fast forward to June 2018. In 2 years, I'd vastly improved my Invisalign game. I walked Ruben for a routine checkup. I had not seen him in over a year, and as I examined him, I immediately felt that his smile could use a bit of tweaking (**Figure 4**).

The first things that jumped out at me were:

1. Teeth #7 through #10 needed more intrusion.
2. Teeth #8 and #9 were still canted a bit and needed to be uprighted.
3. There was some relapse in the mandibular anteriors. (This was largely due to insufficient retention after the initial treatment. Nowadays every practitioner routinely issues Vivera retainers.)

I convinced Ruben to, well, Reingage with Invisalign to fine-tune his smile.

We scanned Ruben digitally (we'd taken stone impressions the first time around) and created a new refinement ClinCheck. However, unlike 2 years earlier, I reworked the ClinCheck 3 times before I was ready to accept it (**Figure 5**).

The refinement entailed 13 sets of aligners, and we proceeded to the final result with refreshed bonding (**Figure 6**).

The number of days per aligner was much less than during the original treatment thanks to another significant addition to my Invisalign game: acceleration using EOCA Munchies. I've evolved a technique that I now refer to as the Munchie Madness Protocol:

1. Orange Munchies during the first half of treatment
2. Red Munchies during the second half of treatment
3. 15 minutes of biting, 4 times a day
4. Whenever reseating an aligner, chew with the Munchie liberally to make sure it's securely seated

As of this date, the patient is completely satisfied with the results of the treatment and has no real interest in doing crowns. His summation is quite simple: "I never in my lifetime thought I'd chew on my back teeth, nor did I ever think I'd have the smile I have today." Enough said!

As to my personal Invisalign journey:

1. I'm having fun again.
2. I'm closing in on 300 finished cases.
3. Two and a half years later, I find myself in the position of vice president of the American Academy of Clear Aligners, helping Dr. Galler grow the AACA to over 1,200 Invisalign dentists, throughout North America and as far south as Australia!

Who knew? Never say never in your professional journey. ■



Figure 6: final result, with refreshed bonding.

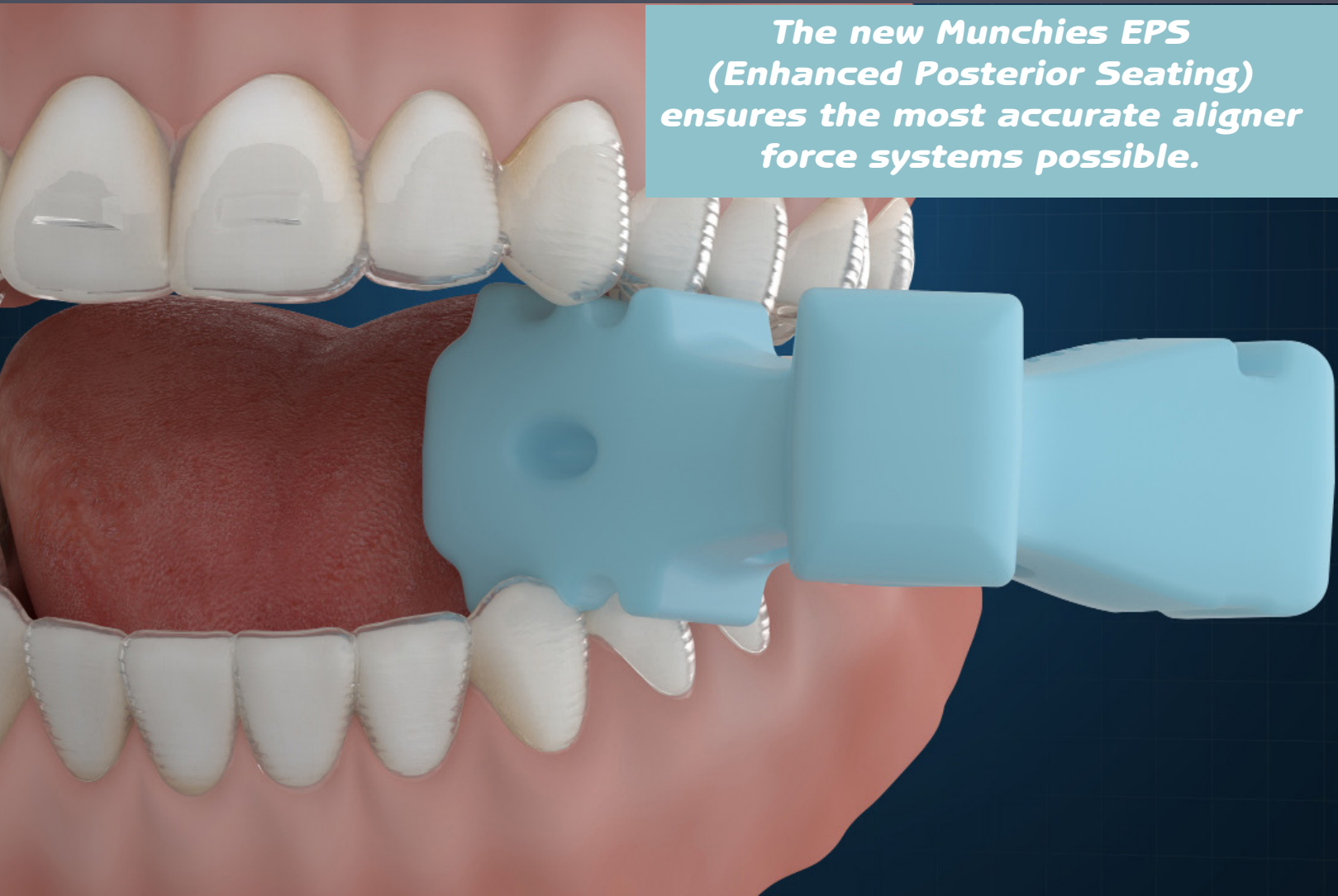
This Is Our Time!

Register today
galleritesconvention.com

June 20-22, 2019 | Wynn Hotel, Las Vegas

MUNCHIES® EPS

*The new Munchies EPS
(Enhanced Posterior Seating)
ensures the most accurate aligner
force systems possible.*



Superbly engineered to guarantee the most optimal fit of your aligners in the posterior segments and utilizing the world's finest medical grade silicone, Munchies EPS is a must for every patient seeking maximum predictability and shorter treatment times.

For more information
about MUNCHIES visit
www.eocamerica.com



Phone: 727 329 6329
USA/Canada Toll
Free: 1-844-808-8272

Speech Therapy Enables Successful Treatment of a Difficult Open Bite Case

by Jeffrey Galler, DDS, and Beryl Adler

We've all faced this dilemma:

On one hand, we are eager to try and help a very nice patient.

On the other hand, we are very reluctant to initiate treatment when we perceive dangerous red flags waving.

Gloria presented as an extremely likeable, witty, personable 35-year-old with an esthetic and functional problem: she had a dramatic open bite, with some of her premolars and all of her anterior teeth completely out of occlusion (**Figure 1**).



Dr. Jeffrey Galler is a general dentist who has maintained a private, fee-for-service practice in Brooklyn, New York, for over 40 years. He lectures internationally, and has authored over 50 articles in various dental journals and scuba diving magazines.

Dr. Galler has served as chairman of the Peer Review and Quality Assurance Committee for the New York State Dental Association, and is a visiting lecturer at various teaching hospitals in New York.

He is a recipient of the Lifelong Learning and Service Award from the Academy of General Dentistry, and has received writing awards from the American Association of Dental Editors and the New York State Dental Association.

He recently authored an online continuing education course for the American Dental Association on the topic, "Top Ten Techniques for Enhancing Success with Posterior Resins".

Because of her malocclusion, she often experienced TMJ pain and dysfunction, had a noticeable speech defect, and did not exhibit a very pretty smile.

The problem? Two previous dentists had attempted orthodontic treatment, one with fixed appliances and another with Clear Aligners, but both attempts had ended in failure. Besides failing to close the open bite, both attempts seemed to exacerbate her TMJ pains.

To treat or not to treat

Unless we can envision a clearly different approach to treating a patient who couldn't be helped by our colleagues, we should hesitate to begin treatment that might result in yet another disappointing failure.



Figure 1: initial presentation, pre-treatment.

We all remember dental school instructors who admonished us never to try and make a new set of dentures for a patient who presents with a large brown bag filled with dentures that represent other dentists' failures to satisfy the patient.

When I was speaking with Gloria, and performing a thorough oral exam, it became clear that she had a very prominent tongue thrust.

GROW YOUR PRACTICE. GET RESULTS.

Scheduling Institute's proven solutions grow private practices into thriving businesses that can be kept for a lifetime of revenue or sold for maximum value.



TAKE OUR FREE UNREALIZED REVENUE ASSESSMENT™

Find out your **true revenue potential** with your current space and equipment and get a plan to drive up revenue and create long-term growth.

www.thedentalURA.com/AACA

SEE JAY GEIER LIVE

Founder and CEO, Jay Geier, is arguably the **most engaging speaker** and **most influential expert** in dentistry. He'll be speaking at the **AACA Annual Convention** this June in Vegas. If you're not already registered, be sure to sign up. You're in for a treat.



"Jay is one of the most impactful and honest presenters I've ever seen. A different caliber of speaker. I was very impressed."

- Dr. David Galler, AACA President

READY TO GET STARTED - AACA MEMBERS CALL (833) 213-6895



Beryl T. Adler has been a practicing speech-language pathologist for over 40 years, with extensive experience in language, articulation, fluency, and voice disorders. She received her MS from Brooklyn College in New York in 1969.

During her career, she has worked as a clinical supervisor and instructor at the Brooklyn College Speech and Hearing Center, where she has taught a variety of courses in speech and language disorders. Ms. Adler has presented workshops for parents, teachers, therapists, and supervisors throughout New York City.

She founded Beryl Adler and Associates, a private practice in Brooklyn, in 1978. By 1984 she joined with Leda Molly and Gail Gurland to form Adler, Molly, Gurland, with offices in Brooklyn and Manhattan.

In 2012, she received the Speech-Language-Hearing Graduate Student Organization Distinguished Alumna Award for her contribution to the graduate students at Brooklyn College.

Was it possible that the tongue thrust was, if not the primary cause of her open bite, at least a major cause of the ineffectiveness of previous orthodontic treatments?

We referred her to a prominent speech pathologist, and explained that if speech therapy was successful, we would attempt Invisalign Clear Aligner Treatment.



Figure 2: after initial 15 aligners, at the end of the first phase.

Invisalign treatment plan

After successful speech therapy, we initiated treatment.

Gloria presented with a Class II skeletal molar occlusion with an anterior open bite. Her overjet was approximately 10 mm and her open bite approximately 8 mm.

The plan was to use 42 sets of Invisalign aligners, in order to level the Curve of Spee and close the anterior open bite. We did not attempt to correct the molar Class II occlusion, via second molar distalization and Class II elastics, because Invisalign treatment in non-growing patients has limited anterior-posterior correction abilities.

Instead, we performed anterior maxillary Interproximal Reduction (IPR) in conjunction with lingual constriction to reduce the overjet.

We divided Gloria's treatment into 3 phases of movement.

Speech Therapy with Ms. Beryl Adler

Gloria was referred to my office for consultation after referral from Dr. Jeffrey Galler. She was hoping to be treated with Clear Aligner Therapy for her malocclusion and open bite.

Her speech was difficult to comprehend due to significant lateral emission and lingual protrusion lisps as well as /r/ distortions.

Although she was not born in this country, her accent was not the primary problem in terms of her intelligibility.

Intervention was started on a trial basis. Gloria was given a series of lip rounding, jaw stabilizing, tongue strengthening and elevation exercises (myofunctional therapy drills). We worked on developing tongue clicking and tongue suctioning.

After, we moved on to swallowing activities using tongue tip placement at the alveolar ridge, rear dental biting,

slurping, reducing the slurp, and then quiet swallow. At first, we started with swallowing saliva. We gradually moved to sips of water and then food where she learned to chew on both sides of her mouth and then swallow by elevating the tip of the tongue and moving the food back.

She achieved this with practice at home and slowly the tongue thrust began to reduce.

Simultaneously, we addressed her articulation. Tongue tip exercises were combined with tongue tip sounds /t,d,n,l/. We spent time on /s,z/ including blends and clusters and contrasted the /th and s/ in order for her to understand the difference in production. We did the same for /w-r/.

Gloria practiced diligently at home and came in for several sessions in order to ensure compliance and improvement. She made a great deal of progress relatively quickly and was subsequently treated with Invisalign with wonderful results.



Clarity™

Esthetic Orthodontic Solutions



Practice with clarity.

3M™ Clarity™ Esthetic Orthodontic Solutions provide flexibility, choice and control so you can achieve the best outcomes for your patients and your practice. Discover how you can practice with clarity.

Learn more at [3M.com/Clarity](https://www.3M.com/Clarity)

3M and Clarity are trademarks of 3M.
Used under license in Canada.
© 3M 2018. All rights reserved.



Figure 3: after 42 aligners.

In the first stage, we addressed the open bite. The first 15 sets of aligners used relative extrusion to retrocline the anterior teeth until there was no longer any angulation of the teeth (**Figure 2**).

For the second stage, we placed G4 attachments on the anterior teeth, and with aligners 16 through 24 we applied straight extrusion forces to the anterior maxillary and mandibular teeth.

In the third phase, using aligners 25 through 42, we applied posterior intrusion forces to the molars in order to create additional anterior open bite closure. This required the placement of horizontal bevels on all the posterior teeth.

This treatment philosophy is part of the GLR - Guided Logic Result software and is not the default treat software used



Figure 4: additional improvement with refinement phase envisioned via ClinCheck, but not undertaken, at the patient's choice.

globally. The logic behind the treatment philosophy is to start with the most predictable movements (in this case, anterior relative extrusion) and proceed to the least predictable (posterior intrusion).

Results

Gloria was very diligent and compliant with her aligners, and, after 21 months of treatment, exhibited a marked improvement in function, appearance, and speech (**Figure 3**).

At the start of treatment, she did experience minor and transient TMJ pains, but those symptoms did not persist after the first few months of treatment.



Figure 5: patient's smile, before and after treatment. The patient decided NOT to continue with the ClinCheck refinements envisioned in Figure 4.



Figure 6: right lateral view, before and after treatment. The patient decided NOT to continue with the ClinCheck refinements envisioned in Figure 4.

We envisioned a few more months of refinement treatment, in order to close her bite a little more, and further improve her occlusion. A ClinCheck plan called for a series of 8 additional aligners (**Figure 4**).

Unfortunately, after almost 2 years of speech therapy and Clear Aligner Treatment, her romance with orthodontics had faded...

Although we urged the patient to accept the refinement plan and continue treatment, she firmly decided that she had had enough. She proceeded, instead, to the retention phase.

Gloria continues to be compliant, and wears her retainers diligently, every night. Despite a not-quite-perfect result, she is happy with her treatment (**Figures 5 and 6**).

We don't think that Gloria could have attained this fairly satisfactory result without first agreeing to, and complying with, effective speech therapy. ■



Join the fastest-growing academy in the country and the official academy for everything related to Clear Aligner Treatment – www.aacaligners.com

Feature Article

Diamond Tips—ClinCheck Strategy: Artificial Intelligence



by Randy Kunik, DDS

Editor's note: Dr. Randy Kunik, a top 1% Diamond Plus Invisalign provider, shares his ideas, insights, and experiences with AACA readers in this first of a four-part series of articles.



Dr. Randy Kunik started practicing orthodontics in 1991 and has four offices in Austin, Texas. Kunik Orthodontics is the largest private Invisalign practice in Texas and a top ranked provider worldwide.

He has over 20 years of aligner experience, has treated over 4000 cases, and has evolved strategies and systems to minimize the need for attachments and Munchies.

In 2014, he started Kunik Labs, an aligner consulting lab service for general dentists, and started teaching with faculty at the UNLV School of Dental Medicine Orthodontic Clinic.

For more information, see www.drkunik.com/doctor or call 512-327-7575.



What's in the box: recognizing a suboptimal Invisalign ClinCheck.

ClinCheck strategy continues to be a challenge, as both dentists and orthodontists struggle to create an ideal balance between patient comfort, esthetics, and mechanical improvement.

As doctors, we have a responsibility to ensure that the care we provide does not make the patient's situation worse. We should also strive to be well versed in the techniques and modalities we employ. In this modern age of computer-assisted care, we must ensure that our problem-solving skills do not deteriorate as we defer more and more control to automation.

ClinCheck first look

You've submitted scans, photos, and x-rays to Align, and now a week later you are looking at the resultant aligners. You must ask yourself, "Does this set of trays represent the ideal balance of comfort, esthetics, and function?" If you're not sure, you are not alone.

Whether you prescribe one ClinCheck per month or one per day, the final approval rests with you. If you haven't been part of the Invisalign evolution over the past 10 years, your intuition about appropriateness of the Align-suggested treatment plan could leave you wondering.

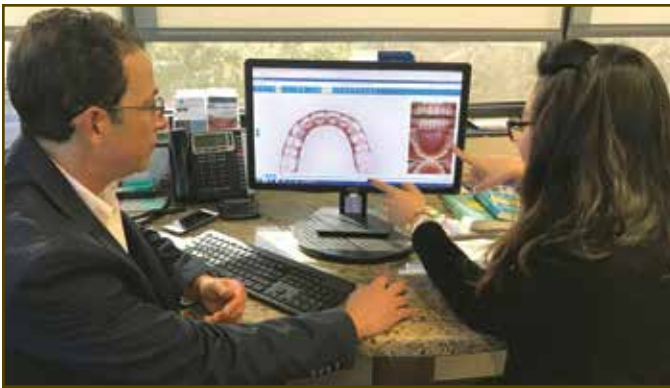
Attachments

I see many dentists who want to discuss attachments: when, where, how many, and which designs. We also see that when a tray is not fitting during treatment, the blame and solution commonly involve attachments.

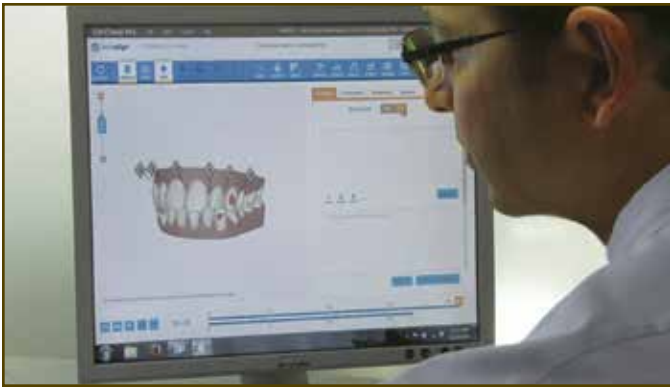
Interestingly, very few dentists realize that the techs in Costa Rica place the gingival margins where they feel they are appropriate, but often overextend these margins, far past where they should end. This gingival margin is the future margin of the tray, and this is an important aspect of whether attachments are indicated or not.

Aging dentition

The best example is the patient who has had bone loss and is "long in the tooth." The last thing this patient needs is added



ClinCheck Team Review: Randy evaluates an Invisalign case.



Kunik Orthodontics treats over 600 Invisalign cases annually. Dr. Kunik shares his insights with fellow practitioners.

retention from an attachment. I start out asking my technician to make the tray .5 mm shorter, at every interaction while I am working on staging, until the tray is short enough. Often, the cuspid is a normal height and the incisors or bicuspid have had bone loss or root exposure/abfractions, and I can simply tell the technician to match the height of the tray to the cuspids and to use a straight edge, not a scallop. The idea is not to engage the undercuts and to avoid loosening the teeth, thus creating the most comfortable tray.

Short teeth

On the other hand, young patients with any type of altered passive eruption have posterior teeth with little or no retention. Hence, we have our trays designed with large horizontal attachments on the second bicuspid or first molars, but only place the attachments clinically if the trays are “spongy” or floating. We just add a chart note that tells our team that we included PRN attachments, so we have them if we need them, but not to waste time and bother the patient if the tray seats and clicks in without the attachments.

Nonessential movements

A ClinCheck may arrive in the inbox that includes many optimized attachments; yet the case seems pretty straightforward, and the patient’s chief complaints are mostly about anterior alignment. In such a case, I suggest that the movements requiring the optimized attachments are

nonessential and should be eliminated, thus obviating the need for the attachments.

Photos are critical

The other thing I do when a ClinCheck is back for the first look is analyze the arches relative to the smile. Quality photos are essential in designing a ClinCheck.

Once I’ve studied the radiographs for root/bone relations and cephalometry, to rule out extractions or orthognathic options, the photos become the diagnostic tool that is the key to success and to documenting success and challenges.

- The tooth-to-tooth relationship and the tooth anatomy dictate the tray design.
- Are the goals of an ideal occlusion worth the cost of added treatment time and of unpleasant trays designed with multiple attachments?

It is very important to capture quality photographs of the full high smile and the resting smile, and, in addition, to take good notes during the clinical examination of the patient. With this information in hand, I am able to incorporate gingival esthetics and incisor show when making decisions about requests for vertical movements.

There are clear, key factors in reducing requests for vertical movements. So many conversations about intrusion/extrusion attachments might be unnecessary if the vertical movements are eliminated.

- If the patient has a low lip line and barely shows any upper incisors with a deep bite, then this is not a case in which to request intrusions.
- If the patient has a high lip line or hyperactive upper lip with gingival display and a shallow bite, then this is not a case in which to ask for anterior extrusion to achieve anterior guidance.

These photos also serve as a reference to use when discussing the treatment with the patient. I find that it’s most meaningful to discuss the movements the patient needs, rather than to discuss the attachments we will use.

The ClinCheck modification we most commonly need to request is to add more width, especially in the first bicuspid area. What I try to ask for is to move the crown of the tooth toward the facial, to upright the lingually leaning teeth; this movement is easy and reduces the stress on the periodontium while eliminating the need for attachments.

Assume that the technician doing your ClinCheck has no dental experience and needs to be directed. Hopefully, working together, you and the technician can achieve a ClinCheck to match the patient’s goals without compromising esthetics and comfort.

Tips

- Study the ClinCheck and the patient’s records to design a comfortable and esthetic tray.

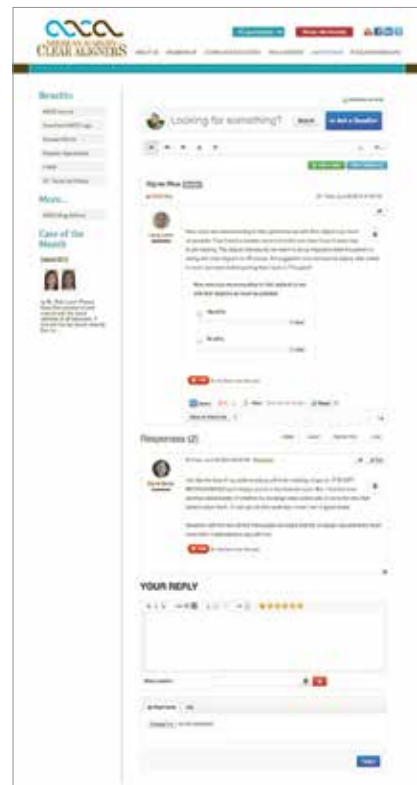
- Use the attachments as a guide to determine if the movements are needed.
- Look at each arch independently and evaluate the goals of the treatment. If a patient wants a wider smile, for example, then look for an extra-wide final result in ClinCheck. The extra width helps compensate for lag and bend in the plastic that usually prevent us from getting as much expansion as we asked for.
- Look at the ClinCheck movements and ask if they are the easiest movements. For example, simply moving the crown portion of a tooth is a much easier movement than trying to move roots and to accomplish bodily translation. Minimizing difficult movements like root and bodily translation increases successful tracking of cases, especially when attempting 7-day, rather than 14-day, wear of aligners. ■

You'll Want to See This!

The AACA Forum is here.

The AACA Forum creates an interactive area for members to share information, ask questions, and receive feedback from peers.

- **Show off successful cases**
- **Upload images easily**
- **Post your questions and have them answered by other AACA members**
- **Reply with comments to other posts**
- **Share cases and posts with social media for greater exposure**
- **Create a poll to get opinions on your case or post**



Log in TODAY to see what's new! www.aacaligners.com

IT'S SO SIMPLE TO ACHIEVE CONSISTENT CLINICAL IMAGES



SNESCIII/A-0118



EyeSpecial C-III

THE DENTAL CAMERA THAT
MAKES IT EASY



Download ebook
Scan Code

- ▶ 8 Dental shooting modes – Easier, faster and more reproducible images
- ▶ Auto-cropping, smart focus and zoom
- ▶ Auto flash adjustment for true color
- ▶ 3.5 inch LED/LCD touchscreen – Works with exam gloves
- ▶ Water/chemical resistant – Essential for infection control in the office
- ▶ Ultra-lightweight body: approximately 1lb



Financial Management

Outside the Box: Part 2

by Ralph Adorno



Chartered Life Underwriter Ralph S. Adorno is an independent financial professional with more than 46 years of experience in financial services. He serves clients whose net worths range from \$250,000 to \$1.5 billion. Using his proprietary Income-Legacy Planning method, he works with clients to create, preserve, and maximize their wealth.

Mr. Adorno holds insurance licenses in 12 states and is a member of the Estate Planning Council and the National Association of Insurance and Financial Advisors. For more information about him, his firm, and the services they offer, visit: rsretirement.com.

1. Are you planning to cash out your retirement account (401(k), 403(b), etc.) with outstanding loans?

A recent Tax Court ruling said you will pay tax on the net amount of the check plus the loan balance. As an example, if you've borrowed \$50,000 and want to withdraw the remaining \$50,000, then you will be taxed on \$100,000. You will also pay tax at the highest marginal tax level at the time you take out the money.

2. What are Required Minimum Distributions (RMDs) and how do they work?

The Required Minimum Distribution is an annual minimum amount that must be withdrawn from certain types of retirement accounts after you reach 70½ years of age. These accounts are called "qualified" accounts.

You have options on the frequency of withdrawals and the accounts from which to take the disbursements each year. The key is to make sure you take the minimum amount of money required each year, or you will be subject to a 50% penalty.



3. One of the greatest fears retirees have at retirement time is running out of money!

Do you know the second biggest fear? It's rising health costs. According to the National Health Expenditure Projections 2016-2025, produced by the Centers for Medicare and Medicaid Services, national health spending is projected to grow at an average rate of 5.6 percent per year for the foreseeable future. This expected statistic is almost triple the U.S. inflation rate of 1.9 percent from 2012 through 2016, and close to double the annual Social Security cost-of-living adjustment (COLA) of 2.6 percent. Plan accordingly!

4. Five essential things to know about Social Security benefits:

- When to take Social Security is a critical decision. You could lose as much as \$250,000 in benefits if you don't take them at the proper time.
 - Life expectancy is an important consideration when deciding to take Social Security.
 - Social Security employees are not allowed to give you advice on when to take Social Security.
 - Many married couples could receive as much as \$1,000,000 in benefits during their lifetime if they had a good income in their working years.
 - Social Security is complicated. It is essential to talk with an advisor who understands Social Security and has the resources available to calculate different scenarios.

5. Life is a series of expected and unexpected events!

We cannot control many of the unforeseen or untimely circumstances (death, disability, chronic illness, loss of job, etc.), but we can minimize the economic impact these events have on our lives through proper planning. Address avoiding threats and fulfilling obligations with your money before giving any thought to seizing opportunities or investing.

6. Hurricane season is under way.

Scan essential papers into electronic format and store in the cloud, or make backup copies and store in a safe place. Make sure to have backup copies. Take pictures or videos of the contents of your home or business premises before the storm. A little extra work up front can make filing a claim a lot easier.

7. Thoughts about your house:

- Your house is not an investment. It is a lifestyle decision.
- The market determines the value of your house, and the market is always right.
- Your house will appreciate or depreciate regardless of whether it is financed 100% or is free and clear.
- The equity in your house earns 0.0% interest.
- The best time to place a mortgage or equity credit line on the house is when you don't need the money. If you do need the money, the lending institution probably will not lend it to you.
- The equity in your house is not guaranteed and can fluctuate subject to market conditions. ■



Do you have an idea, treatment, or review that you feel your peers would benefit from? Contact editor@aacaligners.com to find out how to author articles in future issues of the Journal.

Social Media & Technology

Five Secrets to Building a More Effective Facebook Page

by Naomi Cooper



Naomi Cooper is CEO and co-founder of Doctor Distillery and president of Minoa Marketing. With over 17 years in the dental industry, Naomi is a respected dental marketing executive, strategist, consultant, author, speaker, and industry opinion leader. A former VP of marketing

for 1-800-DENTIST and chief marketing consultant for Pride Institute, she currently serves as a strategic marketing advisor to some of the most successful companies in the dental industry. Naomi blogs regularly at www.minoamarketing.com and can be reached via email at naomi@minoamarketing.com.

Facebook continues to reign supreme for dentists who want to stay connected with patients. By now, a clear majority of practitioners have, at the very minimum, set up a Facebook page, and while that's a good first step, there is so much more you can do to make this social media platform a more engaging and effective marketing tool for your practice.

Here are 5 ways to take your Facebook page to the next level:

1. Keep your branding consistent

Your Facebook page should be an extension of your website. The name of the Facebook page needs to be the same as the official practice name. For instance, if the practice is named "Winters Family Dentistry," the Facebook page should be in the same name (i.e., not "Dr. Winters"). The logo and branding scheme should be uploaded and featured on the cover photo and profile picture. Be sure to have your contact information and hours of operation entered correctly, and include a link to your website in the About section.

2. Leverage patient reviews

Families often have several options when choosing a dentist. Let your patients help you tell your story. Enable reviews on your Facebook page so that current families can share their positive experiences with others. These not only

help spark word of mouth for your practice, but also offer valuable insight for prospective patients who may view your page when researching local practitioners.

3. Add visual content

Share staff photos, shoot a video office tour, or showcase patients who have just completed aligner therapy. (Just be sure to get written consent before posting, from every staff member and patient who may be featured.) Visual content helps new patients get a real sense of the office, the atmosphere, and the staff, and helps to put their minds at ease. And the best part: with today's smartphones, shooting photos and videos and uploading them to Facebook has never been faster and easier.

4. Create a calendar

Everyone struggles to come up with ideas for what to post. Get in the habit of building a social media calendar to keep the page consistently updated. This is a fantastic opportunity to get the staff involved. Encourage everyone to submit ideas for posts, to create a library of content to draw upon. At the beginning of every month, take an hour or two to organize the posts in a spreadsheet and schedule them ahead of time, using an online tool like Buffer or Hootsuite. This will keep your Facebook page fresh, fun, and engaging all month long.

5. Don't forget to outsource

Dentists are busy enough without adding social media to the daily mix. Chances are that there is already someone on staff who is savvy and responsible enough to help manage your Facebook page. When delegating social media to one of your employees, it's best to talk through the responsibilities with him/her, ensuring he/she has the time to check in on the page every day, the ability to respond to patients' comments and questions, and the content to keep the feed populated (using your social media calendar!).

Facebook is a powerful marketing tool that doesn't require a significant budget. Keeping it updated and refreshed will ensure it continues to spread a positive message about your dental practice to current and prospective patients alike. ■

RETENTION SHOULD BE FOR LIFE



**100% OF PATIENTS
REPORT A FAR BETTER
FIT OF RETAINERS
WITHIN 90 SECONDS**

**USE FOR JUST 3 MINUTES TO SEAT RETAINERS INTIMATELY
AND KEEP DENTITION WHERE IT WAS INTENDED**

**MUNCHIES®
Maintain**



Exclusively distributed by EOCA

For more information
about MUNCHIES visit
www.eocamerica.com

Phone: 727 329 6329
USA/Canada Toll
Free: 1-844-808-8272

Viewpoint

A Practitioner's Progress

by Suneet Bath, DMD



Dr. Suneet Bath graduated from the University of Pittsburgh School of Dental Medicine in 2001. He is a solo general dentist at a highly productive, team-driven practice in Olympia, Washington. Dr. Bath has completed over 300 Invisalign cases and is a member of the American Academy

of Clear Aligners. He was awarded a Recognition of Excellence in Achievement with Invisalign and was recognized as among the Top Invisalign Performers in North America.

Several years ago, I sat here reading an article much like this one, worried about how I was going to grow my practice, keep up in an extremely saturated market, and continue to love my profession. What has happened in the intervening years has been absolutely amazing. In this short article, I will share the 4 steps my team and I took to make it happen.

Focus on yourself first

I hate reading. Sure, I'll read sports articles and a dental journal here and there. But books are another story. However, I began my renaissance by reading *The Energy Bus* front to back. Then, I made my team read it, and even my family. I realized that everything starts with me. If my energy is bad at any point, my procedure, day, week, and year will go bad. Once you realize this, you are ready for the journey.

What makes you happy? Yes, it is important for us to keep ourselves fresh with our profession, but it is equally important for us to be happy doing what we do. For example, I do single-tooth implants, Invisalign, and sleep apnea. I don't do root canals, complicated third molars, major surgical implant cases, and dentures. That's a lot of procedures and production I am missing out on, but they're the ones that stress me out.

Yet our practice still produces over double the national average per hour. This year, we are on track to do as much as we did last

You and your team have to truly believe that Clear Aligner Therapy is beneficial for our patients.

year, despite having 1 less associate, 1 less hygienist, and 1 less assistant than last year!

I made not only my staff less weighty, but also my office hours less onerous.

I shortened my hours to a much more manageable 9-to-5 schedule (I hate working very early in the morning) and became more productive. Plus, I still have time to go for a run at lunch with my team members. And we are still known for our quality of care.

So how do we do this? In my practice, I would say teamwork and adjunctive services. We can further break it down to 3 more things: making my practice team driven, homing in on systems, and mastering the consult. Since we are clear aligner people, I will focus mainly on that part of it.

Making your practice team driven

You have to empower your team. This starts with us, the leaders. To jump-start my Invisalign, I sought extra training and got it through the Galler Reingage program. I had done Invisalign for years and struggled with it, but I loved the product. Dr. Galler made it much easier and more predictable. My confidence increased, and so my team also became more confident in the treatment.

I held a meeting with the team members on what I wanted to do and determined who was on the bus. Then, I made a committee that included 1 front desk, 1 hygienist, and 1 assistant. I then appointed a lead (my hygienist in this case, and I actually call him the Invisalign Czar, which he likes). This was my Invisalign team. We set the goals and decided on the

Invisalign bonuses (we did this more in the beginning, but now make it part of our daily production bonus). I bought an iTero to make their life easier for both records and consults. I also got trained on Propel to do Invisalign in half the time. I took my Czar to CE, including the Galler Reingage Convention. I then got my team trained. Now, they had no excuses. Time for the committee to develop systems.

Establish the systems

Every exam has a sheet that includes a checklist of what has been discussed with the patient. I know when I walk into the operatory where to go from there. We are ready to scan at a moment's notice, and we know the patient's insurance benefits.

Each appointment also has a checklist of what has been completed. This allows us to not miss a beat and results in a better experience for the patient. All team members are trained to be able to do everything required.

The goal is to have minimal doctor time with the patient. When I walk in, I am basically reiterating what the team members have already said in the consult or visit and checking over their work. The patient has been given all necessary instructions (including how many days to wear each aligner and how to use any auxiliary devices) and shown the process. This is great for the team as well because they feel utilized and have variety. This results in increased job satisfaction.

Master the consult

We take a health approach. You and your team have to truly believe that Clear Aligner Therapy is beneficial for our patients. When you believe, it will come through in your conversation with the patient.

Your hygienist or assistant should screen the patient and begin the conversation. With the iTero, the team member can scan the patients, and show them what they look like now and what they can look like with Invisalign. I then focus on 4 key points:

1. They will have less periodontal disease.
2. Less decay—it's easier to keep straighter teeth clean.
3. Less chipping/wear.
4. Less sensitivity—poor occlusion leads to pulp inflammation and possibly root canals.

Patients are normally surprised because they assume clear aligners are cosmetic. I tell them that esthetics are a nice side effect, but not why I am recommending the treatment; and it is, again, truly what I believe.

We are fortunate to do what we do. It is easy sometimes to fall off the wagon and lose enthusiasm. After all, we're human. But with the proper CE, team, and systems, it is also easy to get back on track. And when you accomplish a case as a team, the satisfaction is just different. Good luck in your aligner journey! ■



June 20-22, 2019
Wynn Hotel, Las Vegas

This Is Our Time!
Register today! galleritesconvention.com

Reingage News

Reingage Study Club News

Compiled by Jack Von Bulow, DDS, Reingage News Co-ordinator



Our Empire family has grown by 5. Onboarding in Toronto this fall, I would like to welcome to the Empire and to the AACA Galler Universe (left to right); Dr. David Lelieve of Lasalle Quebec, Dr. Michelle Zwicker of Bay Roberts Newfoundland and Labrador, Dr. Steve Schneider of Ajax Ontario, Dr. Franco Facchini of Livonia Michigan, and Dr. Arvind Singh of Calgary Alberta.

Special shoutouts for their accomplishments; Dr. Amelia Chan of Toronto Ontario achieving Gold Plus, Dr. Farzin Farokhzadeh of Yonkers New York achieving Platinum, and Dr. Edward Johnson of Bedminster New Jersey achieving Gold Plus Level in Align's Advantage program.

On a scheduling note, the Empire is hoping to hold our annual meeting sometime this Spring in my home town of Philly. Finally, I am especially proud to have played a small part in the making of Creed 2, supporting a famous cast member with their Invisalign and dental needs. Without giving anything away, "I must break you." —Michael I. Wollock Empire President

Diamond PLUS complete general dental practice 32 hour a week office with 5 chairs one Doctor (me) no associates but an amazing Team.



Arch Madness welcomed 5 new members in November at the Toronto Reingage course. Thank you to Dr. Galler for bringing us together again and facilitating the addition of these talented new dentists: Dr. Christopher Pham from San Diego, California; Dr. Michael Cszaszar from Troy, Illinois; Dr. Venus Nemati from Vancouver, British Columbia; Dr. James Hicks from Rothesay, New Brunswick; and Dr. Louise Liang from Richmond, British Columbia. We are excited to get to know you all better as we learn and grow in our practices. Happy New Year, everyone!



Even though the Botex group has not had any group activities lately, its members have not slowed down. There have been many personal trips, major family milestones (congratulations to Eddy Sauer's daughter), and of course continued dental education courses. We, as a group, look forward to reconnecting in the coming year. One huge outside-the-box accomplishment for our group was Eddy Sauer's run for reelection as a city councilman for Amarillo, Texas. Another huge accomplishment, Eddy. Congratulations!



The Calgary Corkscrewers just upped their level of awesome by 6 members at the most recent Reingage course in Toronto. Spanning from Ontario to British Columbia, these new additions have infused our team with reinvigorated passion for aligning and comradery. Meanwhile, one of our original members has been preparing hard on the dance floor for an incredible cause. Dr. Isaac Day will be competing in the Celebrity Dance Off to raise money for supplies and services at the Red Deer Regional Hospital Centre in Alberta, Canada. Best of luck, Isaac!



It has been an exciting year. I cannot believe I am sitting here writing this and it's already December! Professionally, I've had a very turbulent year, and I want to thank each and every one of you for being there for me. I love knowing that we have a support structure in place and that we have each other's back through thick and thin.

We've spent time learning together and growing together this year, and I look forward to continuing this. In the new year, I plan on a nice team reunion and the chance for us to get together and reconnect. Also, this year we welcomed 6 awesome new team members aboard. I am super excited that our new 6 are part of the Capitaligners, and I'm more than excited about our future as a team and as a group. #WeAreFamily! Happy and healthy wishes for the New Year to all!



Happy holidays from your favorite group of Midwest (and one from California) Invisalign dentists! The last few months have been full of planning, learning, and dominating our goals. We've taken lots of CE courses, ranging from Bioclear in California to esthetic courses in New York. And we are reaching our 2018 goals...while setting up new ones for 2019.

Many Capone Correctors have adopted the practice of taking iTero scans on every patient in hygiene, and they are seeing great results. I'm excited about crushing 2019 goals using this method. We've also enjoyed major ClinCheck growth from Dr. Galler's new Tip Tuesday series. Excited for the future!

Cheers to 2019!



Shout-out to Deep Biter Joan Werleman! This past September, Joan attended the Digital Smile Design (DSD) course in Miami, Florida, with Gallerite Key Opinion Leader guest speaker Karla Soto. Joan now has a competitive edge as the only dentist within 50 miles who can merge Invisalign with the cutting-edge technology of DSD. Joan credits this course with taking her practice to the next level of clinical skill and customer service; and she's reached her first

discounted tier level with Invisalign. Congrats, Joan!

Beyond the clinical benefits, Joan also praises the social aspects of the course. "The Gallerite attendees, with our powerful high energy...took over the show in Miami...much to the delight of the speaker," Joan shares. "Having forged new friendships with dentists all across North America and the world, I never feel that I am isolated in any way. Everyone operates from a very supportive stance where we all share our various experiences and we can learn from each other. We are only a WhatsApp chat away...and plans to meet in 2019 are in the works."

Take note: Gallerite involvement is the single best way to improve your clinical and personal life. Joan says it perfectly: "The WhatsApp chat groups are a key ingredient to continued growth and success. Not only in clinical skills, buying decisions, and group buying power, but also the dynamic of emotional support among peers. This is unique to any group to which I belong. Dentistry is one of the most stressful and challenging professions for countless reasons; being able to reach out to peers is indispensable in helping us keep each other going, especially after a rough day at the office."



Hello to all AACA members and in particular the Cartel gang. On behalf of the entire Cartel, we would like to wish all AACA team members a happy and prosperous New Year.

The Cartel is known for having active, involved, and participating members, not only with AACA events, but also with events outside the circle of the Galler Nation. In the picture are 3 members of the Cartel gathered and participating at a DSD conference in Miami in October.



As another year comes to a close, Empire Too wants to wish everyone in the AACA and Galler Nation a wonderful holiday season and a happy New Year. Big congratulations to Dr. Susan Levine on the upcoming wedding of her son, Aaron Falber, and his fiancée, Jillian Diamond.



We are at the end of 2018, a very busy and productive year for our class. The Ghosts continue working hard toward new goals, and some docs have reached new Invisalign levels. Mary and Carlos recently reached Platinum status; congratulations, guys! Big news for Ghosts in the last 3 months was the official addition of Dr.

Luis Camacho. Dr. Camacho is one of the top Invisalign providers, and his experience and knowledge will help us grow and learn more about Clear Aligner care.

Our success comes from continually looking to learn; our Continuing Education programs are invaluable. We attended 2 of the most important events of the last quarter of 2018: the DSD program in Miami and Reingage in Costa Rica (where our Ghosts group learned and shared good times with other colleagues from our Gallerite family). The Ghosts of POB wish all the Gallerite family a merry Christmas, a happy Hanukkah and a prosperous New Year. May God continue to bless you and your families always.



With the year wrapping up, we are hitting advantage levels many of us never thought possible before taking Reingage. Many in our group will be attending CE by the Bay on January 25-26. Some of our members attended Costa Rica and had a wonderful time zip-lining and learning more about managing ClinChecks and improving

our day-to-day operations. Jeff and I were able to snap a quick pic while at the Align facilities, posing with our busy AACA president, Dr. David Galler. If you haven't been to Costa

Rica, it is a beautiful country; visit and you'll have a phenomenal time...just like us.

Many of us are setting our goals for 2019 and will be welcoming a New Year with open arms. See you all soon. A special shout-out to Alok, who has a new baby on the way.



Since our wonderful and coveted winning of the sophomore Cup at GRC in July, we've been busy making our offices more efficient and striving to stay on top! In October, VP of AACA, Key Opinion Leader (KOL), and high producer Dr. John Bunkers and esteemed lecturer Dr. Michael Huguet; KOL and one of our top producers, Dr. Scott Methven; and I (proud president of the greatest team, the Hells Aligners!) met at Scott's family's Methven Vineyards in Oregon with many other KOLs and presidents to enhance our service to the AACA and all Gallerites.

We are planning a great AACA event January 25-26 in the Bay Area: CE by the Bay. We'll feature multiple great speakers, including our own Michael Huguet. We hope CE by the Bay will be a great reunion for Hells Aligners and Golden Gate Straight team members. What an opportunity to keep our education sharp as we strive to be the best in Clear Aligner

orthodontic therapy! Of course, the event is open to all Gallerites. We also welcome prospective Gallerites and AACA members. We Are Family! We hope to see a great turnout, and a great first quarter for 2019!



Merry Christmas, happy Hanukkah, and happy New Year from the Hotlanta Stripperz!

This last quarter of the year has kept us all busy with work, family, and life—from travel and CE opportunities to leisure and relaxation. Some of us have joined our AACA family for training in Costa Rica, and taken their skills to the next level. Some of our members have hit new Invisalign levels for the first time, and, as always, we continue rocking out our social media. If you need ideas, find a Stripper!

As we end up the year, we want to send our season's best to all of our AACA family. May God bless you and keep you as we head into 2019. We can't wait to see what we'll accomplish together this year!



It's been an eventful fall for the Drillers, full of family, farm animals, travel, injuries, birthdays, humor, learning, sharing, and, as always... food! A big topic for us has been the iTero and our continuing to use it to its full potential. It doesn't seem that long ago that we were all just getting started with it, and now we are learning from each other how to maximize all that the iTero has to offer. We're seeing some really cool

restorative uses and fantastic outcomes from our members, and we're all getting better from our shared experiences. We are now moving into discussions about scanning on all new patients, not only for Invisalign, but for enhanced patient education and improving the new patient experience. In 2019, I hope to see the Drillers continue to lead the way with this technology.

I'm always so impressed and inspired by the dedication the Drillers show in helping others, both locally and abroad. So many of our members take time out of their work and personal lives to serve others, and this service is a true reflection of the character of the Drillers.



November was an important month for Invisalandia. We held our first-ever Invisalandia reunion on November 16, 2018, and celebrated 1 year of being a team. 17 Gallerites attended, including Dr. Arvind Petrie and Dr. Cindy O'Loughlin of Northwest Aligners, Dr. Bari Posner from Empire Too, and Dr. Corey Anolik from Capitaligners. The reunion included a 2-hour lecture from Dr. Geoffrey Skinner titled "The Five Star Experience: How to Create a

Culture of Excellence." Dr. Skinner also discussed treating sleep apnea with Invisalign. Following the lecture, Invisalandians enjoyed wine-tasting and dinner in Woodinville, Washington. Fun was had by everyone as our camaraderie together continues to grow.

Special congrats to Invisalandian Nikole Shvartsur and Houston Driller Oleg Shvartsur on the arrival of their third child and first girl!



2018 was special for Los Aligners.

Since we are 50% composed of our Canadian brothers and sisters, complemented mostly by a very cool SoCal contingent, with just the right spice of docs from Oregon, North Carolina, and Missouri, we'd already established ourselves as the nicest Reingage group.

But after a close second-place finish in 2017, the Los Aligner Nation rose up and captured the 2018 junior class Galler Cup...and we've been celebrating the honor (Lord Stanley style) across North America ever since.

Top producer Terri Pukanich founded Dental Boss Lady, offering support for women leaders in dentistry. Murray Knebel continues to be a fountain of knowledge. Lennie Wong is making dentistry fun in Oregon, and Jack Von Bulow published his third book. Bethany Tant got married AND survived a direct hit from Hurricane Michael. But what would you expect from a Los Aligner who went to Iraq straight outta dental school?

The Los Aligners wish all of our fellow Reingagers health, happiness, and an even more amazing 2019!



Mass Spikes are super proud and excited to welcome 7 new members to our chapter, all recruited from the Baltimore Reingage course in October. Dr. Frances Betts from Bermuda; Dr. Wonje Cha from Centreville, Virginia; Dr. Justin Chi from Irvine, California; Dr. Terry Codington from San Mateo, California; Dr. Warren Gase from Cincinnati, Ohio; Dr. Liya Goitom from Elkrigde, Maryland; and Dr. Lev Tomashevsky from Gaithersburg, Maryland, are amazing additions to Mass Spikes. And our new members have already contributed so

much to the Gallerite community; we look forward to achieving much, much more in the future!



The Metroligners have been having fun with the travels of the Galler Cup. It was first in New Jersey, it has recently traveled to Brooklyn, New York, and its next stop is

Connecticut! Each member is using the transfer of possession as an excuse to get together for fun and food. There have been so many creative ways to transfer ownership and display the Cup. Drew Fairweather brought the Cup to Steve Liao and opened a bottle of champagne with a knife, followed by us drinking out of the Cup, followed by a night of beers and wings. Frank Visintini received the Cup from Narpat Jain and Brian Marino in Brooklyn, and used it as an opportunity to get together for a great night out. Frank proudly displays the Cup with his favorite lamp.

This group is not all fun and games. Our case numbers continue to climb with several Gold and Gold Plus providers, as well as 2 of us at Platinum levels. We all share and learn from each other every day and are lucky to have each other.



The Mile High Munchies are extremely proud to welcome 6 new members to the class: Laurentis Barnett (Alabama), Mary Cresseveur-Reed (Pennsylvania), Minesh Patel (Texas), Alexa Previti (New Jersey), Don Murry (Virginia), and Vipul Subramanian (Maryland). This amazing group was inducted

into the Reingage family in Baltimore, Maryland, in October of 2018. Welcome to the family, y'all!

The newly inducted Invisalign killers placed second by a mere 2 cases in the first 60 days contest. We are still not certain that foul play wasn't involved, and are conducting our own investigation. We will, however, make a STRONG comeback and clinch the Galler Cup in Vegas this summer at the second annual Galler Reingage Convention. Mark your calendars for June 20, 2019, at the Wynn Las Vegas to see us accept the Cup!

Congratulations also to Don Murry on his first-ever Invisalign Day, when he closed TWENTY-SIX cases. Way to go, Don!



What hasn't been going on with the Motor City Movers? The past few months have been CRAZY AWESOME. We have 6 new members to welcome from the Baltimore Reingage class: Drs. Steven Cardwell (Bermuda), Aramesh Davishian (Virginia), Kristin Horman (Maryland), Nick

Gravino (Ohio), Ghanem Ghannam (Michigan) and Brent Rusnak (Virginia). Our 6 new doctors took first place in the rookie 60-day challenge and submitted 95 cases in 60 days!

Motor City Movers celebrated their 1-year anniversary in Novi, Michigan. Cheers, Motors; happy anniversary! Liz Lewis-Miller is on fire and caught up with fellow Mover Leslie Showalter at the Glidewell CE yacht party. Liz and Kristin Horman made their way down to Costa Rica; no doubt they had a blast and learned a lot. Shawdi took a trip down to Miami and ran into fellow Gallerites at Dr. Christian Coachman's DSD CE course. 2018 was an eventful and busy year; looking forward to what 2019 has in store for this great group of doctors.



The teams and offices of NWA have been busy this holiday and fall season. Dr. Olga Dontsova of greater Portland runs a very successful orthodontic and private practice. Olga's team had a very successful fall campaign Invisalign Day, driving successful case acceptances and creating a patient demand for esthetic and functional noninvasive Invisalign treatment. If you currently are not promoting Invisalign Days in your practice, ask other members within your group! Gallerites have a wealth of knowledge.



Richmond Re-aligners are rocking! Swati has been finishing up some full mouth reconstruction cases and prepping for a trip to New Zealand. Cheryl took Digital Smile Design and is implementing it into her practice. Lisa is enjoying the holidays with a new German shepherd puppy named Blue. Todd is letting

the energy of a 2-year-old refresh the feeling of the holiday season. Happy New Year from RR!



The Rockin' Cavaligners have been livelier than ever on WhatsApp for the past 2 months, in part owing to a new weekly tradition we've started: Family Feature Friday. Every Friday, one Cavs member takes a turn posting photos of a case just finished, a best practice tip, a photo from a recent life event, or anything

else they feel like sharing. One member shared the deep grief he was feeling after the loss of his mother. Another Cav shared his great increase in Invisalign starts after using the iTero to scan as many hygiene patients as possible. Jon Kohler shared an annual contest his

office holds: best wrapper as voted on by patients. From bar mitzvah photos to Cirque du Soleil concerts, from Reingage journeys to grandkid photos, these posts have given us the path to celebrate, discuss, and offer support to one another—pretty special for a group of dentists that took one class together almost 2 years ago!



To my fellow AACA members/family,

It's been quite the year; hard to believe 2018 has come to an end. So much has happened—the good, the bad, and the ugly. But hey, that's life in dentistry!

We are proud to be the final class added to the Gallerite familia.

I'm so humbled to have been selected by Dr. Galler to be the class president and look forward to serving you for many years to come. Save the Best for Last is an amazing group of doctors, and I can't wait for us to meet again in Vegas in 2019. Particularly, I'd like to celebrate Dr. Jay Kansal on his amazing Invisalign Day with over 20 starts. What a great way to end the year!

Here's to an amazing start to 2019 and the race for the Galler Cup!



The members of Shift Happens in Vegas are staying active, as usual.

One of our most active members, Dr. Palmira Testa, hasn't slowed down a bit. Dr. Testa represented us well by recently attending courses in British Columbia, Florida, and California! Palmira's a Bioclear, DSD, and crown milling master; she was even featured in the Glidewell.io promotional video.

We want to recognize our highest Invisalign producer, Dr. Angel Zamora, who also has added DSD to her repertoire. We're also cheering on Lindsey Wendt, who has started her own practice; she was featured with her partner on the ADA New Dentist Now blog. We're looking forward to our reunion in the spring and plan on being top winners again at GRC in June!



Without any get-togethers or CE events, the last quarter of 2018 seemed a little bit quieter than usual for the Str8Up group. Nevertheless, some of the group members put up some great case numbers.

However, the big news for our group came with some additions to the Gallerite family. Congratulations to Dr. Lindsay Constantino and her husband Andrew on the birth of their second daughter, Melaina. From the picture, it looks like their eldest daughter Ellie is adapting well to the role of big sister.

Congratulations to Dr. Sobe Manku, who got engaged earlier this year to Dr. Monica Sunner (also a dentist and wanting to be a Gallerite). Wishing Sobe and Monica all the best for their upcoming wedding at the end of December.



STRAIGHT OUTTA BRACKETS

Straight Outta Brackets is excited to congratulate Dr. Dane Dudley, who just bought his first practice in Lompoc, California. And we're excited to support Doc Dudley as he grows this practice! We would also like to acknowledge Drs. Maria Saguin, Lilian Cifarelli, Amir Larijani, and Jamie Houck on the beautiful Invisalign successes they've shared with our group. It is always great to see amazing before and after photos.

The Gallerite community, especially through the chat rooms, continues to access an incredible wealth of knowledge and advice, providing to all of us invaluable practice management, dental product, and clinical information. We are all grateful for this community!



The fourth quarter of 2018 wrapped up a full year for SuperCarlsBad members. In September, Dr. Uyen Thompson became a Fellow of the International Congress of Oral Implantologists (congrats!). Dr. Sophia Polymeneas "reingaged" with the Galler family and brushed up on her ClinCheck skills at the Toronto Reingage course in November. And on Veteran's Day, the individual offices of Drs. Erin Cherry, Kristin Wade and Kristen

Ritzau all hosted days of free dental work for veterans, donating a total of over \$75,000 worth of free dental services among the 3 offices!

For many of us, 2018 represented our best year of Invisalign ever, hosting Invisalign Days, and reaching new advantage tiers. Congratulations on a year of hard work and success!



This past November, Gallerites had a strong presence at the Greater New York Dental Meeting. Our very own Dr. Luis Camacho was a speaker, along with fellow Gallerite Dr. Robin Bethell and, of course, the Wolf himself, Dr. David Galler.

During the winter, it has become a Galler Nation tradition to escape the cold weather and make the trip down to Costa Rica (for some quality CE courses and, of course, a visit to the newly revamped Align facilities). While visiting, there's an opportunity to meet the techs responsible for your cases and gain a better grasp of the entire Clear Aligner process from start to finish. Once again, representing Sweet Caralign was Dr. Camacho (who is evidently very well traveled and was making his second trip). Gallerites who have never experienced Costa Rica definitely need to make the trip; the time spent there is so positive that it's not uncommon for Gallerites to go multiple times (I believe the record is 4 trips). In addition to benefiting from Dr. Galler's lectures and visiting the Align facilities, Gallerites can also have a great time catching up with colleagues, enjoying the beautiful views and, of course, zip-lining through the Costa Rican forest. Pura Vida!



We are happy to announce that our Tri State Tipplers family has gotten bigger. Six new doctors joined our team at the Baltimore Reingage last October, and they're already on fire! We added Dr. Eliana Anderson, Dr. Hisham Barakat,

Dr. Tomicka Jackson-George, Dr. Mohamad Khorshid, Dr. Nadim Kodsji, and Dr. Kanupriya Kashyap. Welcome, new Tipplers!

In the first 60 days after joining the team, our new doctors began their Invisalign revolution and treated 75 new cases. Outstanding stuff!

Our team also enjoyed a mini-get-together with Dr. Clarissa Moore and Dr. Norman Medina at Glidewell Laboratories; they enjoyed the training for their new in-office mill, Glidewell.io. At GRC 2018, the innovative state-of-the-art technology was offered at an incredible discount for Gallerites.

Last but not least, a few Tippers got together for Reingage in Costa Rica. Our team represented Galler Nation with custom T-shirts and bandanas. We were excited to visit the new Align facility (where iTero scans arrive and ClinChecks happen). We had a great time but, most importantly, continued our Invisalign education with our mentor, Dr. Galler.

2018 has been a great year for the Tri State Tippers; we celebrated our successes by providing great care for our Invisalign patients while being warmly welcomed into the Gallerite family.



The last 3 months have been amazing! In September, Dr. Bradley Gee, Dr. Tracy Dawes, and Dr. Sheena Sood attended an AACA Continuing Education seminar in beautiful Kelowna, British Columbia, and heard some

amazing AACA speakers. Tracy visited with her son, who had just started attending university in Kelowna.

In November, we added 6 new members to VanWow, and it's been an amazing addition. Our new members are Dr. Sam Gupta from Burlington, Ontario; Dr. Nilesch Amin from Montreal, Quebec; Dr. Puneet Gill from Oakville, Ontario; Dr. Sipra Gohel from Surrey, British Columbia; Dr. Priya Stearns from Summerland, British Columbia; and Dr. Joseph Radice from

Vaughan, Ontario. See them pictured here. WELCOME TO VANWOW! And this month, Dr. Bradley Gee attended the Reingage seminar in Costa Rica—an awesome program in a beautiful place.



The Walker Texas Retainers have had a rookie year full of learning! Several members have taken the Bioclear Matrix course to further their skills in finishing cases with beautiful smiles. Also, in December, Dr. Viraj Patel (pictured here with Dr. Galler and Dr. Bunkers) represented our class in Costa Rica, where she toured the Invisalign facility with other Gallerites across the country.

Numerous members have taken the Invisalign part of their practices to the next level, with many obtaining Platinum and Platinum Plus tier levels at the end of 2018. The Walker Texas Retainers are putting up impressive case numbers, trying hard to win the coveted Galler Cup. Dr. Viraj Patel was also awarded the Top Doc Gold award in Costa Rica this December. Congratulations, Viraj!



Wicked Straight has been busy nailing cases. Almost all of our doctors have jumped tiers. We are very grateful for the continued support we receive from our group and the greater Gallerite community.

Our condolences go out to Dr. Sarah Pless, whose mother recently passed away. Dr. Pless is one of our most valuable assets. We value Sarah's knowledge of dentistry, her enthusiasm, and her humor. Wicked Straight would like to extend our sympathies to her and her family.

Happy holidays and a prosperous and joyous New Year from Wicked Straight.



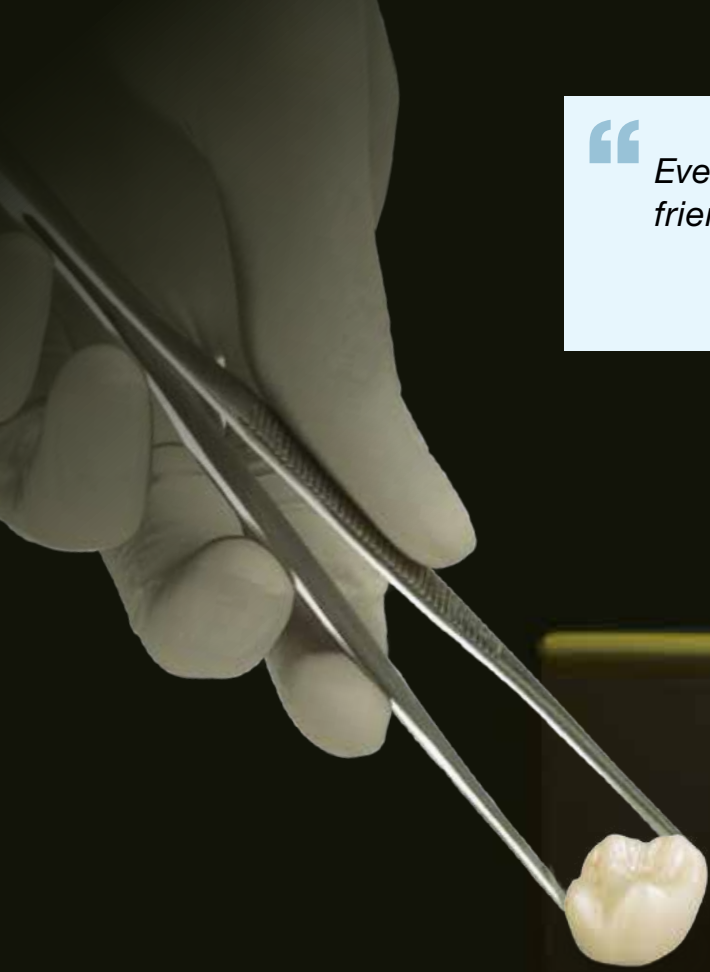
Keep up to date with the latest ideas and conversations in Clear Aligner Treatment by adding the "AACA Forum" to your RSS feeds – www.aacaligners.com



Every part of the glidewell.io™ system is very user-friendly and has been designed to help us succeed!



Andrea Eidson, DDS



Fully Sintered BruxZir® Crowns in a Single Visit.

Create in-office crowns from the **No. 1 prescribed brand of full-contour zirconia.**

Scan, design and mill restorations **in a single visit, easily and affordably.**

BruxZir® NOW, ready to deliver straight from the mill — **no oven time or processing required.**

Let's Get Started. Contact Us today!

www.glidewell.io | 844-949-7184

glidewell.io™
IN-OFFICE SOLUTION

You're in Control. We're Here to Help.





Karla Soto, DDS Boca Raton, FL

“I’m not moving teeth because I need them straight. I move them for a purpose.”

Healthy, functional smiles are her mission.

Invisalign® treatment and the iTero Element® scanner are her means.

Dr. Soto believes a healthy smile is a beautiful smile. That’s why she harnesses the imaging power of the iTero Element scanner to discover what’s really going on with her patients’ teeth, then uses Invisalign clear aligners to help fix issues at the source. This work lays the foundation for comprehensive care with an enhanced digital workflow, leading to better oral health and better relationships with her patients. A more beautiful smile is the added bonus.

Go beyond with Invisalign clear aligner therapy and the iTero Element scanner. Get started at provider.invisalign.com.