

the Journal

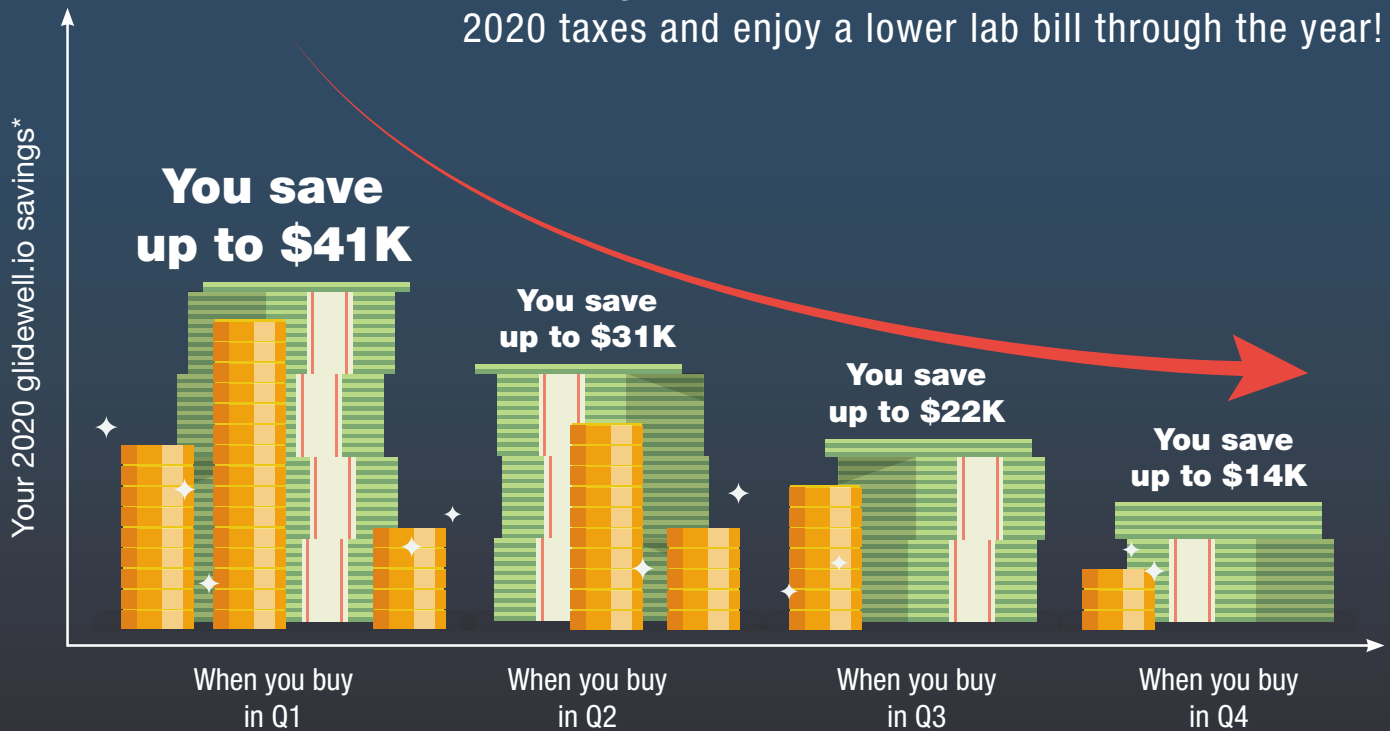
American Academy of Clear Aligners

The Academy for Clear Aligner Therapy



Get Started with glidewell.io™ Now to Maximize Your Savings!

Start milling same-visit BruxZir® NOW crowns to save on 2020 taxes and enjoy a lower lab bill through the year!



“

With glidewell.io™, my lab bill has literally been cut in half. And that's not even counting the savings on things that cost money but don't have a number attached, like chairtime. It feels like I'm cheating! glidewell.io is SO good. It lets you provide such great services to your patients and makes your office more efficient, too.



– T. Scott Barton, DDS | San Antonio, TX

”



Save Over **\$3,000 per Month** on Your Lab Bill. Enjoy **\$10,000+** in 2020 Tax Savings.*

Pair your intraoral scanner with glidewell.io for just **\$49,995** and receive free milling blocks for six months (a **\$3,900** value)**

*Based on Glidewell internal data.

**Offer expires March 31, 2020. Includes fastdesign.io™ Software and Design Station and fastmill.io™ In-Office Mill. Packages that include an intraoral scanner are also available. Free milling block offer includes 15 blocks per month (any combination of blocks up to \$650 in value).

www.glidewell.io | 888-683-2063

glidewell.io™
IN-OFFICE SOLUTION

GD-1343642-012020

the Journal

American Academy of Clear Aligners



Editorial

Nine is fine

It's hard to believe, but this is the 9-year anniversary for our award-winning *Journal of the American Academy of Clear Aligners*.

It all started with 6 dedicated individuals meeting in a Chicago restaurant on a cold winter night (and there is nothing as cold as a winter night in Chicago).

The founders of the AACA (originally called the American Academy of Cosmetic Orthodontics) felt that there was a pressing need for an organization dedicated to "achieving beautiful Cosmetic Dentistry through tooth movement, not tooth reduction."

The academy was born, with its mission statement:

- To share, promote, and advance knowledge and expertise for attaining beautiful smiles through the use of Clear Aligner Treatment;
- To support, encourage, and facilitate the dissemination of such knowledge and expertise among its membership;
- To assist members who dedicate themselves to excellence in these techniques.

From very humble beginnings, the academy has now grown to almost 2000 members. In my very first editorial, I pledged to provide members with "content that will enable them to treat patients with less stress, greater productivity, and greater profitability."

I renew that pledge, and thank you for joining us.

Dr. Jeffrey Galler
Editor

AACA Officers

Dr. Mark Hodge: Founder
Dr. David Galler: President
Dr. John Bunkers: Vice President
Dr. Perry Jones: Director of Education
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. Katie Beach
Dr. Anna Berik | Dr. Bianca Boji | Dr. Luis Camacho
Dr. Nick Cobb | Dr. Katie Coniglio | Dr. Toussaint Crawford
Dr. Danielle Cszasz | Dr. Amir Daoud | Dr. Faline Davenport
Dr. Stephen Denny | Dr. Andrea Dernisky
Dr. Drew Fairweather | Dr. Scott N. Frederick
Dr. Phil Gaudin | Dr. Keith Hollinger
Dr. Jamie Mellert Houck | Dr. Adam Hubert
Dr. Clarissa Moore | Dr. Eric L. Murias | Dr. Ryan Oakley
Dr. Lindsey Papac | Dr. Arvind Petrie | Dr. Bari Posner
Dr. Michele Ranta | Dr. Kristen Ritzau | Dr. Colleen Scheive
Dr. Sheena Sood | Dr. Aladino Valiente | Dr. Jack Von Bulow
Dr. Viviana L. Waich | Dr. Michael I. Wollock
Dr. Frances Yankie

Aspen Ambassadors

Dr. Ashley Keen | Dr. Kurt Losier | Dr. Nathan Oakes

Key Opinion Leaders

Dr. Robin Bethell | Dr. Aman Bhullar | Dr. Clayton Cummings
Dr. Tracy Fadden | Dr. Christopher Hart | Dr. Robert Herron
Dr. Michael Huguet | Dr. Nathan Jeal | Dr. Wes Kandare
Dr. Steven Liao | Dr. Marcia Martinez | 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: aacaligners@gmail.com

Editorial: editor@aacaligners.com

mglasser@aacaligners.com



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.

the Journal

American Academy of Clear Aligners

✔ Article is Peer Reviewed

Member Publication
AADEJ
American Association of Dental Editors & Journalists

Feature Article

6 Orthodontic Induced Bone Generation: Good to the Bone

by Richard Schmidt, BSc, DDS

Case Report

- 4 Invisalign Translates Through All Languages
by Robert Herron, DDS

Practice Management

- 16 What Will My Insurance Cover?
by Amy Drewery

Industry News

- 18 Recent Developments in the Ongoing
SmileDirect Narrative

Reingage News

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

Did You Know?

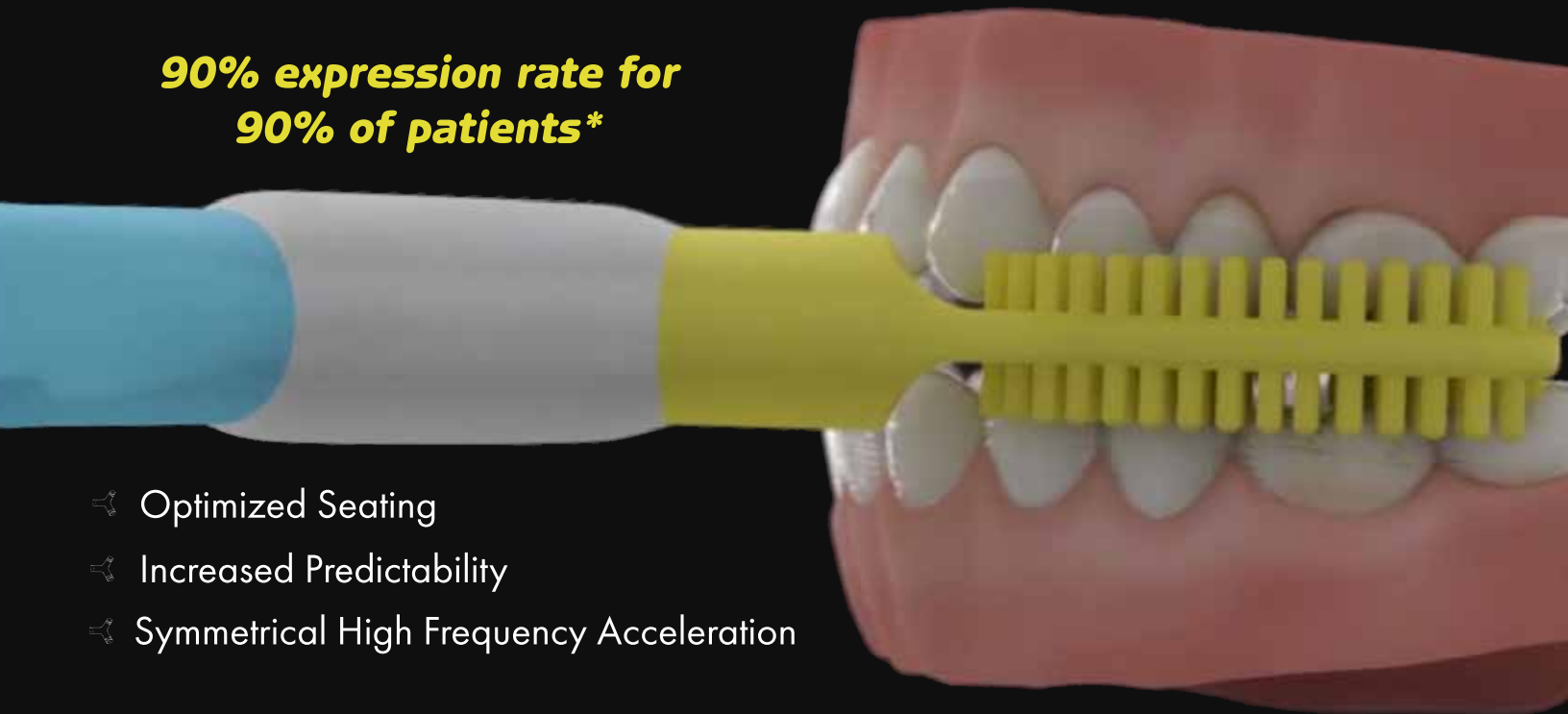
Renewal of your annual AACA membership is ONLY \$495.

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

MUNCHIES® VIBE

The future of predictability

**90% expression rate for
90% of patients***



- 🦷 Optimized Seating
- 🦷 Increased Predictability
- 🦷 Symmetrical High Frequency Acceleration



* Effectiveness of tooth movement is dependent on forces applied by the aligners, treatment plan programmed by the dentist and patient compliance.

The device delivers controlled and symmetrical acceleration (through osteoclastic activation) and optimised aligner seating which leads to faster and more predictable orthodontic movements.

The acceleration outcome is achieved through the delivery of specific high-frequency vibratory forces which are anatomically targeted through morphologically shaped nodular attachments.

***Total predictability enhancement device delivers accuracy and speed
for every clear aligner patient***

For more information
about MUNCHIES visit
www.eocamerica.com



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

Case Reports

Invisalign Translates Through All Languages

by Robert Herron, DDS

This is one of the 3 Golden Aligner Winners at the 2019 Gallerite Reunion convention.



Dr. Rob Herron has been serving the southeast Kansas community for over 30 years as a general dentist. He is a graduate of Creighton University School of Dentistry, class of 1989, earning his DDS. He is the lead triage dentist at the annual Kansas Mission of Mercy project. Outside of

dentistry, he enjoys spending time with his family, including 3 grandchildren, as well as taking care of his hobby farm.

Matevz (Ma-TAY-us) came in in the summer of 2017. His canine (tooth #6) was high, and all the posterior teeth had been pushed forward and mesialized (**Figure 1**); consequently, there was no way to start with Invisalign. We decided we needed to

work with some type of distalizer, and the C.D. distalizer was the most comfortable in my hands.

In 5 months, using the distalizer, we gained 6 mm of arch length on the right side, so we were able to put Matevz in Invisalign in January of 2018. He was in treatment for 8 months with Invisalign: 38 aligners and no refinement. Throughout that course of treatment, he traveled overseas to Slovenia for 1 month to see his family; not bad for a 13-year-old kid to remain that dedicated to it!

When we completed the Invisalign, we went ahead and put a bit of composite on teeth #6 and #11 (**Figure 2**), just to make his smile that much better. He's completely happy with his smile now. His 3-word description of his Invisalign treatment: "quick, easy, and painless."

This is a great example of a case where you can do pre-Invisalign distalization and knock it out of the park. You can do this! ■

Case of the Month

Visit our "Case of the Month" section on the AACA website.

Post your comments and read what your peers have to say about each case.

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





Figure 1: initial presentation.

Figure 2: final result.

Feature Article

Orthodontic Induced Bone Generation: Good to the Bone

by Richard Schmidt, BSc, DDS

In a previous article in this journal (Spring 2018), the author described how bone resorption at the site of a lost tooth can, over time, leave the site with insufficient bone to anchor an implant, necessitating the use of bone-graft surgery before placing the implant. However, using a recently introduced technique, minimally invasive implant site development (MIISD), the clinician can use Clear Aligner Treatment to induce the growth of new bone without the use of grafting. Here he presents three more case studies illustrating the use of this promising methodology.



Dr. Richard Schmidt practices general dentistry in Brampton, Ontario. He has been in practice with his wife, Dr. Tamara Sosath, for 29 years. He has always had an interest in orthodontics and recently introduced Clear Aligner Therapy (Invisalign) as a treatment option for his patients to

establish a sound occlusion. In addition to treating teens with Invisalign, he is utilizing it to align teeth conservatively for rehabilitative restorative treatment.

Goldie

Goldie was 77 years of age and had been a patient in the practice for many years. She presented with a swelling in the facial vestibule near tooth #24. The area was tender to palpation, and radiographically, a failing root canal treatment was evident. We made this diagnosis in February of 2015 (**Figure 1**), but owing to other health issues, the removal of the tooth was delayed until December 2015.

The treatment options, with a favourable long-term prognosis, to replace the missing tooth #24 were limited. They included a resin-bonded Maryland bridge, a conventional fixed bridge, and, subsequent to a moderate amount of bone grafting to the edentulous site, an implant-supported crown. Goldie was not receptive to a removable prosthesis and preferred a solution that did not involve any adjacent teeth. The author advocates for single-tooth dentistry whenever possible, and therefore, the implant restoration was his #1 choice.

Goldie had recently had a very pleasant experience replacing a failed tooth #9 (upper left incisor) with an implant-supported crown. She was hoping to get a similar treatment for the missing lower tooth #24. Ordinarily, owing to the long-standing infection and the subsequent vast amount of bone loss (**Figure 2**), the site would require extensive hard- and soft-tissue grafting to enhance the predictability of the implant treatment. Owing to her age and health concerns, though, we decided to avoid any surgical treatment. We explained the concept of MIISD to Goldie, and she accepted the treatment plan.

The treatment plan only involved the mandibular arch. We used mesial orthodontic movement via Invisalign to move the lower left lateral incisor (tooth #23) into the existing extraction site. The ClinCheck was engineered to provide a 10-degree mesial root tip to the tooth throughout its entire mesial movement (**Figure 3**). This root-first protocol minimizes the risk of crown tipping as an undesired but natural side effect of the movement.

The tooth movement using aligners was very successful and very pleasing for the author and patient (**Figure 4**). However, before we could start the restorative phase, the patient encountered additional health issues, and it was recommended that any invasive surgical procedures be avoided. Goldie was quite disappointed that the implant treatment could not be completed, even though sufficient bone volume had been created nonsurgically.

The orthodontic induced bone generation still provided a benefit to the overall treatment plan. We restored the newly created edentulous site with a conventional fixed cantilever bridge, using the cuspid (tooth #22) as the abutment (**Figure 5**).

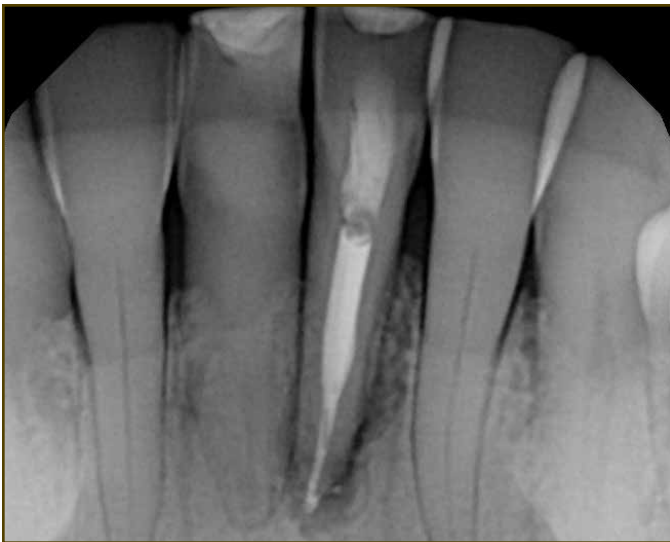


Figure 1: periapical lesion with failing root canal treatment. February 2015.

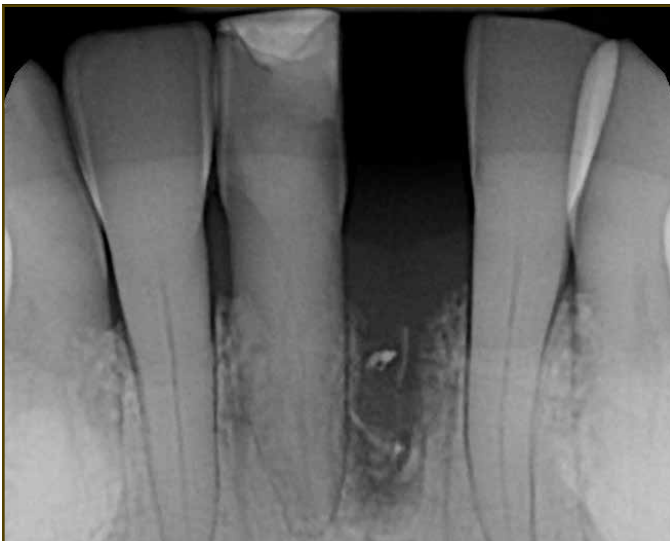


Figure 2: degree of bone loss caused by long-standing infection. December 2015.

The bony defect in the extraction site healed very well (**Figure 6**), and the long-term stability of the autogenous bone generation proved to be very high. Since the bone generation was autogenous, it is assumed to be composed of cancellous bone, and therefore very stable compared to alveolar bone. It is not alveolar bone, because there is no root to support.

In this case, the author engineered the ClinCheck to provide a 10-degree mesial root tip to tooth #23 throughout its entire mesial movement. This root-first protocol reduces the risk of an undesired mesial crown tip. Note also that utilizing a functional pontic, maximizes the circumferential intimate aligner/tooth contact during the tooth movement (**Figure 7**).

(Figures continued on next page.)

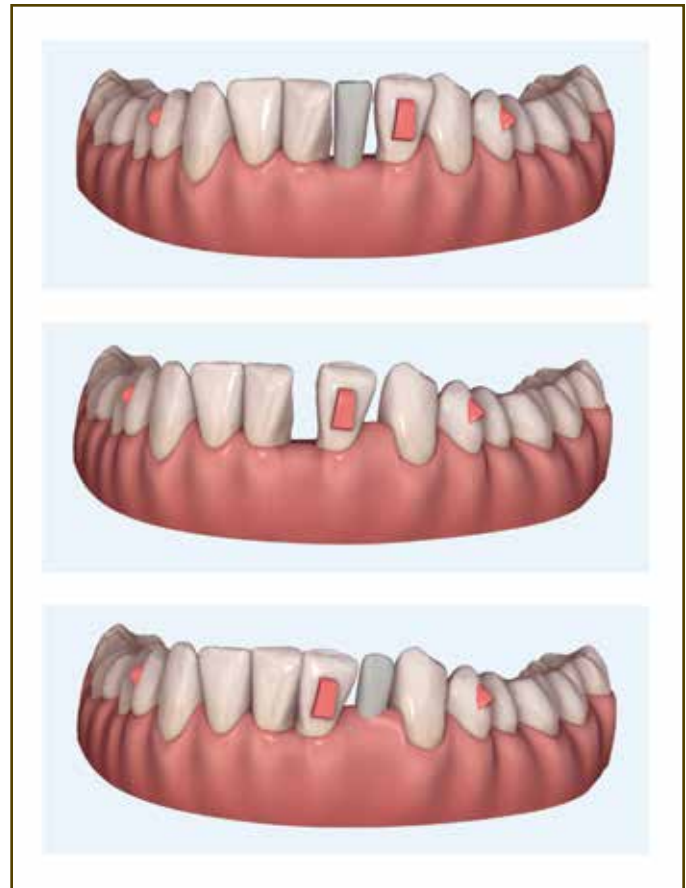


Figure 3: the clear aligner pontic replacing tooth #24 was functional in nature: reduced in size to maximize the amount of tooth surface area the aligner could grab and hold onto during the movement. The ClinCheck was engineered to provide a pronounced mesial root movement. Note that root first protocol reduces the danger of an undesirable mesial crown tip.



Figure 4: orthodontic induced bone generation by the mesial movement of the lower left lateral incisor.



Figure 5: completed orthodontic movement and the final restoration in place. Tooth translation using aligners is quite predictable.

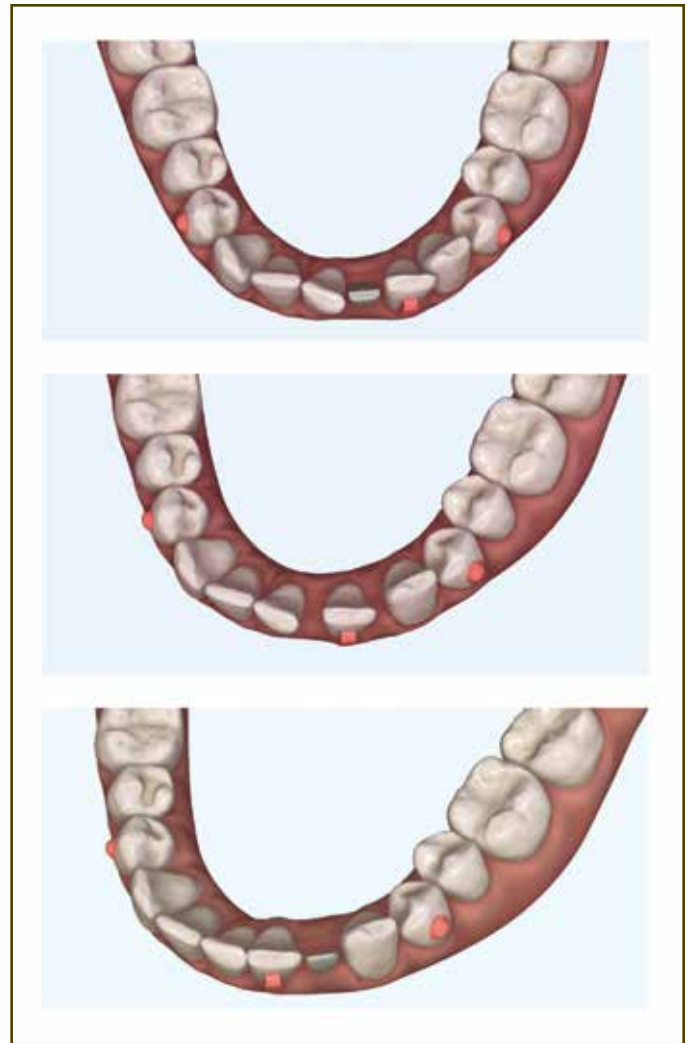


Figure 7: the author prescribes a “functional” pontic to maximize the circumferential intimate aligner/tooth contact during the tooth movement.



Figure 6: radiographic sequence of treatment. Note the parallelism of the roots and the volume of orthodontic induced bone generation.



THE SAGITTAL FIRST REVOLUTION

■ Let **MOTION 3D** do the heavy lifting for you!

The **SAGITTAL FIRST™** Philosophy is a ground-breaking approach that simplifies and shortens Class II and Class III treatments. It employs the **Carriere® MOTION 3D™ Appliance** to treat the AP dimension at the beginning of treatment before placing brackets or aligners. By resolving the most difficult part of treatment first, you can achieve a Class I platform in 3 to 6 months.

CARRIERE®
MOTION 3D™

3-6
MONTHS

Class I Platform Established



SLX® Clear
Aligners

66%
FEWER ALIGNERS*

* Based on treated cases and case simulations by Dr. Luis Carrière



To learn more, contact your **Henry Schein® Orthodontics™** Sales Representative, call 888.851.0533 or visit **CarriereSystem.com**

Join the REVOLUTION!

Sandra

Here is another case whose treatment involved bone generation induced by the orthodontic tooth movement of a mandibular incisor. This time, the central incisor was translated into a vacant lateral incisor site.

Sandra, in her mid-40s, came in looking for a better solution for a lost tooth. Over 10 years earlier, she had had a lower right lateral incisor (tooth #26) removed after a root fracture. The site had been restored with a resin-bonded pontic utilizing the adjacent teeth as abutments (**Figure 8**). The pontic had repeatedly debonded and failed. Sandra was seeking a minimally invasive treatment option to improve the aesthetic appearance of the area, both the tooth and soft tissues.



Figure 8: resin bonded pontic for the extracted #26.



Figure 9: note the narrow buccolingual dimension of the existing extraction site.



Figure 10: resin bonded bridge with pontic #26 removed, and Clear Aligner Therapy initiated.

Over the years that the pontic had been in place, a significant buccal alveolar defect had developed at the site of tooth #26 as a result of significant resorption of the buccal bone (**Figure 9**). We presented orthodontic induced bone generation as a treatment plan, and Sandra agreed to proceed. We removed the pontic (**Figure 10**) and initiated Invisalign treatment using root-first mechanics.

Note the radiographs showing incisor motion and bone growth during treatment (**Figures 11-13**), and note that the hard and soft tissue in the distobuccal line angle area of the newly positioned central incisor will require supplemental grafting at time of implant placement.

Over the period from January 2017 to December 2019, almost 3 years, it appears the vertical height of the newly generated bone between the two central incisors has not changed. Sandra has delayed her implant treatment, and thus, some relapse of mesial tooth drifting has occurred. We have determined that when she is ready for the implant procedure, she will need a few additional aligners to position the central incisor up against the cuspid again.

The radiographs and photographs (**Figures 14 -20**) indicate once again the long-term stability of the 3-dimensional autogenous bone generation.

(Figures continued on next page.)



Figure 11: December 7, 2017.



Figure 12: November 13, 2018.



Figure 13: December 12, 2019.

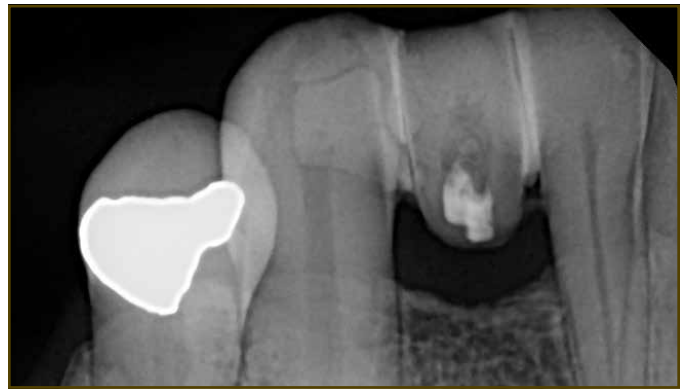


Figure 17: October 14, 2014, resin bonded pontic for the extracted #26.



Figure 14: December 7, 2017.



Figure 18: January 30, 2017.



Figure 15: November 13, 2018.

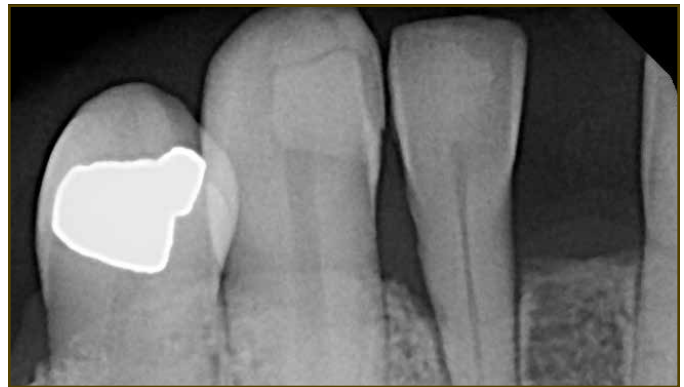


Figure 19: November 13, 2018.



Figure 16: December 12, 2019.



Figure 20: December 12, 2019.

Patrick

Based on the previous successful outcomes, the author decided to take on a greater challenge. Patrick presented for a second opinion regarding the replacement of tooth #6. The tooth had been impacted and deemed ankylosed by the oral surgeon. Subsequently, the tooth was removed and the area was grafted with a granular grafting material. The treatment failed, and a second attempt at grafting was undertaken. Once again, it was unsuccessful. At this point, the patient was advised that a block graft was necessary to enhance the area with sufficient bone to place an implant (**Figure 21**).

After two consults with the author, Patrick elected to attempt orthodontic induced bone generation using the Invisalign system. We chose to move the first premolar, tooth #5, mesially into the site of the lost tooth #6.

This case presented many challenges for the author. Since the first premolar was being mesialized into a narrower portion of the arch, not only did the tooth require root-first translation aligner mechanics, but also a palatal force, with palatal root torque, had to be applied to maintain favourable root position in the bone (**Figure 22**).

This case is still in treatment. Additional aligners will be required to provide further mesial root tipping; however, the treatment demonstrates again the ability of the body to generate bone in response to orthodontic tooth movement (**Figure 23**).

(Figures continued on next page.)



Figure 21: pre-treatment, demonstrating large buccal alveolar defect in cuspid area.



Figure 22: mesial translation using root-first mechanics, clinically not fully expressed.

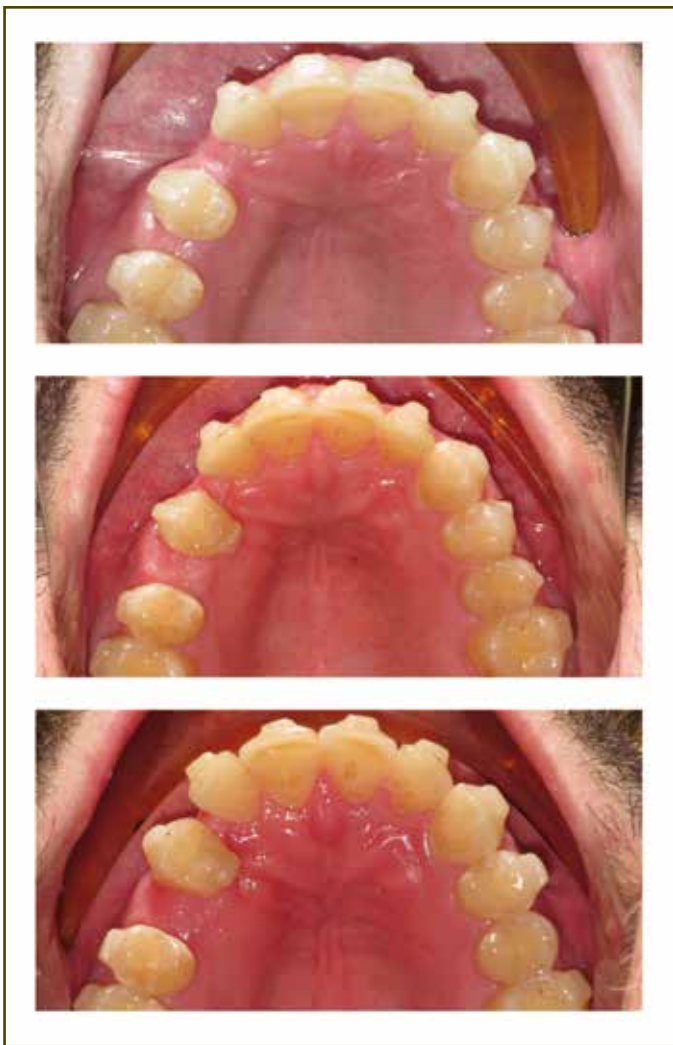


Figure 23: the first premolar is moved into a narrower portion of the arch.

Discussion

For those patients who are seeking a minimally invasive treatment option for hard and soft tissue grafting, orthodontic tooth movement has been shown to be quite predictable. In today's world of aesthetically pleasing treatments, aligner orthodontics satisfies this criterion. With a sound understanding of aligner mechanics, and by engineering the Invisalign ClinCheck accordingly, the practitioner can achieve the desired outcome.

The most astounding aspects of these cases are the following:

- 1) The volume of the 3-dimensional autogenous bone generation (**Figure 24**).
- 2) The generation of hard and soft tissues, as determined by pre-treatment parameters.
- 3) The long-term stability of the newly generated volume of bone.

These cases have presented many unexpected pleasant surprises for the author. The predictability of orthodontic

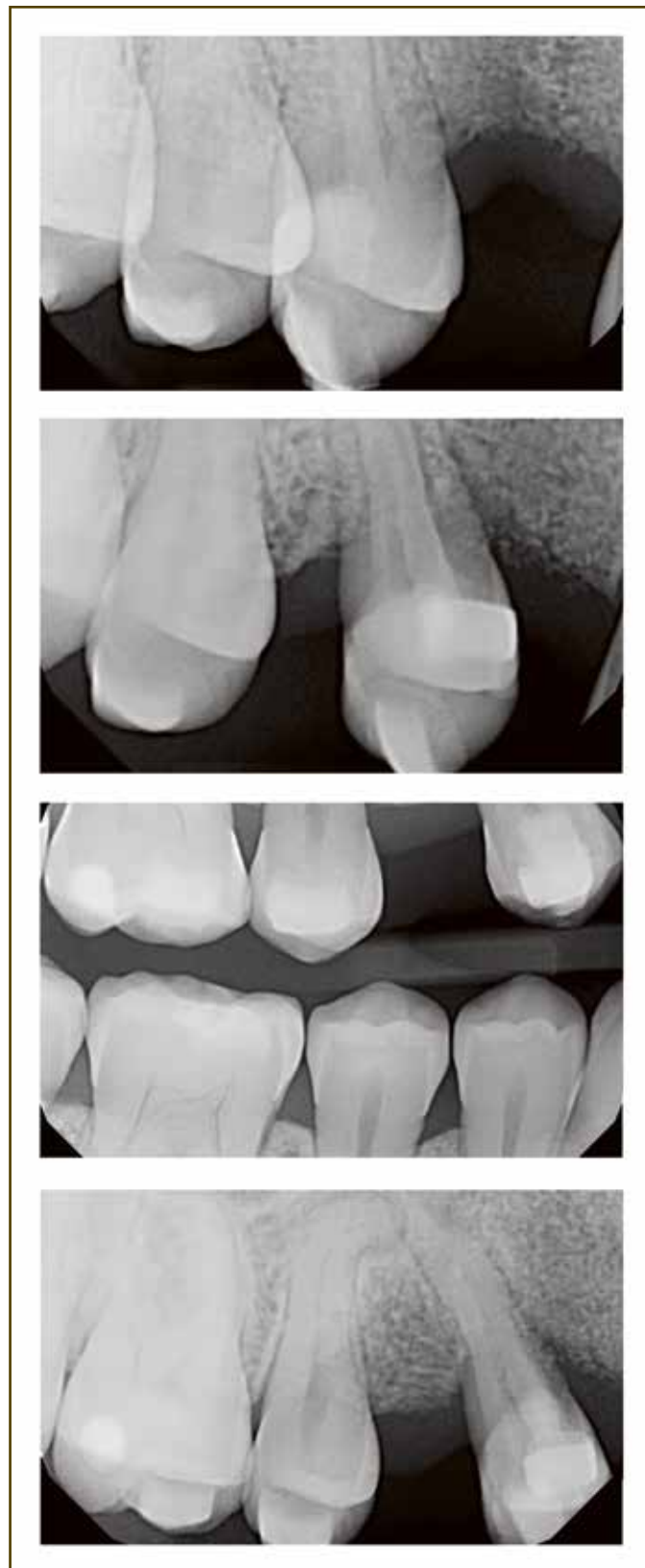


Figure 24: radiographic evidence of bone generation.

induced bone generation has been established, but the challenge that lies ahead is to make the treatment more efficient with fewer aligners. The learning never stops. ■



June 24-26, 2020
Wynn Hotel | Las Vegas

Gallerite Reunion AACAClearAligners Annual Convention

“A healthy perfect smile enables a person to reach their maximum potential in life.”

—David Galler

BUILDING BETTER

2020 COSTS

Cost Includes All Courses/Events/Meals and Hotel Rooms

AACA Members: \$2,395 | Non-Members: \$3,395 | Staff Members: \$1,395

AT-A-GLANCE

JUNE 24

12:00 pm	Registration
3:00 pm–4:30 pm	Opening Session—#buildingbetterlives
4:30 pm–7:30 pm	Convention Floor Open
7:30 pm–10:00 pm	Banquet Awards Dinner

JUNE 25

7:00 am	Breakfast
8:00 am–7:00 pm	Convention Floor Open
8:00 am–12:00 pm	Breakout Sessions Each Hour
12:00 pm–2:00 pm	LUNCH Celebrity Meet and Greet Jeremy Piven from Entourage
2:00 pm–6:00 pm	Breakout Sessions Each top of Hour
7:30 pm	Private Party at Stratosphere (need badge for entry)

JUNE 26

7:00 am	Breakfast
8:00 am–11:30 am	Workshops—Choose 1 <ol style="list-style-type: none">1) Bioclear Black Triangle Certification2) Team Training Institute Practice Development3) DSD (Digital Smile Design) App Certification4) Healthy Start Certification Start Course
12:00 pm	Convention Ends

LIVES!

Register Today!

www.galleritesconvention.com

Practice Management

What Will My Insurance Cover?

by Amy Drewery



As the lead coach for Brady Group, LLC, Amy Drewery has been coaching dentists and their teams since 1999. Amy also teaches many Brady Group events, and is a contributing writer to the Brady Group blog and training materials. The Brady Group provides customized coaching focused

on increasing your net income, and decreasing stress, by incorporating systems and personally training your team to become partners in helping you achieve your vision. Members also learn to work smarter, not harder, allowing them to accomplish much more in less time at the office.

Visit www.bradygrouppllc.com for more information, or you can reach Amy directly at **800.592.7239**.

If you'd like to receive Amy's complimentary electronic newsletter, just email her directly at amy@bradygrouppllc.com and she will get you set up!

Why does the "insurance question" trip us up so much? Once we realize that it's really just a money objection, it's much easier to overcome.

It's important to find a good balance in how we handle insurance in the office. Traditionally, we've taken on complete ownership and responsibility on behalf of the patient. Some practices are "insurance free," and do not accept any payments from any insurance company. There's a healthy boundary that should be identified that allows us to be on the patients' side, while allowing them to accept responsibility for their plan and not rely solely on insurance for making their decisions about treatment.

Just because patients ask about insurance, it doesn't mean they aren't going to follow through with treatment. We've done a great job over the last few decades of training patients to rely heavily on their insurance to make decisions about their dental care. Make the assumption that your patients want dentistry;



you just need to help them get over the insurance/money hurdle. You are on their side, as a resource and guide to help them get what they want.

Don't bad-mouth dental insurance—"Hmmm...your plan only pays \$1000 per year!"

Patients are proud of their insurance and don't want to waste any of their benefits. Congratulate them and make a big deal out of the fact that they have a "supplement" to help with their expenses.

So...how do we handle this question:

What will my insurance cover?

For large cases:

- "Do you know what maximum yearly allowance is provided by your insurance company?"
- [Most patients have around \$1000 to play with.] "That's great news! You're fortunate to have that supplement. Now how can we help you with the rest?"

For smaller amounts of treatment—e.g., single unit crown:

- "It really depends on the dynamics of the plan your employer has chosen, but for the treatment you've asked us to provide, most patients have found that insurance will cover anywhere from 30% to 40%. The good news is that you won't have to pay the full amount."
- "It sounds like you are interested in maximizing whatever allowable benefit is available to you. I can promise you that we will provide your insurance company with all of the necessary info to ensure that you don't miss out on any benefits you have earned." ■



WE'RE CHANGING THE WAY YOUR PATIENTS PAY.

Compassionate Finance™ helps thousands of dentists provide care to their patients like never before.

We make every procedure affordable by offering customized payment plans for all patients seeking quality care. Our cloud-based approval process is instantaneous and every patient can qualify with just an active bank account*. The personalized payment plans provide flexible payment terms, fixed interest rates and allow patients to pick the plan that works best for them.

Better yet, **you can earn up to 15% more** on dental procedures by offering an affordable monthly payment plan.

Join the Compassionate team today and increase your case acceptance and your patients ability to afford your best care.



100% CLOUD-BASED
PAYMENT PLATFORM



COMPLETE PAYMENT
MANAGEMENT



BEST-IN-CLASS
CUSTOMER SUPPORT



REAL-TIME
PAYMENT ANALYTICS

Call 866.964.4727 to get started today or visit
CompassionateFinance.com for more info.



*Subject to approval based upon PaymentWorthiness™

© 2020 Compassionate Finance

CFAD2001

We're in it for good®

Industry News

Editor's note: The Summer and Fall 2019 editions of the *AACA Journal* featured reports on the American Dental Association's complaint to the Federal Trade Commission's (FTC) Bureau of Consumer Protection over aspects of SmileDirectClub, LLC's marketing and direct-to-consumer sales of plastic teeth aligners. In this issue, we present additional, important information.

Nearly all lawsuits against SmileDirectClub dropped

<http://bit.ly/2FRayg7>

January 02, 2020—Mackenzie Garrity wrote on *Becker's Dental + DSO Review* that only 2 of the class-action lawsuits filed against SmileDirectClub in connection with its initial public offering (IPO) are still in play; nearly 20 others have been withdrawn or dismissed. The claims pertained to alleged misleading information the company provided to consumers and investors.

SmileDirectClub partners with Walmart: 3 things to know

<http://bit.ly/35TMPXd>

January 06, 2020—Mackenzie Garrity wrote on *Becker's Dental + DSO Review* that SmileDirectClub will shortly roll out a suite of products to be available at Walmart stores and the company's own website. The suite will include such accessories as an electric toothbrush, a water flosser, and an ultrasonic UV cleaner.

SmileDirectClub expands to Hong Kong

<http://bit.ly/2NuelyG>

January 08, 2020—Gabrielle Masson wrote on *Becker's Dental + DSO Review* that SmileDirectClub, already doing business in Canada, Australia, New Zealand, Ireland, the United Kingdom, and Germany as well as the United States, has moved into Asia by opening two locations in Hong Kong. SmileDirectClub's research shows that about 70% of Hong Kong residents are interested in straightening their teeth, but most have been put off by the cost.

SmileDirectClub prevails in legal challenge in New Jersey; shares up 9%

<http://bit.ly/2TusyFg>

January 13, 2020—Douglas W. House wrote on *Seeking Alpha* that the Superior Court of New Jersey granted SmileDirectClub's motion for summary judgment against the New Jersey Dental Association's claim that SmileDirectClub was illegally practicing dentistry in the state. The court found that the allegations lacked merit.

SmileDirect will start selling its aligners to orthodontists

<https://bloom.bg/2FUNGws>

January 14, 2020—Robert Langreth wrote on *Bloomberg* that SmileDirectClub's agreement with Align Technology, which restricted SmileDirect to selling direct to consumers, has expired as of the end of 2019. As a result, SmileDirect is free to sell its products to dentists and orthodontists, a marketing channel the company plans to begin using soon. This will place SmileDirect in direct competition with Invisalign and other suppliers of Clear Aligner Treatment.

Can Your Laser Do This?

NIGHTLASE® Airway Enhancement



As seen on ABC, NBC, FOX, & CBS News!

NightLase Treatment is a fast, non-invasive and friendly way of increasing the quality of a patient's sleep. NightLase can decrease the amplitude of snoring through the use of gentle, Fotona proprietary Er:YAG laser light. No anesthesia is used in this treatment.

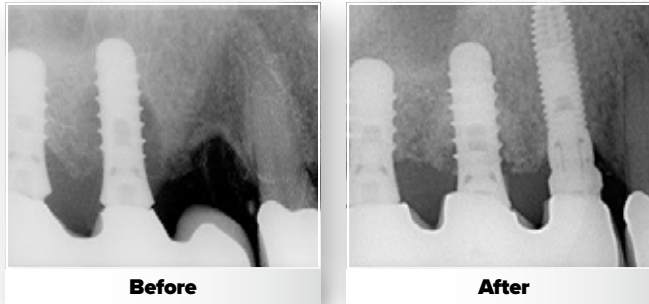
- Non-invasive
- Increases sleep quality
- Lessen the effects of snoring
- Safe and patient-friendly treatment

FDA cleared for Lightwalker™ laser assisted new attachment procedure & periodontal regeneration – Lightwalker™ true regeneration

TwinLight™ Periodontitis



Peri-Implantitis Treatment



Benefits of combination Erbium & Nd:YAG wavelengths therapy for both Periodontal Disease and Peri-Implantitis

Erbium Laser

- More thorough calculus removal WITHOUT heating or damaging the implant or the tooth root surface
- Re-contouring of the bone

Nd:YAG Laser

- Selective tissue removal
- Selective deep penetrating bacterial killer
- Fibrin Clot through hemeostasis

Laser Aesthetics

Help Your Patients Look & Feel Better Naturally



- No Pain & No Downtime*
- Natural Tightening & Toning without the cost of per patient consumables
- No Artificial Fillers - avoids "Puffed" Look and no injecting foreign substances
- No Special Insurance Needed like Botox & Juvaderm Require
- Long Lasting Results that are Easy to Maintain**
- Big Practice Builder - High Demand

* In most cases

** LightWalker has been cleared for soft tissue resurfacing and for treating wrinkles and pigmented & vascular lesions.

LIGHTWALKER™

The Endo, Perio, Hard & Soft Tissue, Sleep & Snore Laser Er:YAG & Nd:YAG Combo



reddot design award

The prestigious "red dot" Design Award



Awarded Best of Class By the Pride Institute at the American Dental Association



Dentistry Today's Top 100 Products

To learn more about what the Lightwalker™ can do for your practice contact Fotona at (972) 598-9000 or marketing@fotona.com today.

Fotona
Ultra Performance Lasers™



www.fotona.com/US



@FotonaLasersUS



@FotonaLasers_Official



Reingage News

Reingage Study Club News

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



Dr Ed Johnson is the owner of Johnson Family and Cosmetic Dentistry located in Bedminster, New Jersey. He has a true “family practice” as his daughter, Dr Katelin Johnson, joined the office in 2006 and daughter Emily is the Office Manager. Emily was also a key organizer of the 2017 GoBig meeting in Hoboken NJ run by the Empire.

Since the founding of the Empire, Dr Johnson has started 270 Invisalign cases as compared to 40 in the pre-Reingage comparable time period. He achieved Platinum status within 2 years and is now the top Invisalign GP producer in his area.

Dr Johnson considers March 3-4, 2016 as the watershed moment in the 37 year history of his dental practice. That was when he attended Dr Galler’s two day Reingage Invisalign course. Since embracing the multiple benefits of clear aligner therapy, he has incorporated two iTero Element intraoral scanners and benefited tremendously from networking with his fellow Empire mentors. Invisalign and the iTero have been the two greatest technological advances he has experienced since entering the dental field 45 years ago. He is thankful to now have a practical solution to offer his patients in his quest to help them achieve optimum oral health.

Congratulations to Ed for his amazing success!

Michael I. Wollock, Empire President

Diamond PLUS 1%er, full general dental practice, 32 hour a week office with 5 chairs one Doctor (me) & NO associates, but an amazing Team.



The last 3 months have been great for Align the North. Dr. Sipra Gohel had twins in November, a boy and a girl, to join their big sister. Congratulations, Dr. Gohel.

We also had quite a few members meet and get to know one another at CE courses. Dr. Janice Lo, Dr. Sam Gupta, and Dr. Sheena Sood took the HealthyStart course in Vancouver with fellow Gallerite Dr. Jill Ombrello. Dr. Berta Bacic and Dr. Sood went to the Methven Winery for a CE course in Portland and tried some great

wines. At this year’s Invisalign Summit, Dr. Peggy Bown, Dr. Leah Stempfle, and Dr. Sheena Sood had a chance to interact. Dr. Nilesh Amin has been on multiple travels all over the world as he plans his new office. Dr. Nilesh Amin and Dr. Sheena Sood also met in October in Amsterdam for a mutual friend’s office opening. And Dr. Amin also made a visit from Montreal with fellow Gallerite Dr. Daniele Larose to Dr. Sood’s office.

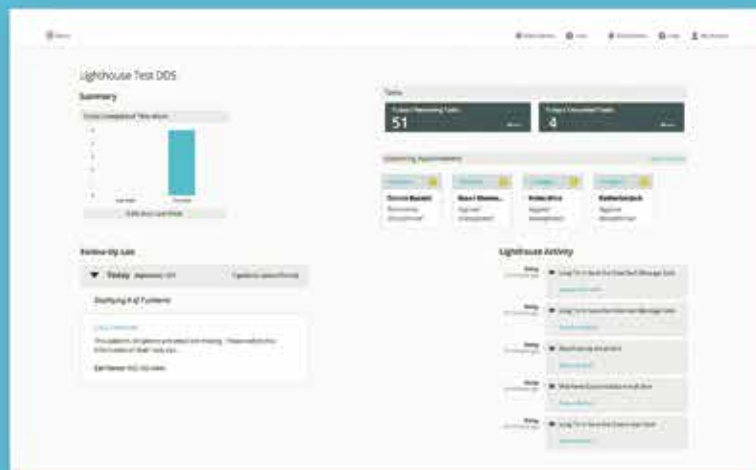
Lighthouse

THE NUMBERS ARE IN LIGHTHOUSE 360 CUSTOMERS SEE REAL PRACTICE RESULTS



OVER 11,000 DENTAL PRACTICES TRUST LIGHTHOUSE 360 TO HELP:

- Confirm appointments automatically
- Prevent holes in the schedule
- Improve recall & case acceptance
- Boost online reputation



To learn more, visit lh360.com/AACA OR call 888-704-3592

Results based on a survey of active Lighthouse 360 customers.



It was all hands on deck for Drs. Brianne Lamey and Tracy Dawes on their big Invisalign Day! They were 20 cases short of hitting the next tier level, so they made an office goal. Scanning and doing consults all day long, they did a promotion in which anyone committing to Invisalign that day received a free Sonicare toothbrush and was entered into a drawing to win \$1000 off the treatment. Dr. Dawes from VanWow and Dr. Lamey from Arch Madness had 10 cases accepted that day and eventually hit their goal of 20 cases! Congrats to this amazing team.



The Botex group wishes everyone a happy New Year and a prosperous 2020. While the end of the year has focused on the conventional family and team gatherings, some of our members have found time to pursue CE courses. Dr. Nicholas Cobb attended the AACA event hosted at the Methven winery in Oregon, while Dr. Kirstin Ramsay attended the Spear Summit.

One of our members has become busier on the home front. Dr. Kip Anderson welcomed a new baby girl in December. Congratulations to Kip and his wife on their newest bundle of joy! Our entire group is looking forward to welcoming new members to our group and the Gallerite family from the Reingage class in Utah.



Hello, Capitaligners!

What a year it has been! I want to thank all of you and all our AACA family for allowing me to grow alongside you for the past year. 2019 has been a great year; we added new members to our team, we learned together, and we shared in one another's success. I have found that people outside dentistry do not understand the stress of what we deal with daily. Dentistry is a lonely profession, but not with this group: The miles may separate us, but our bond and shared desire for success hold us together. Let's make dentistry a team sport!

Days are long, but months and years are short. It is so hard to believe that another year is almost over. I wish you all a very happy and healthy start to 2020!



The Capone Correctors have been killing it lately, especially our newest recruits from the Philadelphia Reingage course this past May! We've been able to collaborate and help each other, blending Invisalign even more within our hygiene programs. Recently, we all caught up during a Zoom Video call. There's nothing like hearing ideas from like-minded and open-hearted people.

We've been doing outreach in our local communities. Dr. Nadia Saad and her team donated dental supplies at Halloween events in their town. We've also met other Gallerites at various CE courses; our own Dr. Supriya Shetty joined Dr. Karla Soto at a Digital Smile Design course in October. We're all looking forward to meeting up in June for the GRC!

Congratulations to Niketa Shah on the birth of her beautiful baby boy, Nolan Nihar Shah; and to our president, Bianca Boji, who is expecting her second daughter in January.

Cheers to dominating 2020!



What's better than getting together with friends and enjoying delicious wine? Earning AACA CE credits at the same time, of course! This season, a few of our top Deep Bite members reunited for the AACA regional event at the Methven Family Winery. In true AACA fashion, this course helped doctors push the limits of Clear Aligner Therapy with information on Invisalign use in conjunction with dental sleep medicine, patient psychology, and innovative technologies. What's more, these courses were given within

the picturesque landscape of Willamette Valley, Oregon, and included a private tour of the winery! The AACA helps create true friendships among colleagues. Learning together, but also from one another, we are creating a network of like-minded dentists, with the same vision to create more beauty in this world for all, through caring mentorship and healthy smiles.



The end of the year brings an opportunity for the Cartel to share special moments with family and team members. Here we see the Cartel enjoying the Christmas and New Year season by celebrating at a lunch, dinner, party, or special function with their team members.

The new year will bring many outstanding AACA-sponsored CE functions. One of the biggest meetings will be in the heart of ClinCheck Cartel country. The AACA Miami regional meeting will be held on January 24-25, and members from all over North America will attend the conference.



It's amazing how quickly 3 months can pass. This whirlwind autumn into winter saw Empire Too members attending an amazing event at the AACA Portland Winery CE. The visit featured a full complement of education and camaraderie, a career retirement, and an impromptu reunion of 2 members. We are anxiously awaiting our scheduled reunion dinner in March and would like to wish the AACA world a very happy New Year. Here's to an exciting, prosperous 2020!



During the last 3 months, the Ghosts of POB class has continued our learning process by attending courses such as GoBig, DSD, Botox and Fillers, and the Pankey Institute. The Ghosts recorded a major attendance number at GRC in Vegas. And we've grown our relationships as a group with daily communication, using our chat and sharing our ups and downs. Congratulations to Dr. David Bistriz on his recent trip to Costa Rica, to the Boricualigners for continuously being an essential part of the soul of this class, and to all Ghosts who have achieved new tier levels. May the new year bring our group many blessings and much success!

Go Ghosts!



Golden Gate Straight has had a busy winter quarter. Many of us attended the Portland AACA CE event. We enjoyed topics on sleep apnea, Invisalign, and in-office milling. It was a great event of which we were proud to be a part. Many of us have taken what we learned at CE events and have far exceeded our goals. Gohar made Platinum and

Stacy made Gold Plus this Advantage period; amazing accomplishments. Gohar and Stacy continue to grow, as do many of our group's doctors. Members of Golden Gate Straight will be heading to Miami for the next AACA CE event, and I cannot wait to see you there.



The Hells Aligners continue our commitment to provide the best ortho available for our patients! In October, 7 of us attended an awesome AACA event at the Methven Family Winery in Oregon. Hells Aligner, KOL, and amazing musician Scott Methven was an amazing host (with his wife and family; see photo).

This was a true round table experience regarding what's most important for us as a community. We not only "get it"; we strive to be better at "it." This is what we love.

Hema Pombra joined me for an opera in SF. Hema, John, and Bruno went to Costa Rica in December. From sharing ways to do Invisalign Days (hi, Michael Rebottaro) to just saying "Hi," and always being there, it is a nice thing we have going. Thank you all for keeping us feeling like a team, instead of being isolated in private practice. Hells Aligners always rule!



As we close on a great year 2019, the Hotlanta Stripperz are poised and anticipating an even more successful and fulfilling 2020. A new year and decade in which to grow, expand, and learn. The strides that we have taken since joining the AACA have been beyond our wildest expectations. This year alone, we have done more CE, created more friendships in a career where it can be hard to find people to trust, and grown our practices to levels that we once only dreamed of.

As you enter into 2020, we want to encourage you to stay positive, set up dreams to make reality, make friends, and enjoy the life you've been given. Do everything you can to be your best professionally, spiritually, physically, emotionally, and relationally. You can do it. The Stripperz are behind one another and you!

Happy New Year! Now go and change the world.



As we close out 2019 and move into a new decade, the Drillerz have lots to look back and reflect on: big birthdays, anniversaries, kids, grandkids, pets, cars, food, crazy creative food (thanks, Lisa!), goals set and goals met. It's hard to believe that our first Houston Reingage course was 3 years ago in 2016. We've been proud and fortunate to witness and participate in the growth of the AACA and this amazing

family of dentists. As we enter this new decade, the Drillerz are excited about changes and developments to come, both clinically and in practice management, and we are committed to helping each other, and Galler Nation, reach new heights as providers and business owners.

T-Scan™

Digital Occlusal Analysis System

Dentistry's **Only Validated**
Digital Occlusion Measurement Technology



How Can
T-Scan
Help an
AACA
Dentist?



Establish a
harmonized
occlusal scheme



Ensure long-term
stability of your
work



Differentiate
your practice with
innovative
technology



Learn more at tekscan.com/AACA

 1.617.464.4280

 800.248.3669

info@tekscan.com

T-Scan is a trademark of Tekscan, Inc.



Fall quarter was a busy time for Invisalandia as we welcomed 16 new members to our team from Dr. Galler's Reingage course in Vancouver, British Columbia. Welcome new doctors: Dr. Razia Arora, Dr. Kevin Biederman, Dr. Dan Catona, Dr. Sukhman Chauhan, Dr. David Eshom, Dr. Thu Hoang, Dr. Robert Hubbard, Dr. Pawandeep Kaur, Dr. Caroline Laporte, Dr. Emily McCarthy, Dr. Tricia Quartey-Sagaillle, Dr. John Robison, Dr. Jasmin Sandhu, Dr. Mariam Sourial, Dr. Daniela Vladimirova, and Dr. Cathy Zhao. Our new members have already been a great asset to our team.

An original Invisalandian, Dr. Niromi Fernando, also had an exciting quarter as she opened her first practice from scratch, Dentistry at the Grove, in Burlington, Ontario. Congratulations, Romi!

Lastly, Invisalandia celebrated 2 years as a team November 2, 2019! We have enjoyed the growing camaraderie and friendship the AACA has provided us and we look forward to what next year will bring.



For Los Aligners, the quarter seemed to be all about appreciation and celebration. We celebrated the addition of new elite members into our culture of growth and gentle mutual support. Realizing that some of us have been together since June 2015, we could appreciate the chance to be part of something leading edge and bigger than ourselves. And I think what we appreciate and celebrate most is being part of 3 families: our DNA family, our practice family, and the family David has created for us to share.

It was awesome being together at GRC, and we're looking to make a run at recapturing the Galler Cup, led by the super-productive Terri Pukanich (here sharing some family time at home during the holidays).

And in November, Dr. Galler surprised Von Bulow with a Temple City drive-by and a great presentation in Pasadena.

Los Aligners is looking forward to an amazing 2020!



We are excited to announce the appointment of Dr. Keith Hollinger as president of the Mass Spikes effective January 1, 2020.

Originally from Alabama, Dr. Hollinger grew up in Massachusetts, graduated from the University of Massachusetts in 1989, and attended Tufts for his dental training. Following graduation, Dr. Hollinger served 2 years with the Indian Health Service/Public Health Service. Stationed on the Navajo reservation in New Mexico, he provided care for a well-underserved population.

In private practice since 1996, Dr. Hollinger has completed extensive training with the International Association of Orthodontics. This exposed him to his true passion, helping patients with sleep apnea. Thus in 2018, Dr. Hollinger opened Central Connecticut Orofacial Pain and Sleep Medicine, exclusively treating patients suffering from snoring, sleep apnea, and other airway issues and orofacial syndromes.

Dr. Hollinger lives in Connecticut with his wife Laura and their 5 children. He enjoys travel, crosswords, playing guitar, and go-karting.



It seems like yesterday, but on December 11, the MetroLigners celebrated our fifth anniversary. Drew's anniversary gift was a surprise visit by Dr. Galler at his office. This organization has been a gift to all of us. We have all grown personally and professionally through this group. So many great friends to help, or even just a sympathetic ear. Thank you, Dr. Galler, for this gift.

Dr. Galler is going to look to see if he can find our original pic from the Reingage class in Philly when he is in New York next week. If he gets it to me, I'll pass it along. If not, this one will do.
Happy New Year. I hope Piper is feeling better (you too from lack of sleep)



What a year 2019 was for the Mile High Munchies. We were blessed, we were productive, and man, did we have fun. At Halloween, Dr. Laurentis Barnett and his team had a fun Prince theme. Dr. Steve Truong went the Disney route with a Peter Pan theme and crushed the role of Captain Hook. And Dr. Lindsey Zeboski made an amazing Elvis! Dr. Zeboski also

took her entire team to the GP Invisalign Summit in Las Vegas this November. They came home to host an Invisalign Day in their practice, with an amazing 16 starts. Dr. Zeboski and Dr. Barnett both hit their year-end goals and made Gold Plus to close out the year. Congratulations to both! Dr. Jacob Brown and Dr. Katie Coniglio met up at a Scheduling Institute event at the Georgia Aquarium in December. I cannot wait to see what 2020 holds for us. I have a feeling it will be the best year yet!



It has been a great fourth quarter for the marvelous Motor City Movers class. November 2019 marked our 2-year anniversary! Many of our members are ending 2019 with some of their best-ever Invisalign years. We're hitting Gold, Gold Plus, Platinum, Platinum Plus, and Diamond goals.

Our fabulous doctor Danielle Davis made it down to Costa Rica and loved every minute of her trip. Drs. Jim Olsen, Steven Cardwell, and Kristin Horman represented the Motor City class at the Invisalign Summit in Las Vegas in November. We wish all Gallerites a wonderful 2020 coming up. Cheers to all!



What's the reason for the season? Whatever it may be, we need these times of reflection on all the good and bad in our lives. The new year brings a refreshed sense of self and purpose, new energy to build on our motivations for another year of personal and professional triumph.

Our NWA chapter grew in 2019 by more than a dozen gifted and talented doctors who took the Vancouver Reingage course in September. It's a gift seeing doctors hungry to better their treatment and improve their patients' lives.

For the first time, Align Technologies is offering waived lab fees for patients judged by the doctor as having a medical or personal hardship. Case submissions can be emailed to AlignArkUS@aligntech.com.

There's arguably nothing more rewarding than selflessly giving, especially for someone who would otherwise never have the opportunity. Happy 2020! And do something different this year. You might surprise yourself.



Richmond Re-aligners

Richmond Re-aligners! Wes Kandare was able to spend some time in France taking in the sights with his wife. Noelle Dunn got to meet the President as the Washington Nationals streaked to a World Series win. Peter Murchie, Todd Kuhn, and Robin Pigeon participated in some Halloween fun. Toussaint Crawford got a microscope and cheered on the Nationals as well. Bring on 2020!



The Rockin' Cavaligners were so excited to celebrate with our member Sunil Kashyap this past quarter. Here's how he posted his news on our WhatsApp chat in December: "You guys won't believe it (but ask Hardeek to validate the story)—I took a leap of faith ~2 years ago with a fellow Gallerite. Dr. Meenal Patel is now my wife and I couldn't be happier. This group/family has connected us in more ways than one. It's great to talk shop, but I've come around and realize these momentous moments matter more than anything else. Happy wife, happy life. =)"

Congratulations, Sunil and Meenal! It has been such a joy to be a part of your story.



I want to highlight our class member and now close friend Dr. Jeff Buske, who wrote:

Four years ago I was on my way to losing my second marriage. I had no connection with my kids. I was drinking daily, and my practices were suffering. I thought I was the only one who couldn't figure out how to play the game.

I had to flip the script; my life was on the line. Through leadership training and coaching, my life shifted dramatically... I now have a marriage filled with intimacy, and I'm connected with my kids. I am healthier and I am producing at levels I didn't think were possible.

I am no longer alone. I'm connected with many other dentists by our shared experience through Dental Syndicate. Amir Daoud can tell you we only care about 2 things: your vision and your results.

Our vision is to eradicate divorce, depression, sedation, and suicide for dentists. Be a part of this movement at www.dentalsyndicate.com.



For Shift Happens in Las Vegas, another year has come and gone.

The Invisalign Summit was a great learning event and an opportunity to show off some of our stellar classmates, including Dr. Laura Koberda and award-winning Dr. Angel Zamora. Not long after, Dr. Zamora doubled down on her Invisalign skills in Costa Rica and conquered her fear of heights while zip-lining, then came home to solidify her Diamond status once again. Congrats!

We welcome the future Mrs. Davis Do to the Shift Happens family! Dr. and the future Mrs. Do are planning their life together, starting with a move to Las Vegas, where Davis will start a dental practice with his brother.

Other amazing Shifters, Dr. Mark Edington, Dr. Ciaran Murphy, and Dr. Yvonne Safo-Kwakye, are ringing bells and starting cases like crazy on our WhatsApp. Shift Happens never stops pushing the limits, and we expect 2020 to be no different!

**EXCEPTIONAL
LEVERAGE
COACHING**



SUCCESS

Dr. Emily Letran

- ✓ High Performance Coach
- ✓ Business Consultant
- ✓ Speaker
- ✓ Author
- ✓ Business CEO for more than 23 years

**TEXT
ACTION TO 69696**

Get FREE Business Report With
Proven Success Strategies



Have you ever felt frustrated trying to
balance work and life?



Do you need help controlling the stress that limits
your Productivity?



Do you want to accelerate business
Growth and Profit?



Are you ready to take your life and business
to the next milestone?



Email: emily@exceptionalleverage.com
www.AmericanDreamCoach.com





Congratulations to Ruby Bhullar and wife Navjot on their wedding in September.

We're very happy to announce that Sobe Manku and wife Monica had a baby son Jaxton, born in mid-November.



Achieving some major milestones and reuniting during CE events were Str8up's highlights for the past quarter. Many members reached and exceeded their Invisalign goals.

In September, Maria Kravjanski, Danielle Woo, Sophie Lertruchikun, Shaheen Popatia, and Phil Gaudin all met up at Dr. Galler's evening study club course in Vancouver. Drs. Jaana Koning and Leanne Doughty represented Str8up at both the Oregon AACA event and the GP summit.



Straight Outta Brackets is excited for our strongest year yet! All of our existing members are passionate about providing the best Invisalign treatments to their patients and are excited to be members of the AACA. Dr. Maria Saguin even went to Costa Rica in December to tour the new Align facility and sharpen her Invisalign skills. Here's to a great 2020 ahead for the whole Straight Outta Brackets team!



2020 was a Super year for SuperCarlsBad, and the year ended on a high note for several of our members. In November, Dr. Erin Cherry opened her second office location in Denver, Colorado. Congratulations, Erin! Also in November, Dr. Kristen Ritzau's office hosted a day of free dental work for veterans and completed over \$50,000 worth of free dental work for local veterans. And in December, Dr. Kristin Wade's office co-sponsored a "Shop With a

Hero" fundraiser for local families. Some of us were able to reunite at the Invisalign GP Summit in Las Vegas. In the photo is Dr. Ritzau with Dr. Sophie Polymeneas, along with AACA KOL Angelie Zamora. As spread out as our group is (Missouri, Louisiana, Oregon, Colorado, Arizona, California, and Canada), it's always great when we are able to see one another. We look forward to spending more time together in 2020 and crushing new Invisalign records together!



In this edition I'd like to feature Dr. Meenal Patel, an original Sweet Caralign member (since the Reingage course in Raleigh, February 2016). Born in Indiana and raised near Tampa, she attended UF for undergrad as well as dental school in a combined 7-year program. Meenal applied for endo residencies

(notoriously difficult to get into), as she was very passionate about it; she has a dog named Endo to prove it. She ultimately entered the AGD program at UNC, which veered her toward cosmetics, now the backbone of her practice (although she still does her fair share of endo).

The Gallerite community has been a huge help throughout her journey from wide-eyed new practice owner to full-blown boss lady, and has also played a role in her personal life: recently Meenal married fellow Gallerite Dr. Sunil Kashyap. We have been fortunate to share this special moment with her. It is only fitting, as "We are family."

HOW TO DOUBLE YOUR PRODUCTION HOURS WITHOUT LOSING YOUR FAMILY

Yes! I'm ready to Double my production, Connect emotionally with my family, and Lead my team with confidence!

I Understand That When I Act Now, I get full access to the 4-day live training, "Hero's Calling", which includes:

- Live coaching to take immediate action
- Conflict resolution skills that leaves everyone a winner
- Anger management steps to eliminate negative emotions
- Live team-building opportunities
- Steps to create a feedback system for your practice and family
- A proven process to make the best decision for your success

I Also Understand that When I ACT NOW, I Also Get these Exclusive Deals FREE!...

- 90 min Customized 1-1 Coaching Session
- 45 min Strategy Session with Dr. Jeff Buske

*** Exclusive Deals Only Active Until March 31, 2020***

100% Guaranteed

If the Hero's Calling 4-day live training doesn't show me how to Double my production... if it doesn't show me how to connect emotionally with my family... or if it fails to support me to lead my team with confidence, then I understand that I will receive a full refund, No Questions Asked!

I understand that the regular price with exclusive deals for all this is OVER \$10,970...

But, when I act NOW, I get everything for only **\$3,500!**

Apply for one of 35 spots NOW! @ www.LVDentalSyndicate.com

To Your Success,

Jeff Buske

P.S. - Every minute you wait to join the "Hero's Calling" training, is another minute where the elite group of dentists you always wanted to surround yourself with will be having the success of a work-life balance without you!

Put the power of "Hero's Calling" to work, so you can quickly and easily double your production, connect emotionally with your family, and lead your team with confidence!

P.P.S. - Don't just take my word for it...take a look at these success stories from dentists just like you!



Apply for one of 35 spots

www.LVDentalSyndicate.com



Melissa
Dental Marketing Consultant

"I closed an ADDITIONAL \$52,000 net from one conversation & now over \$72,000 net more the following week!"



William
Oral & Maxillofacial Surgeon

I never really opened myself up...I was a really good robot.

I got to the front of the room and I just broke down crying and just sharing. And I really needed that. I needed that for almost 50 years, I had never shown that kind of emotion to anyone. It was powerful, it was right.



The last quarter of 2019 has been an amazing one full of love and happiness, with the arrival of 2 baby girls. Dr. Eliana Cuellar welcomed baby Aria, and Dr Nadim Kodsí welcomed baby Olivia Grace!

Our President, Dr. Clarissa Moore, participated in the regional AACA event in Portland and learned, among other topics, how clear aligners aid in the treatment of obstructive sleep apnea. Dr. Moore also celebrated her 40th birthday in December.

Tri State Tippers and Gallerites are now ready to enter 2020 stronger than ever as we reinforce our commitment to the American Academy of Clear Aligners. Our organization is there to help us grow to be the best Invisalign providers in the country and the world while giving us the buying power that dentists have been needing for many years now.

Let's all have a wonderful holiday season and make 2020 the best year yet!



The end of 2019 was a busy time for all members of the Walker Texas Retainers. Using new knowledge and tools learned throughout the year at various AACA Continuing Education events, several of our members were able to advance tiers, making 2019 their best year yet! Keep pushing, Retainers; you all are capable of unbelievable things.

Dr. Viraj Desai of Austin, Texas, Dr. Rehka Reddy of Dallas, Texas, and Dr. Matt Hicks all attended the Summit in Las Vegas in November.

Dr. Desai (pictured with a fellow dentist) was recognized as one of the top Invisalign providers present. Way to go, Dr. Desai!



Wicked Straight has been on fire since the addition of our new team members from the Vancouver Reingage course; these new docs absolutely reignited our whole class.

Dr. Torti held a Sip and Scan party and managed 15 Invisalign cases. Dr. Hammoud had an amazing 11-start run (lots of bell ringing). Dr. Tuttle crushed an Invisalign Day. Dr. Maedel shared that she's been "killing it since Vancouver." Wicked is so proud of our newbies!

Dr. Pless held a Healthy Start Heroes event with great fun and success. Congratulations, Sarah.

And I (Dr. Berik) had an eventful end to our year when I delivered my first live podcast at the Summit; it was unbelievable. I also finished my office rehab and expansion (which, most of you know, almost always accounts for more headaches and stress than you ever think!).

Wicked wishes our entire AACA family a wonderful, happy, healthy, and prosperous New Year!



Wolf Nation has officially completed our rebranding with a fabulous new logo created by our own Dr. Brent Wong! Our name and logo pay tribute to our beloved mentor, for all that he has done to make our personal and professional lives happier and more successful. To that end, Dr. Michele Nielsen reached Gold Plus provider status, and Dr. Dana Colson reached Platinum. We are so proud of you.

In other life milestones this quarter: Dr. Nick Seddon celebrated his 40th birthday with a surprise trip to Europe planned by his beautiful wife, Elly! And Dr. Jimi Sorrento, after 20 years of practicing in Massachusetts, has chosen to transfer his practice to his associate and pursue a more balanced life in Tampa, Florida. He will be spending time with his family, playing guitar, painting, and possibly teaching clinical dentistry at LECOM in Bradenton. Hats off to you, Jimi, and congratulations.

Share your Genius!

Get published in the AACCA Journal.

Do you have a complex case that will further academic advancement among our community? **Submit your case today to editor@aacaligners.com.**





When it comes to tooth movement, **nobody likes surprises.**

Only Invisalign® clear aligners use SmartTrack® material to move teeth more comfortably and predictably.*

Get results without surprises.
Learn more at provider.invisalign.com/smarttrack

*Compared to off-the-shelf, single layer .030in material. Data on file at Align Technology. MKT-0003317 Rev A