



July 2006
Newsletter

from Gregory Tarantola DDS

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THANK YOU ALL FOR YOUR TREMENDOUS SUPPORT. JUNE WAS OUR WEBSITE'S BUSIEST MONTH IN OUR HISTORY WITH BOTH THE NUMBER OF VISITORS AND PAGE HITS!!!!

Greetings!

The next "YES" seminar Dr. Greg Tarantola and Mr. Kirk Behrendt will be doing will be in Minneapolis on Friday July 21! [Click Here For More Information.](#)

Tarantola Dental Learning is dedicated to helping dentists and their dental team, specialists and technicians learn and apply the principles of comprehensive, masticatory system dentistry in a relationship-based environment. That means promoting and maintaining optimal health, function and esthetics of all the components of the masticatory system, that is, the TMJs, the neuromuscular system, the dentition, the periodontium and occlusal bio-engineering. And accomplishing this in a way that is appropriate for that particular patient, that is, with their interest and active participation.

Remember this formula for "Peace Of Mind" in your practice:

NP (or EP)+E+D+TP+TS+CA=PS

New Patient (or Existing Patient)+Examination+Diagnosis+ Treatment Planning+Treatment Sequencing+Case Acceptance=Predictable Success

Thanks to Charles W Martin, DDS, MAGD, DICOI, FIADFE LeadershipMastermindCoaching.com for suggesting the enhancements to the above formula for success.

This month's inspirational quotes:

"Think like a wise man but communicate in the language of the people. "
-William Butler Yeats, 1865-1939, Irish Poet/Dramatist/Nobel Prize Winner

"The superior man understands what is right; the inferior man understands what will sell. "
- Confucius, 551-479 B.C., Chinese Thinker and Social Philosopher

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Thought For The Month - Articles For You And Your Team To Talk

About

Past "Thoughts For The Month" Are Now Conveniently Archived For Easy Review



DOING THE RIGHT THING

Our lives, both personally and professionally, are filled with us having to make decisions, to make choices.

In our practices, we have to make decisions about the direction of our practice, systems, marketing, employees. We have to make clinical decisions regarding diagnoses, treatment plans and treatment sequences.

And these decisions more often than not will have financial implications.

And at times it may seem like a fine line between doing the right thing and doing the profitable thing. Confucius' quote above really brings that point home.

That's where our internal compass comes into play. That internal compass is our core values. The things which we know if we compromise, we will know it, we will feel it.

So we have to make sure the needle compass points in the right direction.

This month's article written by Michael Barrier focuses on business ethics. A commitment to high ethical standards is a fundamentally sound way of doing business. "Good ethics does not always translate into good business," says Michael G. Daigneault, president of the Washington, D.C.-based Ethics Resource Center, which advises many corporations on ethical issues. "But over time, people do understand how you do business; and people do business with other people whom they trust."

This is a rather long article but well worth the time and effort. A PDF version is included that is easier to print and read.

- [Go to the article.](#)

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CUSTOM DENTIST WEB SITES

Get Your Practice On The Web With A Site That Reflects A Comprehensive, Relationship Based Approach

Did you know that in a recent CNN study over 80% of those surveyed said they rely on the internet to find reliable healthcare information & providers?

Not having a quality website today can be a negative for you and your practice. Today's consumer, our dental patients, are savvy and want to be informed...and this study proves they go to the internet for that information.

There are many options available to get on the web but very few, if any, differentiate the practice and truly convey the differences and benefits a comprehensive, relationship based practice offers our patients...

...until now!



www.CustomDentistWebSites.com can customize a website for you and your practice. It can help you and your team convey what you are all about, from the complete interactive exam, reflective case planning, collaborative sequencing to the quality dentistry you provide.

Take a look at how Custom Dentist Web Sites can help you, your practice and your team.

[CLICK HERE](#) to learn more about Custom Dentist Web Sites

[CLICK HERE](#) to see the courses and programs offered by Tarantola Dental Learning

[CLICK HERE](#) for a free, no-obligation sample CD with slides from all courses/programs [BACK TO TOP](#)

JULY CLINICAL TIP

Past "Clinical Tips" Now Conveniently Archived For Easy Review



It is certainly gratifying when we examine a patient who has enjoyed the benefits of well done dentistry for many, many years. The reasons for the long term success can be many; well designed and executed dentistry, good self-care, proper follow-ups and maintenance, high adaptive capacity, low susceptibility are a few. This patient had her dentistry done 25 years prior and had been maintained by her periodontist throughout the years. The time has come for the dentistry to be changed. Recurrent decay has occurred on some of the abutments, some of the porcelain has chipped and she was looking for a brighter color. She has functioned well and has suffered no TMJ or muscular effects. Her periodontium, although reduced, was healthy.

Changing A 25 Year Old Reconstruction

This month's clinical tip discusses the diagnosis and treatment plan for changing a 25 year old reconstruction.

As in all cases, when we find signs of instability or breakdown, we must look for and uncover all possible causative factors. One sign of breakdown/instability in this month's case is mobility of an anterior 6 unit splint tied to the posterior segments with a semi-precision attachment.

Is the mobility simply because of a reduced periodontium or is an occlusal mis-engineering also a factor?

See how typical deflective interferences from the tooth to tooth relationship with the condyles seated to the tooth to tooth relationship in maximum intercuspation are a factor in this case and how it is addressed.

- [Click here to see the JULY CLINICAL TIP](#)

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ASK THE TECHNICIAN

Enhancing the dentist-technician relationship

Excessive Splint Adjustments Needed At Insertion

Bite splint therapy can be a useful and beneficial part of our treatment plans. When we have diagnosed a cause-effect relationship between the signs and symptoms uncovered at the examination and specific occlusal mis-engineering, we have a valid rationale to prescribe bite splint therapy.

The bite splint allows us to give the patient a physiologic occlusion on the bite splint and evaluate the effect this physiologic occlusion has over time on these components of the masticatory system.



It can be frustrating when the adjustment required at the insertion appointment is excessive. It

not only can complicate our scheduling but we also wonder what the patient may be thinking.

The reasons may be technical issues of records, articulation and fabrication.

But they may also be issues of fundamental principles of muscle physiology and careful/thoughtful muscle examination and diagnosis.

Read how Anthony Calonico, removable manager at Artistic Dental Studio, figured this one out.

Contact Anthony at anthony@artisticdentalstudio.net or call him at 630-679-8686.

[Go To The Article](#)

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QUESTIONS AND COMMENTS SUBMITTED FROM JUNE'S CLINICAL TIP AND THOUGHT

What was the rationale for delayed implant placement and loading?

It is nice to be able to complete a case quickly but I go by the direction of my surgeon. Many of the sites needed to be grafted and he was not comfortable immediately placing or loading (on the maxillary) or immediate loading (they were immediately placed) on the mandibular. The patient is in his 30s so you really think about longevity. If you are able to keep someone together with provisionals on a few strategically selected teeth, then I feel it is worth the wait. It then is up to us to carefully design the provisionals so they are as trouble free as possible.

You seem to use Ribbond a lot. Why not a metal framework?

I find Ribbond to be much more versatile. It is easier to modify, add to, take away etc than a metal framework. Plus the biggest advantage is that the acrylic bonds to the Ribbond making it virtually indestructable. Acrylic doesn't bond to the metal easily, unless it is specially treated. I find it can actually weaken the provisional in some cases.

The "June Thought For The Month" came at the right time...thanks for including it!

The article was so interesting that we decided to include it for discussion at our monthly staff meeting. Item #3, "everything counts" accounted for most of the discussion and conversation. As happens in most practices, we were getting busier and busier and time for each individual patient, each relationship, was getting less and less. As the article said, even the things you DON'T speak count. And with time getting squeezed at every juncture, it was the small things that we didn't say and do that that were having an effect. Not having the time to say "thank you", to spend the last few minutes reconnecting personally, to have the little extra time to refine and polish and celebrate with the patient etc., etc. Plus we were frazzled. So we made the commitment to take control of the schedule and pay attention to the small stuff. It has already had a positive effect on the energy in the office.

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