

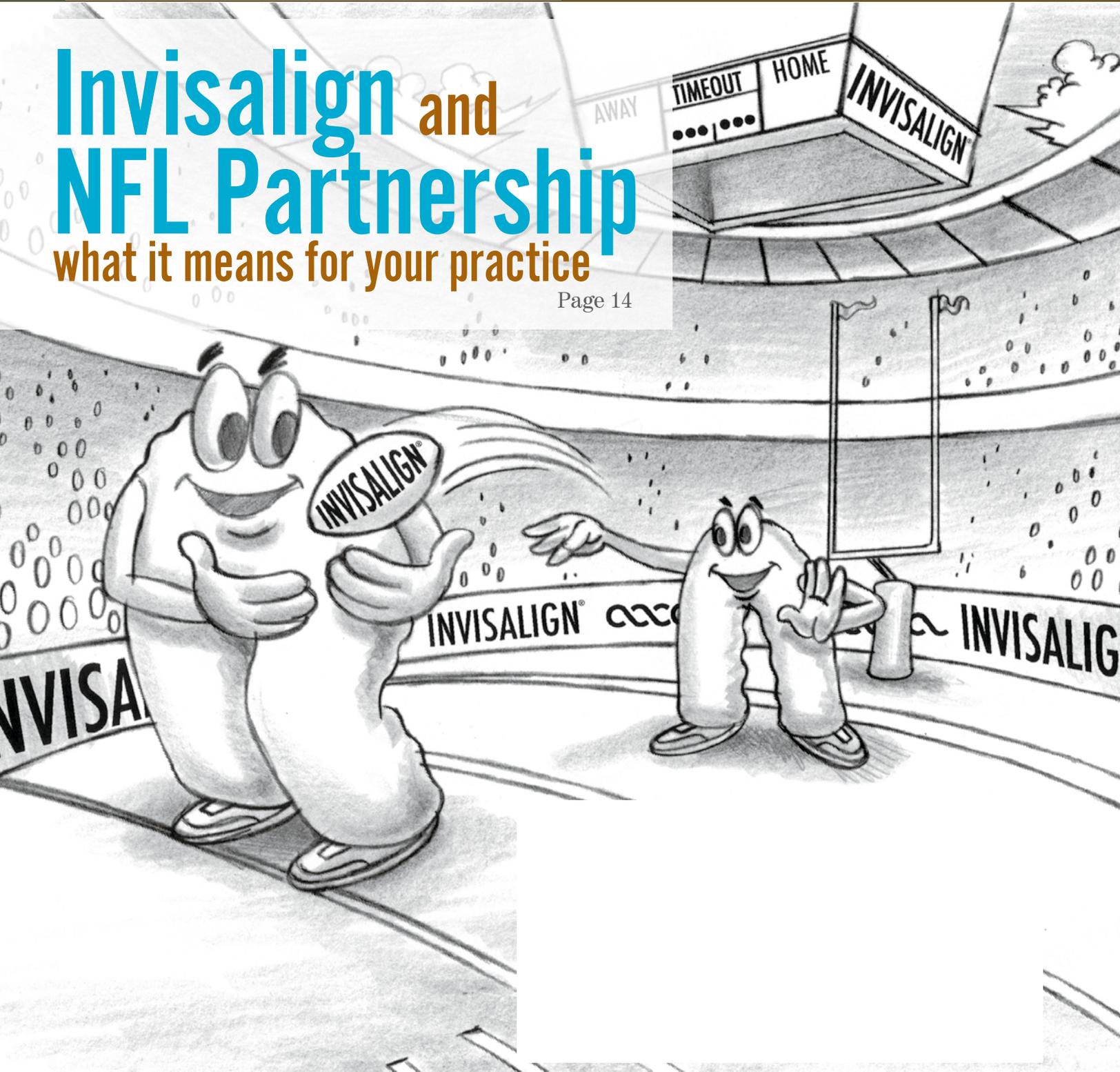
the **Journal**  
American Academy of Clear Aligners

The Academy for Clear Aligner Therapy

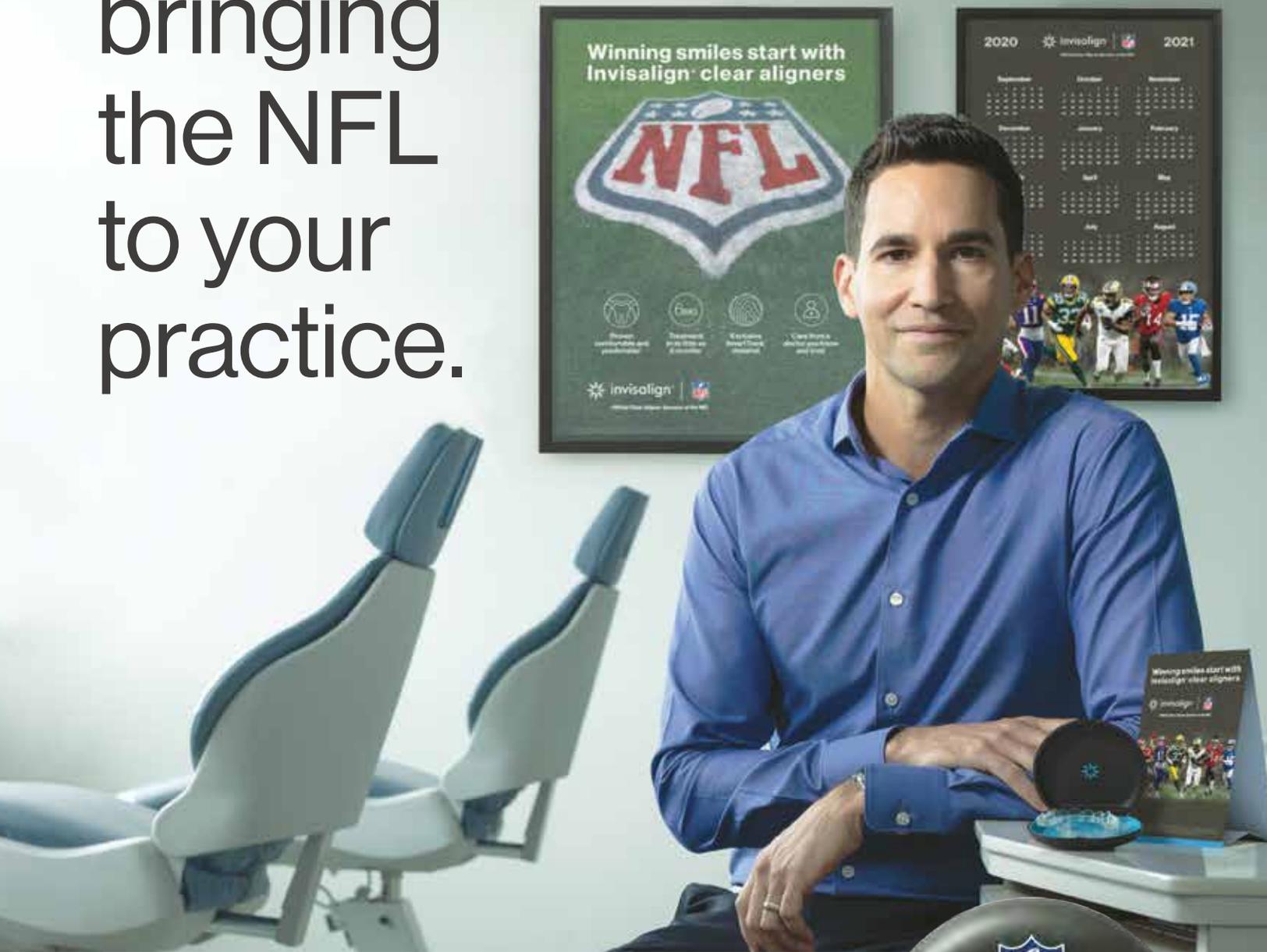
# Invisalign and NFL Partnership

what it means for your practice

Page 14



**invis is**  
bringing  
the NFL  
to your  
practice.



**Leverage the power of the Invisalign® brand and the NFL.**

Looking for opportunities to celebrate Invisalign's NFL sponsorship – and perhaps a favorite team – in your practice? Look no further. We have social media posts, digital content, and aligner cases available for all 32 NFL teams, all season long.

**Visit [nfl.invisalign.com/assets](https://nfl.invisalign.com/assets) today and get geared up.**



**align** © 2020 Align Technology, Inc. All rights reserved. Invisalign, the Invisalign logo, among others, are trademarks and/or service marks of Align Technology, Inc. or one of its subsidiaries or affiliated companies and may be registered in the U.S. and/or other countries. | MKT-0005171 Rev A



**invisalign®** |   
Official Clear Aligner Sponsor of the NFL



## Editorial

### Say What?

The headline was eye catching:

*An Anchorage dentist captured on video extracting a patient's tooth as he rode a hoverboard was sentenced to 12 years in prison.*

My immediate reaction to the headline was, "Wow, that's a pretty harsh

punishment! And I thought my dental school instructors were tough!"

The article reported that, in a cell phone video, "the dentist can be seen standing over an unconscious patient and pulling her tooth while riding a hoverboard. He then rode into the hallway with his hands over his head and spun around."

I realized, of course, that the dentist was irresponsible, immature, and, well, just plain dumb. But, I wondered, a 12-year prison sentence? Do 6 months of dark, harsh winters make Alaskan judges overly vindictive?

Only after getting to the fourth paragraph of the article do readers discover that the dentist was found guilty, by a jury, of massive Medicaid fraud and embezzlement. In numerous texts to his friends, the dentist boasted how he was able to bill more to Medicaid, by routinely overutilizing IV sedation.

The judge berated the dentist for "nearly killing several patients" by sedating them for extended periods of time, "bragging about it," and allowing an unlicensed office manager to perform an extraction.

I trust that our readers are much more ethical in their dental practices, and much more savvy in their social media usage.

Dr. Jeffrey Galler  
Editor

## AACA Officers

Dr. Mark Hodge: Founder  
Dr. David Galler: President  
Dr. Perry Jones: Co-Founder  
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. Katie Coniglio | Dr. Toussaint Crawford  
Dr. Danielle Cszasz | Dr. Amir Daoud | Dr. Faline Davenport  
Dr. Stephen Denny | Dr. Andrea Dernisky  
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  
Dr. Mithila Sharma

## Key Opinion Leaders

Dr. Robin Bethell | Dr. Aman Bhullar | Dr. Christina Blacher  
Dr. John Bunkers | Dr. Ron DiRezze | Dr. Nick Cobb  
Dr. Tracy Fadden | Dr. Christopher Hart | Dr. Robert Herron  
Dr. Michael Huguet | Dr. Nathan Jeal | Dr. Wes Kandare  
Dr. Steven Liao | Dr. Gina Marcus | Dr. Marcia Martinez  
Dr. Scott Methven | Dr. Troy Moore | Dr. Bao-Tran Nguyen  
Dr. Sarah Pless | Dr. Terri Pukanich | Dr. Nadia Shah  
Dr. Geoffrey Skinner | Dr. Karla Soto | Dr. Jessica Tendero  
Dr. Kristin Wade | Dr. Seth Wasson | Dr. Joan Werleman  
Dr. Angelie Zamora | Dr. Lindsey Zeboski

**Creative Direction/Design:** Mojo Design Bar

**Copyeditor:** Marc S. Glasser

**Cover Illustration:** Tom Lange

## Contact

**Advertising:** aacaligners@gmail.com

**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 Connecting With Patients and Prospects by Christina Blacher, DMD

#### Case Reports

- 4 Fixing Erin's Open Bite  
by Corey B. Anolik, DDS
- 6 Jo Finally Gets It Done  
by Jeffrey Falduto, DMD
- 10 Haifeng: or, How I Learned to Stop Worrying  
and Love Treating Extraction Cases With Invisalign  
by Oleg A. Shvartsur, DDS

#### Clinical Techniques

- 16 Diamond Tips—Tips and Tricks  
by Randy Kunik, DDS

#### Reingage News

- 18 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](http://aacaligners.com) for new features and learning opportunities, and to renew your membership.

# Are You Sitting on a Gold Mine?

Find the nuggets with our *Treatment Opportunities* dashboard.



Easily discover unscheduled treatment and fill your calendar



Don't let progressive diseases go untreated in your patient base



Convert more presented and unscheduled treatment than ever before!

**Ready to learn more?**

Schedule a demo today!

Call us at: 877-311-4690 or  
visit [info.legwork.com/gold](http://info.legwork.com/gold)



# Case Reports

## Fixing Erin's Open Bite

by Corey B. Anolik, DDS

*This case was one of the Golden Aligner Finalists at the 2019 Gallerite Reunion Convention.*



Dr. Corey Anolik graduated from the Baltimore College of Dental Surgery. Upon completion of his degree, he continued to complete a 1-year GPR residency at Albert Einstein Medical Center in Philadelphia. During his residency, he gained knowledge in all aspects of general dentistry, including prosthodontics and restorative dentistry as well as oral and facial trauma. Dr. Anolik is a Fellow of the Academy of General Dentistry. He is recognized in *Washingtonian Magazine* as a top dentist in the Washington area. He maintains a private practice in Gaithersburg, Maryland. Dr. Anolik is on the Align Faculty team, as well as a KOL for Dentsply Sirona. When not working, Dr. Anolik loves to spend time with his wife and 3 amazing boys.

Erin was a 36-year-old woman with a severe Class II anterior open bite malocclusion (**Figure 1**). She had had orthodontic consults in the past, and was always advised that she needed surgical intervention to correct her bite.

Erin had fair function. Her bite was not compromised enough for her to justify the surgery and downtime to fix her dental issues. During the consultation, we explained the limitations of nonsurgical treatment using clear aligners, and she acknowledged them. Erin decided to initiate treatment in order to gain any improvement possible.

Erin's treatment required 21 active upper and 27 active lower aligners, which she changed at intervals of 1 week. We issued orange Munchies to her and instructed her to use them for 15 minutes, 4 times per day. We also performed 0.5 mm of IPR from the mesial of tooth #3 through the mesial of tooth #14.

No Refinements were needed. Erin wore Vivera retainers, full time for 3 months, and nighttime only thereafter.



**Figure 1:** before treatment.



**Figure 2:** after treatment.

Erin's open bite was completely resolved, and the overjet was more than cut in half. She was very excited with the results. She noted that her front teeth can touch now when she is eating, which makes chewing foods easier and more enjoyable for her. She is also obviously very excited with the esthetic improvement that was achieved (**Figure 2**). All this was accomplished in just over 7 months of active treatment. Efficient and accurate treatment! ■



# ***MUNCHIES® EPS***

The Ultimate Predictability Partners



[eocamerica.com](http://eocamerica.com)

## Jo Finally Gets It Done

by Jeffrey Falduto, DMD

*This case was one of the Golden Aligner Finalists at the 2019 Gallerite Reunion convention.*

Josephine, a retired 66-year-old, initially presented to me with a chief complaint of “I want to do Invisalign.” As we spoke during our initial consultation, she would hide her teeth. I noticed as we took her initial photos that she would not part her lips for the photos—even during the repose and smile shots.

Once she opened her mouth, it was clear that she had not seen a dentist in 10 years (**Figure 1**). The classic putrid periodontal odor was present. I immediately envisioned, not the extreme state of her current conditions, but where we could go with this case.



Dr. Jeffrey Falduto is a graduate of Fairleigh Dickinson Dental School. He practices in his hometown of Lincoln Park, New Jersey, in a unique historic landmark building that was an inn during the Revolutionary War. He is a member of the Piper-McKee Study Club (dealing with advancing the field of

dentistry for patients with unhealthy joints), the AACA, and the AES. He has trained at The Dawson Academy and the Perio Prosth program in Boston, and through his keeping up with latest technologies likes to point out that he practices “cutting-edge dentistry in a historic setting.”

Dr. Falduto enjoys golfing and has been a ski instructor.

There were many aspects that made this case unique and rewarding for me. It involved so many phases of dentistry, including verifying the patient’s TMJ stability and airway factors prior to treatment.

Josephine presented with an inhibited manner and was at first ashamed of her appearance. She became an exemplary patient. At every visit I had our hygienist ensure she was immaculate. Jo commuted 2 hours each way for her visits, and used the occasions to also visit her sister in Lincoln Park. To watch the gradual change in her energy and demeanor as treatment evolved was exciting. Our entire office looked forward to her visits.

Jo told us that we had “changed her life.” She still occasionally calls us just to tell us “how great we are” and that she has yet to have a day go by in which she is not complimented on her smile.

After practicing for nearly 20 years, orthodontics was a discipline of dentistry I had little interest in. Invisalign resulted in my stepping into the shallow end of the pool. Becoming a Gallerite at the suggestion of my longtime friend Drew Fairweather, and with the support of Bari Posner and the entire Empire Too group, is something I never could have imagined. The confidence and knowledge that the Galler Nation and David himself have equipped me with are things I am very proud of. I’m all in! ■

*(See figures on pages 7 and 8)*

First we had to achieve a stable, healthy periodontium. We then took care of her routine restorative needs (**Figure 2**). Only then could we plan the Invisalign phase.

Had I not been a Gallerite, I would have never attempted such a case. We ran this through the Galler Engine, keeping in mind Jo’s periodontal situation. The lower anterior intrusion was helpful, and the Galler Anterior Intrusion Protocol (GAIP) was valuable. This initial phase of treatment consisted of 25 sets of aligners, changed at 14-day intervals. Josephine used the Propel vPro vibration appliance, which I felt was important.

We did one Refinement, consisting of 25 sets of aligners, changed at 10-day intervals. After 19 months, the Invisalign phase of treatment was complete.

We then moved on to the implant phase, restoring Jo’s lower left, and ultimately to her retention phase and whitening (**Figure 3**). (In viewing the pictures, keep in mind that the whitening is only evident on her final “home” pictures.)



**Figure 1:** before treatment.



**Figure 2:** after periodontal and some restorative treatment. The patient was now ready for Clear Aligner Orthodontics.



Figure 3: after treatment.

# Case of the Month

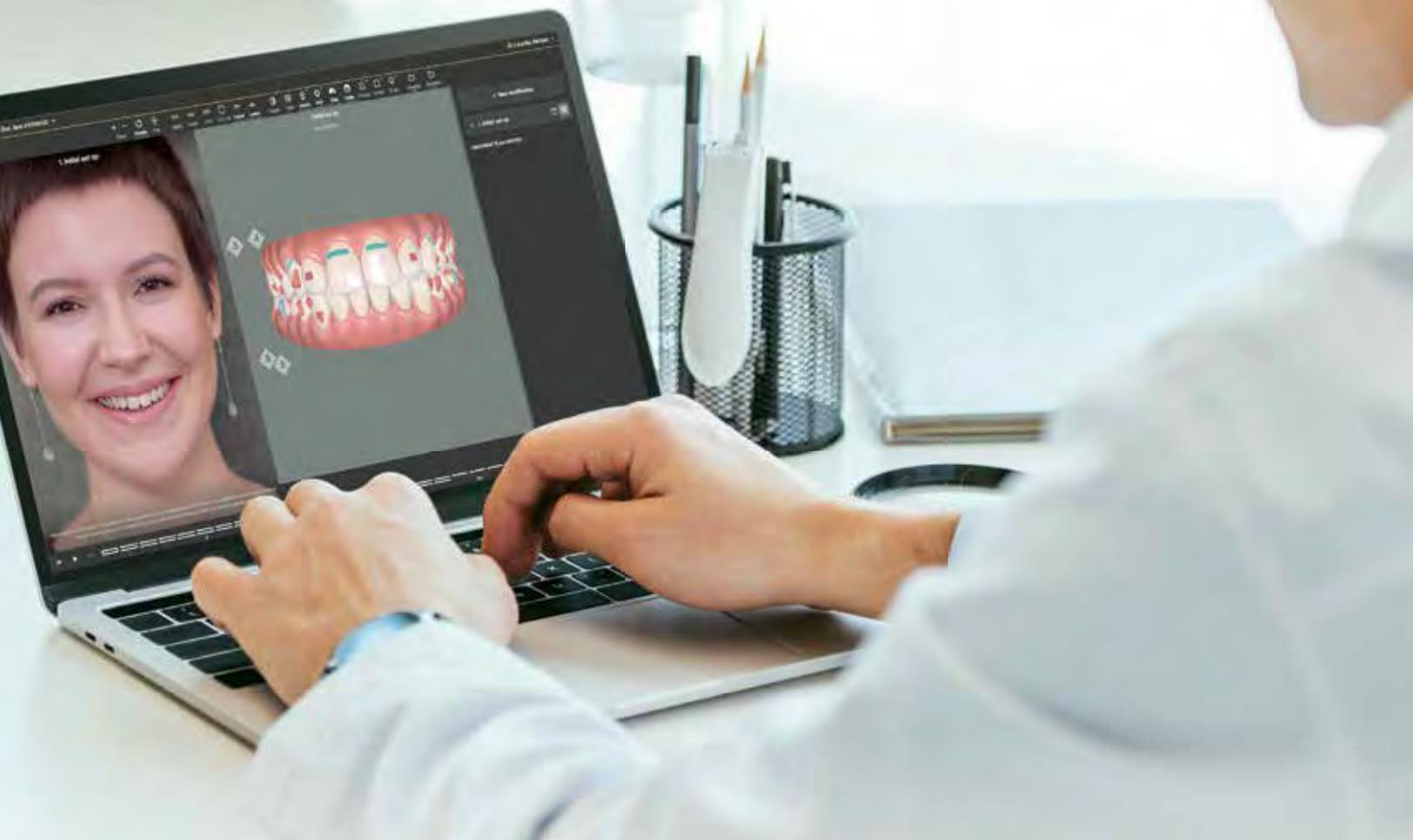
Visit our “Case of the Month” section on the AACCA website.

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](http://www.aacaligners.com)



**now treatment plan**  
with greater  
freedom and  
better visualization.



**NOW AVAILABLE! ClinCheck Pro® 6.0 and ClinCheck® In-Face Visualization**

Cloud-based ClinCheck Pro 6.0 gives you the freedom to treatment plan anywhere, anytime, on a Mac or PC. It's also the only version with In-Face Visualization (enabled by the Invisalign® Photo Uploader), allowing you to visualize the ClinCheck treatment plan within an image of your patient's face.

Visit [Invisalign.com/CCPro6.0](https://www.invisalign.com/CCPro6.0)  
and transform your practice today.



# Haifeng: or, How I Learned to Stop Worrying and Love Treating Extraction Cases With Invisalign

by Oleg A. Shvartsur, DDS

*This case was one of the Golden Aligner Finalists at the 2019 Gallerite Reunion convention.*

This is the story of my first extraction case with Invisalign. This case taught me about not only the mindset of this patient and other patients who are from outside the US, but also the way that most of our patients think. If it doesn't hurt, it's not a problem. People care more about the way their teeth look than about their oral health.

When I met Haifeng, he was a 29-year-old who worked in information technology, and I initially thought he wasn't an Invisalign candidate (**Figure 1**).



Dr. Oleg Shvartsur graduated from the University of Washington School of Dentistry, where he currently teaches as an affiliate faculty member in the Oral Medicine Department. Shortly after, he founded 425 Dental, a comprehensive practice which now has over 30 full-time

employees in office.

Dr. Shvartsur has received the Gold Level of Achievement from the American Academy of Clear Aligners (AACA), and had 2 of his Invisalign cases chosen among the top 10 finalists in the AACA's 2019 Golden Aligner Contest.

Dr. Shvartsur has earned VIP Diamond Provider status, and has been selected by Invisalign to help develop and pilot new products. He lectures on Invisalign for both the AACA and Align Technology. He has also proudly served as a delegate to the American Dental Association.

But after further review and after seeing his molar classification—it was Class I on his right and Class II on his left—I thought, just for the sake of it, that I would try to set this case up. I spent numerous hours going back and forth with techs in Costa Rica, playing around with maximizing IPR and with extractions, and finally developed a treatment plan that I thought was remotely feasible for this unique case. I knew that the risks were high and that I would need to go over them all with the patient. One of these risks was the possibility of taking the maxillary teeth out of the buccal plate and causing more recession than what the patient had to begin with.

Another risk stemmed from the anterior crossbite. We would need to extract a lower incisor (tooth #23) to have enough



before and after treatment.

space to jump that crossbite; but after closing the extraction site, would we be able to get the roots to track and come parallel? If not, Haifeng would need veneers on his lower teeth.

Even after discussing all of this, I still felt scared to do this case. I told Haifeng that he'd be better off going to an orthodontist and getting orthognathic surgery and doing this with metal braces. Haifeng said that that was not an option, and that he was fine with the risks, even if it meant losing his upper teeth in the process and causing more structural and functional damage.

Great! Now I had to execute the plan and make this actually work. Now it became biology (Haifeng's dentition) vs. technology (what the ClinCheck was showing me).

Before we could get started on this case, if we wanted even a remote chance of success, I had to get Haifeng's oral health in decent shape. We put him through 6 sessions of scaling and root planing, and filled multiple cavities. He needed a root canal on tooth #14, but I didn't want to do the crown prep until after



**Figure 1:** before treatment.



**Figure 2:** after initial 23 aligners, before Refinement.

Invisalign—I might need to help stabilize his bite in the event of the dreaded posterior open bite. He needed to be evaluated by an oral surgeon. Finally, after sorting out all of his oral health issues, 8 months later, it was on!

Our initial treatment plan consisted of:

- 23 sets of aligners, changed every 5 days for the first 3 months, and then every 7 days
- Propel micro-osteoperforations
- Extraction of several teeth, including #23, by the oral surgeon
- Munchies and Chewies, and no elastics

Haifeng showed up to our office excited, and I showed up sweating. I'd had a difficult time sleeping the night before, since I was reviewing in my head everything that could go wrong. I pulled out all the stops. I told Haifeng that he had to live in the trays, that they couldn't be out for more than 15 minutes, and that he even had to eat every meal in them. Once I got him numb to begin Propel micro-osteoperforations, I knew there was no turning back.

After I finished with my Propel treatment, Haifeng went to see our in-house oral surgeon, who took out 5 teeth: #13 (which was nonrestorable because of decay), #16, #17, #23, and #32.

I put flags in the patient's charts requiring that every time he came back, I had to see him personally, so that I could beat compliance into him. Again, I lost sleep the night before his first follow-up appointment 3 weeks later. To my surprise, the teeth were tracking! What was happening here? I stuck to it, seeing him every visit, and 5 months later, it turned out that we had pretty darn good results. This might actually work!

Haifeng told me that he had gone back to China to visit his family in the meantime, and his whole family was thrilled with the results and the fact that he wasn't hiding his smile with his hand anymore. At this point, 5 months into the treatment, he told me that he was happy with the results and he was done (**Figure 2**). But if I could get this far in only 5 months, what else could I do in 5 more months to make this perfect? I prevailed upon Haifeng, and he allowed me to order additional aligners so as to better position teeth #22 and #23, and align the rest of the teeth slightly better.

After an additional 5 months and 21 sets of aligners changed weekly, the case was complete, and the patient couldn't be happier (**Figure 3**). I hadn't thought it possible to treat an extraction case with Invisalign and have results like these, but it worked! He still had chipped incisal edges where we had jumped the crossbite; I couldn't let him walk around showing his new smile with chipped incisal edges. We performed some no-charge bonding for Haifeng to complete the picture. He now smiles without hiding his teeth, walks into the office with confidence, and is an overall changed man.

From treating Haifeng, I gained the confidence to treat others like him, and I now have 2 extraction cases currently in process. I feel thankful for this patient and for the experience that has now enabled me to better treat others in providing an alternative to orthognathic surgery, with proper planning and exceptional compliance. Our entire team at 425 Dental, including our in-house endodontist, oral surgeon, hygienists, expanded function dental auxiliaries, and orthodontic team, is pleased at having been able to change someone's life, and looks forward to continuing to do so. ■

---

Join “Webinar Wednesdays” for a wide range of topics, speakers, innovations, and techniques. Earn 1 hour of CE credit for each course. For a full schedule and to register, visit [www.aacaligners.com](http://www.aacaligners.com).



**Figure 3:** after 21 Refinement aligners.

Ultra thin, rapid and deadly accurate  
IPR down to 0.2mm



[eocamerica.com](http://eocamerica.com)

# Feature Article

## Connecting With Patients and Prospects

by Christina Blacher, DMD



Dr. Christina Blacher graduated from Indiana University in Bloomington with a BA in chemistry. She received her DMD from Midwestern University in Glendale, Arizona. She started in private practice in Manchester, Connecticut, while her husband completed an endodontic

residency at UCONN Health, in Farmington. After 3 years in Connecticut, Dr. Blacher relocated to Dallas; she now has a private practice in Allen, Texas. She is most passionate about Invisalign and cosmetic treatments.

Dr. Blacher is a Platinum Invisalign provider, a faculty member for Align, and a board member of the American Academy of Clear Aligners. She has completed advanced courses in Invisalign and cosmetic dentistry, including Invisalign Pro, Invisalign Intermediate, Reingage with Dr. David Galler, and Botox and Dermal Fillers. She is also starting to implement Digital Smile Design and virtual consults. Dr. Blacher is a mentor to other dental offices, and has started an Instagram page @queenofinvisalign to share her insights into Invisalign as a general dentist.

Marketing is one of the biggest opportunities and largest unknowns for so many doctors. How do you grow a practice? How do you reach more patients? Where do you even start?

My journey as a dentist began in Manchester, Connecticut, as an associate with an established practice located in the basement of a medical office building. With no signs outside the building, the office was tough to find, and patients were always getting lost on their way to see us. I assumed that this would be a challenging practice to market, but much to my surprise, I found that the practice was growing exponentially. There was a constant stream of word-of-mouth referrals, supplemented by a successful pay-per-click campaign targeting potential patients for the practice's biggest procedures. Marketing seemed easy!

A few years later, when I moved to Texas, I took over a private practice that was the complete opposite. We had well-positioned signage, but I soon learned that this was not enough to attract new patients. In the beginning we were only breaking even, and I knew that I had to try something to energize the business.

I moved full steam ahead and tried every marketing tactic that my tight budget allowed: print marketing, pay-per-click campaigns, internal marketing, getting out in the community, social media, working with influencers, using SEO and Google, geofencing. I cast a wide net and learned a few valuable lessons along the way: pay-per-click was too expensive and didn't work, and print marketing was not effective, but social media, influencers, and geofencing have produced strong results. When I stop to consider why, the answer is clear. The approaches that work best are those that help me to stay connected to my patients and build closer relationships.

Today, connection is a critical part of my marketing strategy. We strive to create a positive experience for all patients, and approximately 60% of all new patients that come into our office are from current patient referrals. Our internal, office-based marketing efforts focus on highlighting the offerings and procedures that we do in the practice, to keep all our patients informed and engaged with every visit.

I also learned the importance of social media. When done right, it can help to create engagement and develop relationships with both existing and new patients. Knowledge and insight about your target audience are critical in tailoring your social marketing energy to attracting specific patients.

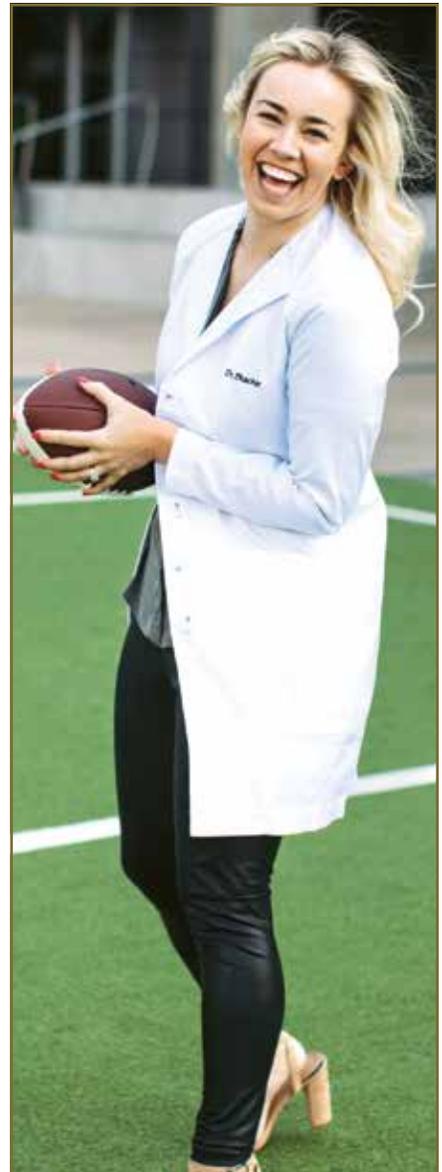
When I look at my patients today, I find that in general, they are more interested in cosmetic dentistry. As I find happiness in doing procedures such as teeth straightening with Invisalign® clear aligners, I focus on attracting new patients interested in cosmetic procedures. One of my favorite marketing quotes is "Sell the problem you solve, not the product." I am passionate about transforming smiles and changing lives—this is what I market to patients.

Align Technology has done a phenomenal job providing marketing resources and tools to help doctors promote the Invisalign clear aligner system in their practice. The company provides doctors with print and digital marketing assets and ongoing education, along with driving patients to practices. From iTero scanning to social media resources, Align offers doctors every opportunity to market successfully and create that positive experience.

Among the most exciting marketing opportunities this year has been the NFL partnership with Align. As doctors, we are always looking for new ways to connect with our patients and prospects. The NFL is a brand that patients trust and respect, and one that we can leverage in marketing our practices. From posters to calendars, team cases, and memorabilia, there is a wide range of NFL marketing tools available for you to use in your practice.

In our office, we have incorporated co-branded NFL resources into our social media to engage more with our audience. We do raffles with patients for giveaways, celebrate team wins each week, and market to new patients by giving away NFL freebies at their first visit. As a result, I have seen patients feel more connected to my practice thanks to our affiliation with the NFL and the Invisalign brand.

Marketing is one of the biggest opportunities for your practice. It starts with knowing your patients. Define your target audience and understand what is important to them. Don't be scared to try new things, utilize social media, and take advantage of the resources that are available to you. Create that positive experience and have confidence in what you are passionate about. You are amazing! ■



The NFL has entered into a marketing partnership with Align. From posters to calendars, team cases, and memorabilia, there is a wide range of NFL marketing tools available for you to use in your practice.

# Clinical Techniques

## Diamond Tips—Tips and Tricks

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 fourth 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.

Dr. Kunik 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](http://www.drkunik.com/doctor) or call 512-327-7575.

- On narrow cases, creating an ideal arch means overexpanding the cuspids and bicuspid.
- A very narrow case with a flat, crowded anterior segment usually requires a revision to get the ideal and symmetrical width with that “archy” anterior that just looks so beautiful and natural.
- Isolating crown movements from bodily movements increases predictability.
- Stability is created when the lower teeth close into a position that allows the teeth to stabilize. This often requires equilibration and revisions to relieve interferences.
- Predictable movements should be done early in the treatment.
- Holding the molars minimizes many undesired

consequences of Invisalign as well as enabling you to avoid roundtripping by using IPR appropriately.

- Orthodontists are taught to treat to an ideal that rarely occurs in nature. Ideal esthetics and function are both part of a stable and comfortable bite. Thorough assessments are key to Invisalign success, and defining each patient's ideal is part of every diagnosis.
- An enlarged photo of the patient's natural smile is the most important viewpoint for guiding final smile design.
- Extraction cases most often include shallow bites, moderate crowding, or bimaxillary protrusion.
- Orthognathic surgical cases often present with open or underbites, and significant overjet, with long faces and gingival display.
- Attachment tips include: minimizing flash, constructing them out of 3M Transbond, and polishing without scratching enamel using a Dedeco green rubber wheel.
- Don't do all the IPR in one stage; instead, spread it out.
- See patients regularly to ensure that contacts of moving teeth are loose and don't require adjustments.
- After receiving the final proposed virtual ClinCheck rendition, make further changes via textual instructions back to the Align technician. Use of brief, concise messages is key, since English is often the tech's second language and you don't know the personal experience level of the tech who is handling your request.
- Identifying cases that fit your practice's service model is crucial. The 20-tray rule is of no value when the diagnosis is incomplete. Only years of experience can enable the clinician to distinguish the easier-to-moderate cases from the moderate-to-difficult cases. Missing the difference can lead to the 20-tray/6-month case turning into a 2-year case and leaving an unhappy patient. ■



## Better Treatment in Fewer Visits

With VPro™, the 5-Minute Solution



**Faster, more predictable  
tooth movement**



**Grow your new clear  
aligner starts**



**Increase profitability  
and practice efficiency**

t: (855) 377-6735 | w: [propelortho.com](http://propelortho.com) | © 2020 Propel Orthodontics

The VPro Series devices are intended for use by the orthodontic patient during treatment with aligners to facilitate minor anterior tooth movement. I RX only | See Instructions for Use for Full Prescribing Information.

# Reingage News

## Reingage Study Club News

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



### Empire Member Spotlight:

My name is Aleksandr Dayanayev. I am a general dentist in Astoria, New York City. I have owned the Steinway Family Dental Center since December 1999.

It is a group practice with most of the specialists under the same roof, so the scope of treatments we provide ranges from simple

fillings to full mouth reconstruction, except for ortho. In my dental school years my ortho experience was limited: "If a patient has an ortho problem you refer him to your friendly

orthodontist," as was simply put by my ortho instructor. I think that is the extent of ortho education most of us general dentists got. Since then I have taken the Invisalign certification class, which boils down to taking impressions, x-rays and photographs, delivering a few aligners at a time, and then Invisalign and the patient would do the rest.

Until my first posterior open bite case. That is when I was introduced to Dr. Galler and met my new friends: the class called Aligner Empire.

I was no longer alone.

My approach to each patient case has changed. I know I can fall back on the help of my colleagues whether it is clinical, business, or marketing. Today I am confident I can take any case and bring it to perfect occlusion with teeth that will last a lifetime, and people with teeth live longer. So not only do "we change people's lives," we also help extend them.

Aleksandr Dayanayev, DDS | 32-50 Steinway St, Astoria, NY 11103 | (718) 728-3314

Original Empire Member and Faithful Gallerite



Fall has been a great time for our members of Align the North. After the summer, we have started to get back to the practice of dentistry, integrating all the safety protocols, and have had our practices return to normal—if not better than normal—levels. We are thankful for all the benefits of the AACA Align programs, including the special iTero deal and the free CE Webinar Wednesdays.

Special congratulations to Dr. Berta Bacic's daughter, Ryan Kiera Armstrong, for winning the lead role in *American Horror Story*, and also for her role as a young Gloria Steinem in the film *The Glorias*.

Align the North also celebrated the birthdays of Dr. Peggy Bown, Dr. Tracy Fadden, and Dr. Leah Stempfle this quarter.

# 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.

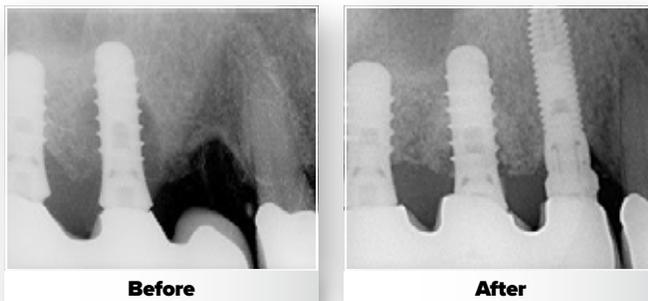
- Non-invasive
- Increases sleep quality
- Lessen the effects of snoring
- Safe and patient-friendly treatment

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](mailto:marketing@fotona.com) today.

**Fotona**  
Ultra Performance Lasers™



[www.fotona.com/US](http://www.fotona.com/US)



@FotonaLasersUS



@FotonaLasers\_Official





Arch Madness welcomes the newest Gallerite: the beautiful daughter of Dr. Venus Nemati and her husband, Ali! Baby Celine was born on July 22, and as Venus shares, "Life is more precious and meaningful now." In addition to giving birth to her daughter, Dr. Nemati also bought a dental practice in Vancouver, British Columbia, and is hard at work balancing new-mom and practice-owner life. Congratulations on your many blessings, Dr. Venus!



It seems like eons ago that we could go out to eat, hug our friends, and not worry about the air we breathe! The past months of dental practice and life in general have been beyond my comprehension. Our worlds have been turned upside down and inside out. One of the few things that have remained constant is this amazing group. The Capitaligners have continued to help each other and support each other. We had a team Zoom

meeting at the beginning of this pandemic and have continued to talk each other through this unprecedented time. We were all saddened by the cancellation of our annual convention, but this will give us that much more to look forward to in 2021. As a team, we will be able to get through this and emerge stronger and smarter than we started. As seen in this picture, Dr. Jason Elliott and his team at Elliott Family Dentistry are embracing their new COVID reality with some stylish masks. Go out there and make the best of every day, knowing that we all have each other!



Q3 has been one for the books for the Capone Correctors. Let's start with introducing the newest KOL of the AACA, our very own Nadia Saad from Michigan. She is incredible and has built a team that does cartwheels every time a patient starts Invisalign treatment! Also, as a whole, the Capone Correctors are on **fire**. We are doing the **most** cases that we have ever

done as a group. Part of what gave us some motivation is that some local Metro Detroit Gallerites got together for dinner and to catch up. We all felt recharged the next morning, because there is nothing like seeing fellow, like-minded Gallerites that you just know understand you. We are excited to finish the year strong and keep the momentum going!



As the leaves start to change color and the winds are blowing harder, the members of Chicago Style Deep Bite look back on a productive summer. Our offices are once again filled with patients, safely and happily improving their oral health, and as the wheels of our offices keep churning, we are continuing to build relationships and improve ourselves. Dr. Scheive went on a week-long externship for implant surgery in Mexico. Our own Dr. Joan Werleman really expanded her limits and wrote a book on airway health!

We are also reminded that even in dark times, beauty and life continue. Dr. Henry Huang and his wife Fei welcomed baby Clayton on August 17th, and I swear his sweet face will make you forget any PITA patients from this week!



No one would have predicted the ever-changing times we are in now. Many new systems are now in place to cope with the new normal. But as many things have changed, dentistry has still remained a constant. Thanks mainly to the foundation laid down by Dr. David Galler and the AACA, many ClinCheck Cartel dentists have been able to resume their normal practice

operation and even go above and beyond their previous productivity. The AACA website in particular is and has been a very useful and strategic source for product specials, doc locations, and very informational webinars. The Cartel team sends a special thanks to the AACA website team for providing such an amazing go-to source for valuable information.



As we all continue to trudge through 2020, Empire Too has seen an exciting and busy, albeit different, third quarter. From reopenings to new procedures to new PPE, together we're learning to adapt to the new normal. And, as can be seen by the picture with Dr. Ali Modiri, Dr. Adriann Hicks, Dr. Jaclyn Wertheimer, and me (Dr. Bari Posner), we're doing it in style with our new iTero 5Ds. Here's to an outstanding end of the year!



Ghosts of POB kept working hard during the last few months, and little by little we got back to normal, working full time in our offices. We have joined a new era and now get most of our CE online, thanks to AACA and to Dr. Galler, who created the Webinars on Wednesday. The most inspiring developments

among our class during these months were the graduation of our fellow Ghost Dr. Mike Tran, who got his fellowship in implantology, and Dr. Jessica Tendero's starting Essentials 4, the last course of the Pankey Institute core curriculum. We look forward to attending the 2021 GRC in Vegas as one of the best classes in the Gallerite Family. Go Ghosts!



We have been missing seeing everyone's faces after hearing about GRC getting canceled. However, many of our members have bounced back stronger than ever and are ringing record-setting bells. We continue our tradition of sending a selfie every weekend, and many members are still spending time with their families and staying local. A big shout out to Tiffany Danyal, who welcomed Anna Alexa on October 6, 2020.



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



Hells Aligners are back to kicking some a\*\* and taking names! Protocols safely in place, new attitudes, more aspirations to not be beaten by a virus that just has not played fair. We have continued our Thursday Zoom meetings, just a little less frequently, as we are getting busier and busier... And back to the new normal.

Can't wait for things to settle down more, so we can resume where we left off. Planning to reschedule the HA party that was going to happen in the Bay Area «the weekend it all closed down».

Locally, good stuff going on. Meetings with Dr. Pombra and Lara, at my office, for study clubs about incorporating brackets and wires for those darn laterals and POBs, Botox, laser and Juvéderm. Michael Huguet study clubs on office management and how to handle it all eloquently.

Hoping the next quarter can boast a great photo of as many of us as we can get together. Love and support. What it is all about—and then some! ♥



Wow, what a year! Though we have been through the wringer as a country and world this year, the Stripperz have been so resilient and have bounced back like champs. We are working hard, keeping our teams and patients safe and

healthy, and **succeeding**. During this pandemic, we have continued to find ways to cherish our families and survive. We always want to look at things in a positive light; therefore we have used our time off to grow and be creative, challenge ourselves to adapt and change for the better, and strive to advance **no matter what**. We know that we are not unlike the other

classes, but if there is one thing that stands out when it comes to us Stripperz, it's our positivity, strength, and fun...as family, friends, and dentists. During this pandemic, we have continued to find ways to cherish our families and survive. We hope that all of you have been able to do the same. It is our prayer that you are safe and healthy, and continue on no matter what comes your way!



Here we go! We're all settling into our new normals this fall. Through effort, collaboration, sharing, and faith, we've been able to return to doing what we do best. No one expected 2020 to be the year that it was, but we are all confident in our recovery and our ability to emerge stronger and better for it.

Driller-land has been lively as ever: tips and tricks, rainbows, family fun, amazing food creations, blasts from the past, support, encouragement, and fellowship. We are all looking forward to seeing Galler Nation in person in 2021.

Happy Birthday, Mommers!



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 – [www.aacaligners.com](http://www.aacaligners.com)

# Declining Reimbursements? Need More New Patients?

Discover How To Double Your Production,  
Without Advertising Or Hiring More Staff

by Dr. John Meis

**H**ave you seen the numbers?

Reimbursements really *are* shrinking. Proof: Independent GPs will lose 8.7% in reimbursements in 2019, according to Morgan Stanley Research. That's on top of a 6.7% loss since 2017!

What can you do? Especially if you're worried about getting more patients ... or just want to keep your schedule from falling apart?

You'll find answers here.

Hi, I'm Dr. John Meis, a 4th generation Dentist. I was born to do dentistry. And my practice in Sioux City, Iowa was doing fine, thanks to long hours and hard work. But after a brush with death at age 28, I realized a painful truth -- *I couldn't afford to die!* My family depended 100% on my being at work every day. Without me doing all the work, my wife and 2 young children faced a future of financial hardships.

My health scare (a heart condition, now symptom free) was a wakeup call. It forced me to build a practice that ran on systems and teams ... not on my labor. After 11 years of trial and error, I created what I call the *"Double Your Production System."* It took me to over \$225k/mo. in personal production ... yet I always made it home for dinner. It let me double and even triple production in any other dental practice I walked into. And since 2005, I've advised more than 4,439 dentists and staff in 12 countries.

## The Strange Secret To Growth

What if everything you've been told about growing your practice was wrong? For example, *what if you don't have a new patient problem?* What if bringing in more new patients, like blasting water from a firehose into a leaky bucket, is actually causing your practice to fail? That's just one of dozens of unconventional success secrets you'll discover in my new book ...

## "The Ultimate Guide To Doubling Or Tripling Dental Practice Production"

Don't spend another dime on marketing or hiring a non-dentist "guru" before you get this book. In it, I reveal exactly how I learned to laugh at falling PPO reimbursements ... as I built a \$6-Million practice in little Sioux City ... and how I've grown over 150 practices that I've been a partner in. Here's a sample:

- **Why "bad news" about insurance coverage leads to 80-95% case acceptance** (pages 24-25)
- The simple roadmap to \$326,400 in new revenue, without advertising (page 126)
- **How to boost your production to \$225,000 a month** by doing new patient exams in just 8 minutes -- without sacrificing care (pages 50-62)
- The #1 secret to case acceptance is an "E----- C----- Exam" (pages 55-60)
- How to double your production starting tomorrow (yes, *tomorrow*) pages 15-18
- Why "nesting" is stopping you from tripling production (and how to fix it). See pages 71-72
- **How to reclaim \$102,952 in new revenue per hygienist** by "framing" (see page 29)
- How to replace your salary with profits that multiply, *while you do other things* (pages 119-120)
- **How to create \$440,000 a year in production.** Hint: no more meetings! (pages 87-88)

## Free Book

Members of the Academy of Clear Aligners are entitled to a Free copy of this new book, while supplies last. Go to:

[www.2xProductionStartingToday.com](http://www.2xProductionStartingToday.com)





Many Invisalandians remain positive and strong amid the craziness of 2020. One amazing team member, Dr. Tricia Quartey out of Brooklyn, New York, reflects on her journey as a dentist and being a dentist during COVID-19. Dr. Quartey opened her startup practice 8 years ago. The first few years were rough, trying to acquire patients in the most densely populated area of dentists in the nation. She now has a team of 4 support staff, 2 hygienists, 2 GPs, and 3 specialists. Just as things were going very well with record numbers, COVID-19 hit. Interestingly, the year Dr. Quartey opened was the year Hurricane Sandy hit, but this was far worse.

Dr. Quartey, like many others, closed her doors in March. However, when she voluntarily reopened in May with one dental assistant, she was one of the only dentists seeing patients in town. They saw new patients and were surprised at how busy they were. Dr. Quartey states, "We went from only anticipating to work 2 days to being open 5 days that first week. Our endodontist was available several days a week, and we could offer same-day crowns. What's even more shocking is the number of Invisalign starts during the pandemic. I was fortunate that I had already scanned them with my iTero and was able to order the trays prior to us reopening. As I write this, the numbers are rising again in Brooklyn and the mayor has closed all businesses that are not essential in those ZIP codes. Who knows what the future will hold, but I've learned that I could also refocus my plan as an emergency dentist if needed." Way to go, Dr. Quartey! An incredible story during a very uncertain time.



For Los Aligners, the past 3 months constituted our first-ever post-stay-at-home-because-of-a-deadly-pandemic experience. Don't know about you guys, but it was reassuring being part of a group, mostly including cool, calm friends north of the border and the chill likes of SoCal neighbors. But probably the coolest of 'em all is Doc Bethany Tant of North Carolina. Bethany left dental school and traveled directly to Iraq for military dental duty. These days, Bethany shrugs off North Carolina hurricanes the way Kershaw shrugs off catchers requesting fastballs.

And though things don't seem quite as smooth or easy as we remember only months ago, sharing family events like Mike Jones' son's wedding, simple pleasures like a Terri Pukanich fishing trip, another Murray Knebel adventure, or Viraj Gadkar becoming a dad, brought warmth and a smile following some uncertain times we never saw coming.

Our newest Los Aligners, including the likes of Pasadena's Kyle Low, Laker fan extraordinaire Elliot Ahdoot, and cool NorCal Sami Sreis, have been inspiring; the energy they share every day on WhatsApp leaves no doubt these guys are givers.

And Los Aligners have kept their heads down, been mentally tough, and remained successful; we're the epitome of what AACA is all about. Fight on.



Fall is upon us, but the Mass Spikes are springing forth with new life! Congratulations to Alice Cheng and Chrystle Cu on welcoming new babies. Also big congrats to Liz and Tim Holzhauer for welcoming a different kind of baby, as they opened their second office in Avon, Connecticut. This will complement their West Hartford office nicely.

The leaves are changing and the weather is getting cooler. The dental climate appears to be keeping fairly warm, though: many of us have experienced substantial growth coming out of the spring shutdowns.

We look forward to keeping our chairs full and our hands and minds busy as the cold Northeast weather settles in.

# Own the Future

Put your practice at the front of the pack by milling same-visit BruxZir NOW® crowns with glidewell.io™.

**No payments for 6 months**  
Call for more information



“

The glidewell.io™ In-Office Solution has changed the way we practice dentistry completely. Our patients love it as much as we do. **We're so glad we purchased glidewell.io; it has paid for itself in less than a year.**

– Christina T. Do, DDS | Costa Mesa, CA

”



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 Jun. 30, 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](http://www.glidewell.io) | 888-683-2063

**glidewell.io™**  
IN-OFFICE SOLUTION

GD-1344955-040820

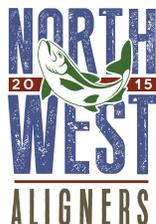
In March: Friday the 13th, Full moon, turned clocks ahead, all in one weekend.  
 October 31: Halloween on a Saturday, Full moon, Turn clocks back an hour.  
 Maybe this will return us to factory settings?



The Mile High Munchies have been taking advantage of this crazy pandemic by getting things done. Dr. Lindsey Zeboski has been training on her Fotona LightWalker laser, and we can't wait to see the results. Dr. Dave Dent has been training on implant placement with the AACA implant course down in Mexico; olé! Dr. Laurentis Barnett held an Invisalign Day and **killed** it with 11 starts in one day. Great job, Laurentis. And Dr. Katie Coniglio is working on opening her new office in spring 2021. We won't let this crazy COVID get us down. Great quarter, Munchies!



Motor City Movers have been steadily pushing through 2020. Many of us have had record months, coming off weeks being closed, and are cruising along. Many of us took the time when our offices were closed to really reflect on what matters and came back on the attack with rediscovered purposes and goals. November 2020 will be the 3-year anniversary of our original Novi, Michigan, Reingage class, where our lives changed forever! We are loving the Wednesday webinars. We had the privilege of jumping on an informative Zoom call with some great Invisalign reps (shout out to Will Anderson with Invisalign) to brief us on some current trends and information. We are all looking forward to the holiday season coming up, and we are **really** looking forward to GRC 2021. **Yeah baby!**



The Wind of Change: one of my favorite songs and groups, but also telling of the time. Change has come, my friends, and the impossible storm that hit us all also offered its grace in the months after the shutdown. We have metrics in our business for everything, but not on one thing: our mental health. How the toll of life and business and financial stress has affected us as dentists, leaders, fathers, mothers, and humans is not measurable. So what we can take from this is that in life there are winners and losers, heroes and victims, creators and illusionists. You cannot control the circumstance that arrives at your door, much like the weather that affects your geographic area. What you have the opportunity to do in the face of changing winds is adjust your sails. Create the movement you need to move forward and adjust course. Ever heard the saying, "Be the change which you seek"? All you must do is say "Absolutely," and create the story which you want to tell. As president of NWA, I am here to serve the AACA in many roles and vocations. If you feel overwhelmed by life and strife of a personal nature, I would welcome a call or email; or put it out to the universe that you need help. Because positive intention is everywhere. You just have to seek it!



The past few months have been about "getting back to work!" Richmond Re-aligners spent most of their time tirelessly trying to make sure their offices kept their staff and patients safe. Life in a dental office has changed a lot. The highlight for us was that Wes Kandare gave a great talk on sedation dentistry. A great way to boost a practice's abilities to serve patients!



It's always a joy to look back at the Rockin' Cavs WhatsApp chat in preparing for these quarterly updates. It's filled with shared triumphs, encouraging help with Invisalign cases, funny videos, and life milestones. But this quarter, we'll use the update exclusively to celebrate with Dr. Uppasna Chand, who welcomed little Meher Chand Doshi into the world in July. Congratulations, Paz!

# UNLOCK YOUR FULL POTENTIAL EVERY MORNING!

The most successful leaders have a morning routine to start their day. Some routines give you energy like a fresh set of AA batteries...Our **Fire Formula** is like Rocket Fuel for your morning!

This Formula Doesn't Just Change One Thing...It Changes Everything!

## THE FIRE FORMULA



### INSTANT CLARITY

Just like when the sea is rough, sediment is churned up and the water becomes murky, but when the wind dies down the mud gradually settles and the water becomes clear.

Start every morning by practicing stillness, No emails, No kids, No obligations except for you connecting with you!



### ENERGY BOOST

Stop running through your day with 2 flat tires. You've been going through your day at half speed and you didn't even know it! Start your days in your best mood with double the energy and twice the fun!



### EXPANDED KNOWLEDGE

Start learning tools that directly effect your business production!  
When you expand your knowledge you get to grow your possibility for action. When you take more action, your business skyrockets!



### MORE INTIMACY

Want more sex?

...Enough said.

**REGISTER NOW**

@ [www.DentalSyndicate.com](http://www.DentalSyndicate.com)



Well, to say it's been a hell of a year would be an understatement.

I don't know about you, but I'm thinking PPP is just downright **sexy**. I especially love when my loops and face shield fog up to the point of zero visibility!

This year is nearly over, and I'd like to thank all of you for continued support and friendship through this time. Roll on, 2021.



As you might expect, the Shift Happens in Las Vegas class has not missed a beat since reopening this year. Our WhatsApp chat remains lightning hot, with daily bell-ringing from the majority of our doctors. If we're lucky, we get a celebratory dance video from Dr. Sheila Farahani. She has been blowing us away with multiple days of triple Invisalign case starts!

We were fortunate enough to have her company, along with

4 more of us, at an Austin-based mini-reunion in August. Texas barbecue and quality time together only added to our strength as a family.

Furthermore, it was awesome to see Dr. Angel Zamora and Dr. Palmi Testa spend time together training on the Fontana lasers (that they acquired for a steal of a price thanks to AACA!).

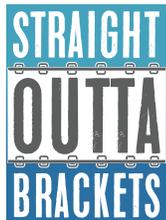
Our 2019 globetrotter, Dr. Yvonne Safo, has made a big move to Oklahoma City. She is getting established and energized in a new practice while planning her December wedding! We're happy to have her back stateside.



As we roll on during these different times, life and offices have been busy for most of Team Str8up. Congratulations to Ron DiRezze as he joins the AACA board members as a Key Opinion Leader.

There was a new addition to the family. Baby Elaynah was born in September; congratulations to Shaheen Popatia and her husband Karim on their beautiful new daughter!

Last but definitely not least, we have a retirement in our group. We're wishing Maria Kravjanski all the best for a happy and healthy retirement. We look forward to hearing about this new chapter in your life.



Straight Outta Brackets members have been working hard and reaching new goals in this strange new COVID world while still giving our patients a reason to smile. We are proud of our own Tim Stirneman, who just reached Gold Plus only a few months into Q3. With the help of all the additional AACA resources, we have adapted to the times and are doing our best to make this year count. Amir Larijani can't get enough of the Webinar Wednesdays! Here is Dr. Houck with a happy Invisalign patient who loves his new smile.



## 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](https://CompassionateFinance.com) for more info.

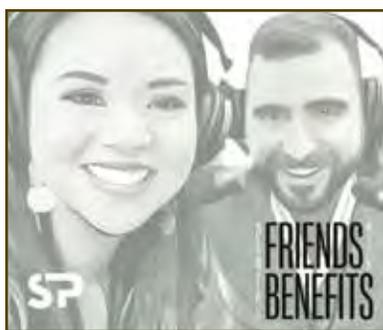


\*Subject to approval based upon PaymentWorthiness™

© 2020 Compassionate Finance

CFAD2001

We're in it for good®



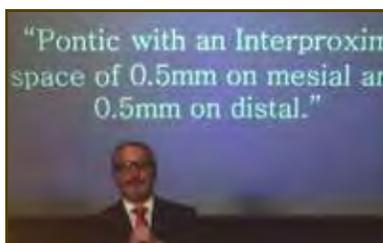
Who would have thought that the months coming out of COVID closures would have been some of the best in our practices' history? Many members of SuperCarlsBad experienced record months both in terms of Invisalign and in overall success. A lot of that is thanks to the collaboration and sharing of ideas among AACA members, the additions of new iTero 5Ds, and the overall enthusiasm for our profession that is common to our family of Gallerites. Some members were inspired to branch out to do even more during this time, including our own Dr. Ashley Joves, who started a podcast called "Dental Friends With Benefits" on which she and her friend discuss the good, the bad, and the behind the scenes of being a dentist. We're proud of you, Ashley!

Gallerites. Some members were inspired to branch out to do even more during this time, including our own Dr. Ashley Joves, who started a podcast called "Dental Friends With Benefits" on which she and her friend discuss the good, the bad, and the behind the scenes of being a dentist. We're proud of you, Ashley!



The last few months for Sweet Caralign have really been all about trying to get as back to normal as possible. And across the board, that very thing is happening. Offices are opening up, dental care is being provided in our respective communities, and lives are being changed. While we are certainly still upset over the postponement of GRC 2020, we are now looking forward to an epic convention in the summer of 2021. Not to mention that Dr. Galler has made continuing education a priority for us in the AACA with the Webinar Wednesdays, no small consolation. Recently

our very own Luis Camacho presented his webinar on troubleshooting Invisalign. If you have not been taking advantage of Webinar Wednesdays, I strongly encourage you to do so, as it is a great opportunity to rack up CE in the comfort of your home or office, as well as a chance to pick up pearls of wisdom that you will be able to apply to your practice as soon as Thursday morning.



It's time again to share with our Tri State Tippers in our quarterly AACA journal; but this time it's different. While I wish I were posting pictures here of GRC2020 #buildingbetterlives, we all have to accept that we will have to wait another year to see each other in person and share hugs.

2020 has been a challenging year for the world and for all of us in some capacity. I, however, can personally say that the Gallerite family was one of the biggest supporters for myself and many dentists across North America. Between the support in the WhatsApp chat rooms, the **amazing** comedy night with Dr. Galler himself, and the valuable Webinar Wednesday sessions, I was able to navigate through this knowing we have each other's back in this family—the Gallerite and AACA family.

Wishing all Tri State Tippers and Gallerites a wonderful closing of 2020!



The Walker Texas Retainers were extremely honored to win the 2020 Virtual Galler Cup! Everyone really missed accepting the award from Dr. Galler on stage in Las Vegas, so here is last year's celebration picture for us to remember. We all look forward to being together again at GRC 2021. Congratulations, WTR!

# 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](https://tekscan.com/AACA)

 1.617.464.4280

 800.248.3669

[info@tekscan.com](mailto:info@tekscan.com)

T-Scan is a trademark of Tekscan, Inc.



Wicked Straight congratulates Dr. Sydney Hofer on her recent engagement to Matt. You are a lucky man!

“Fight on.” Love, Wicked Nation



With that fall breeze and those autumn leaves... Wolf Nation has continued not merely to survive, but moreover to thrive, through these pandemic times.

One of our brightest stars, Dr. Vitaly Gantman, is on track to hit Diamond Plus Invisalign provider for the first time ever, and is gearing up to commence his speaking career with his first live webinar alongside fellow Wolf Nation shining star, Dr. Danièle Larose.

Dr. Sama Salim recently earned Professional Service Provider of the Year from Oakville Awards for Business Excellence. This exceptional lady also just hit Gold Invisalign provider with her team for the first time.

Firm roots have been set by 2 of our doctors, with Dr. Hussien Nsair opening Fresh Dental in Edmonton, Alberta, and Dr. Tony Castellano taking over Monument Family Dentistry in Richmond, Virginia.

Last, but certainly not least, our HealthyStart guru boss babe extraordinaire, Dr. Jill Ombrello, was recently accredited by the International Academy of Oral Medicine and Toxicology, all while studying to be certified by the Institute of Functional Medicine.

Way to shine brighter than ever in some of the darkest of times, Wolf Nation!



## Like this Journal?

The AACAO believes strongly in its “Strength in Numbers” philosophy.

Share past issues of the Journal with your colleagues, and promote the benefits of membership.

Log in TODAY to see what’s new! [www.aacaligners.com](http://www.aacaligners.com)

# Having trouble with a Case?

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

## Benefits of Membership

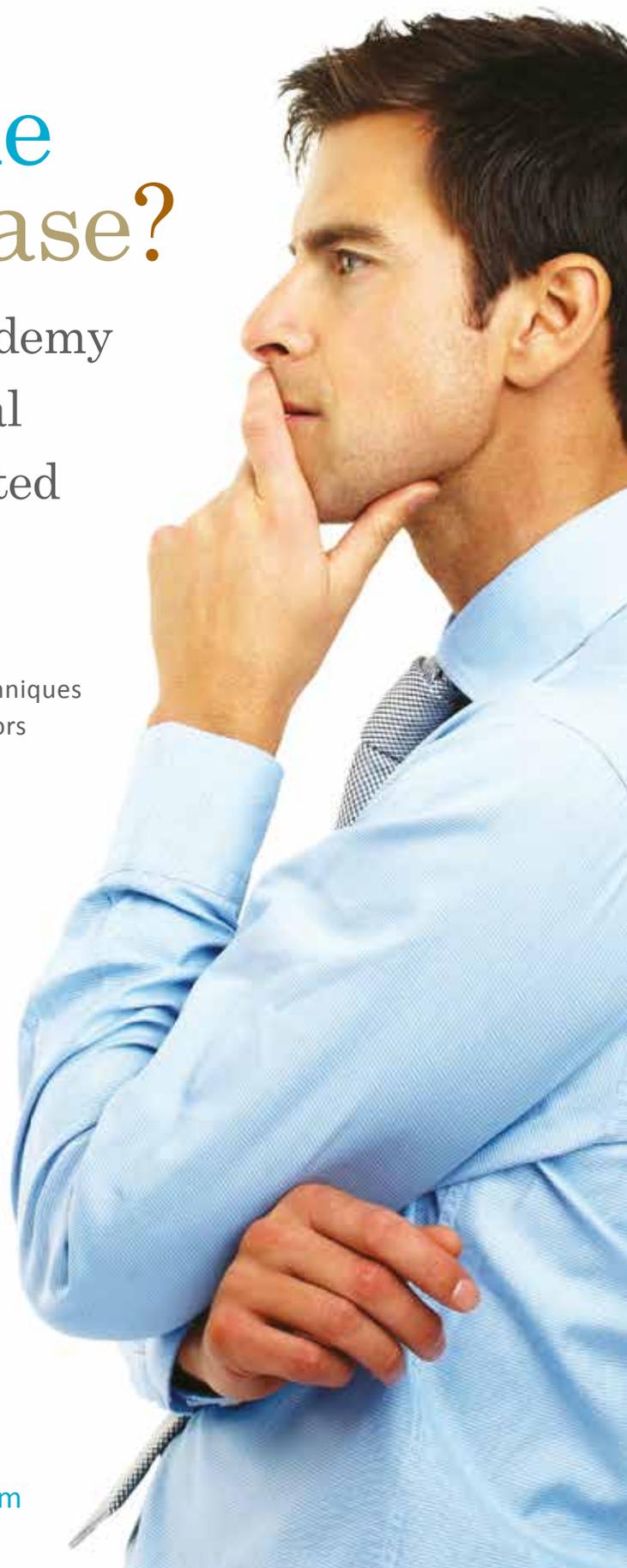
- Quarterly Journal—stay up to date on the latest techniques in the field, and look in on what types of cases doctors around the country are treating
- Members-only online blog/forum—post questions about your case and receive same-day help/tips from top doctors
- Handsome plaque—display to your patients, distinguishing your office as a leader in the industry
- Universal patient consent forms and agreements to protect yourself and your office
- Expand your knowledge and community at our annual convention



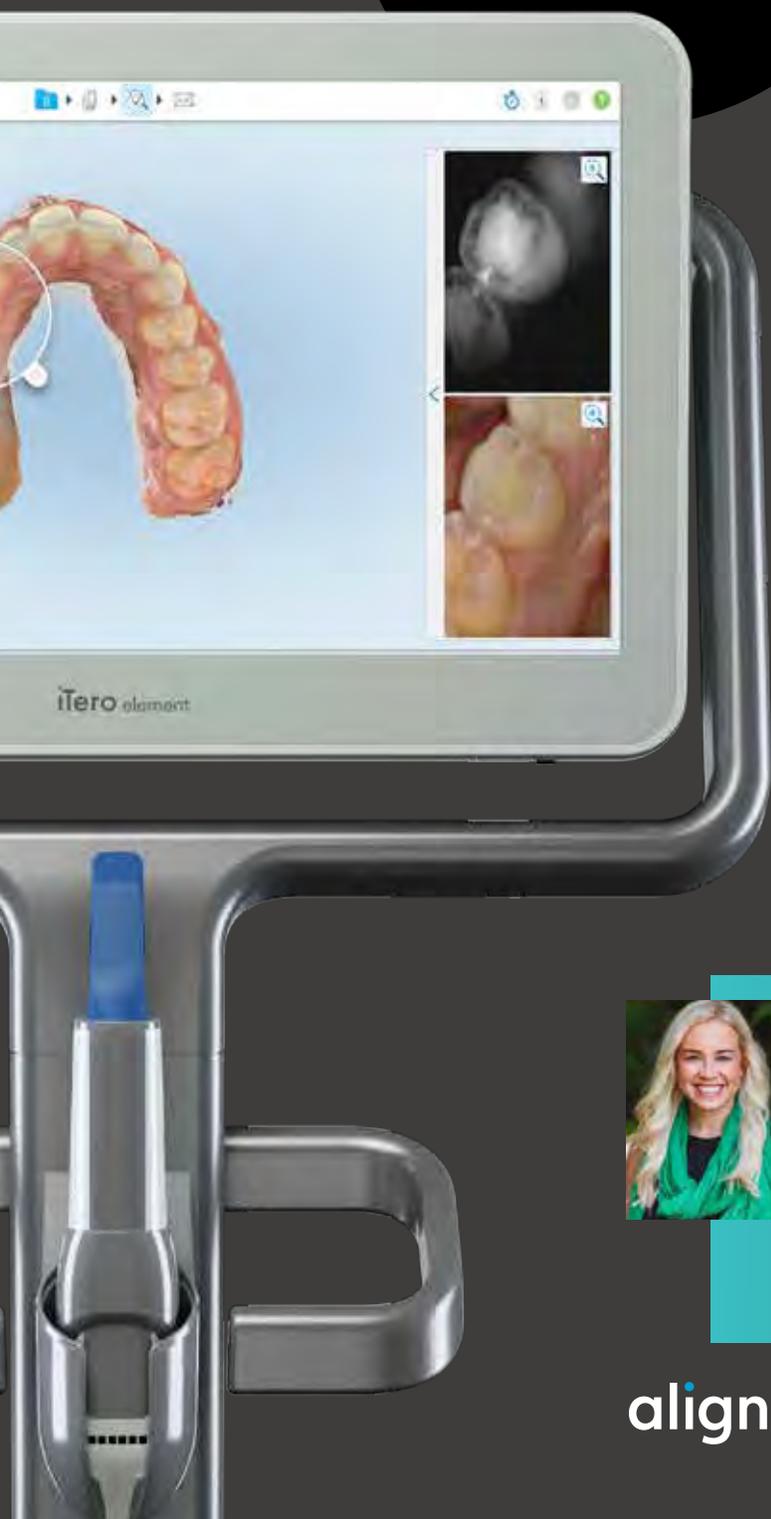
The official academy for Clear Aligner Therapy.  
Become a member TODAY! [www.aacaligners.com](http://www.aacaligners.com)



American Academy of Clear Aligners  
(Nationally or Locally) Approved PACE Program  
Provider for FAGD/MAGD credit.  
Approval does not imply acceptance by  
any regulatory authority or AGD endorsement.  
10/01/2020 to 09/30/2023.  
Provider ID#350507.



iTero®



“Hi, I’m  
**iTero Element® 5D.**  
And I expand your  
spectrum of visualization.”

Give your practice a new dimension with the first hybrid dental imaging system that simultaneously records 3D, intraoral color and NRI images. See beyond the current spectrum of what is possible for aid in diagnostics, patient engagement, and digital workflows with the iTero Element 5D imaging system.

To learn more or to request a demo visit [www.iTero.com](http://www.iTero.com).



**The iTero 5D is an absolute game changer for any dental practice.** Both the NRI technology and the intraoral camera features have been monumental for growing the practice and building relationships through educating patients. Patients love the technology, staff see the value behind the tools on the iTero, and as a doctor, it is priceless. The iTero has helped to build both an Invisalign® and restorative practice and is truly the one thing every single practice should have.

**- Dr. Christina Blacher, DDS**

align

©2020 Align Technology, Inc. All rights reserved. Invisalign, iTero, iTero Element, the iTero logo, among others, are trademarks and/or service marks of Align Technology, Inc. or one of its subsidiaries or affiliated companies and may be registered in the U.S. and/or other countries. MKT-0004067