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November 2004

## from Gregory Tarantola DDS



### Greetings!

**Tarantola Dental Learning** is dedicated to helping dentists and their team of staff, 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:

#### **E+D+TP+TS=PS**

Examination+Diagnosis+ Treatment Planning+Treatment Sequencing=Predictable Success

#### **This month's inspirational quote:**

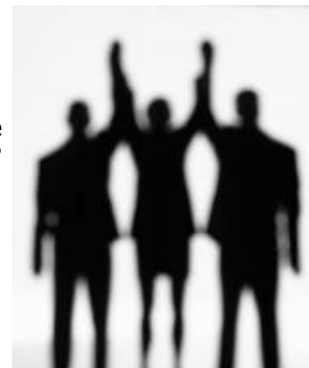
**"To live in the presence of great truths and eternal laws, to be led by permanent ideals - that is what keeps a man patient when the world ignores him, and calm and unspoiled when the world praises him."**

**-Honore De Balzac, 1799-1850, French Novelist**

## Thought For The Month

It is soon to be 2005 and everyone is hoping that this year one will be better and more prosperous than the last. Don't leave it to chance - base it on some fundamental principles of success. How often have you had an experience with a business, either in person or through the Internet, and found it to be a truly exceptional experience? Probably not often -or ever. How often has someone had an experience with your business and found it to be truly exceptional? Think about it!

Sound business principles are certainly important. But how about applying some fundamental LIFE principles to



business. These are not brand new, earth shattering principles - you have probably heard them before from various sources. What follows are from Napoleon Hill's Success Principles. Think about them, try it and see what happens!

When you click the link, you will have 2 options. One is a Microsoft Word essay describing these 10 Principles For Success. The second is a PDF file with 5 nature photos with these 10 principles inscribed on them. They can be printed, if you so desire.

- [Go to the article and photos.](#)

## UNIQUE LEARNING CDs

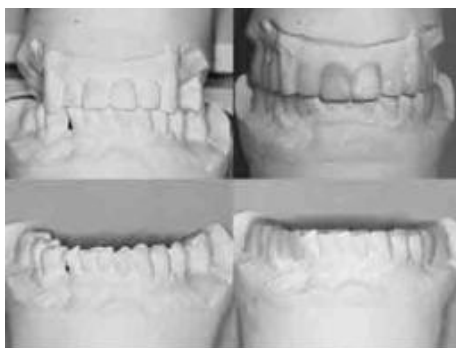


Enjoy the peace of mind and fulfillment of practicing comprehensive-care, relationship-based, masticatory system dentistry! These **SELF-STUDY LEARNING MODULES ON CD** are a great review and reference for those already practicing masticatory system dentistry and also a great starting point for those wanting to learn more about this approach. The learning modules are very visual, the text is to-the-point outline style, and the photo table of contents is linked to every page making it extremely easy to navigate and refer back to over and over. You'll find it a GREAT value...and of course, with a money-back guarantee!

***"How often have you gone to a continuing education course and wished that you were back in your own office doing dentistry? How many times have you sat through hours upon hours of lectures only to get one pearl of information that took mere seconds to dispense? What if there was a way to get quality condensed information delivered to your door that you would be able to watch on your computer? Now, what if I told you that you could, and the answer was Tarantola Dental Learning CD-ROMs?" Dr. H.F., DDS, MBA***

- [Click here to see Tarantola Dental Learning](#)

## NOVEMBER CLINICAL TIP



### Definitive Diagnostic Blueprint

Last month's clinical tip on examination and diagnosis received a tremendous amount of feedback and questions. (You can still see the October Clinical Tip on the website). This is obviously an area of interest so the next few months will continue the process with this case study.

Once the masticatory system is stable and comfortable, the TMJs can accept a load with no tension or tenderness (Dawson 1974) and

a definitive diagnosis confirmed, a definitive plan and sequence can be developed. In our case study, stability and comfort was achieved with bite splint therapy.

This month's tip will outline the principles of a diagnostic blueprint with a slideshow and downloadable checklist. This slideshow is not on any of the Learning Modules available for purchase but is a preview of the detail on the 10 decisions that need to be made in a diagnostic blueprint (Module #8).

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

## **CREATE YOUR OWN CD OFFICE BROCHURE**



We need to communicate with our patients today in a number of different ways. While nothing replaces a one on one, face to face conversation, technology can certainly enhance our message. Baby boomers and Generation X'ers alike are making technology a bigger part of their daily lives and things such as websites and e-mail are getting to the point where it is expected. Step into that world with an office brochure on CD.

There are 2 formats included - one for use in the office, to send to new patients before their appointment, to give to patients for referrals and for your specialists. The other is a format that is appropriate for community presentations such as to Rotary or Kiwanis. They are full PowerPoint files that you can easily customize with your practice information.

They each have 3 sections: One explains what a comprehensive practice is and does; the second focuses on oral health and has 16 video clips on home care; the third has examples of different types of dentistry. You can use the included photos or easily insert your own.

***"...your excellent patient education program is going to be a wonderful addition to my new patient experience. My team and I understand the importance of beginning a relationship with the patient BEFORE they come through the door. Once again I must convey my appreciation for your creation of this inventive module." Dr. I.B.***

***Click the link to find out more and see a short preview.***

- [Click here to see THE CUSTOMIZABLE OFFICE CD BROCHURE](#)

## **QUESTIONS SUBMITTED FROM OCTOBER'S CLINICAL TIP ON EXAMINATION AND DIAGNOSIS**

***What is the occlusal recording device you used?***

**It is the T-Scan 2 by TekScan Corporation in Boston. It measures occlusal contact force and the timing of these occlusal forces over a time period of several seconds.**

**Do you feel the T-Scan is necessary for occlusal treatment?**

I have found that the T-Scan gives me information about intensity of occlusal contacts that even thin 8 micron film has not given me. If one is restoring teeth to the patient's current MI, I don't see an advantage. If one is doing CR or ACP dentistry daily, treating patients with TM disorders with bite splint therapy and definitive occlusal therapy, I see an advantage.

**You make some compelling correlations between occlusion and the patient's signs and symptoms. This exam must be very involved and time consuming. Could you comment please?**

Actually it is a typical comprehensive masticatory system evaluation. It involves a dental and periodontal exam, of course, but also TMJ exam (palpation, auscultation, range of motion, load test), muscle palpation, and occlusal analysis. Complete radiographs, photographs and articulated diagnostic casts are included. I see it as simply an exam for good dentistry.

**With the time and costs involved, don't patients object?**

The administrative assistant answering the phone is key. If he/she believes in the process and has good communication skills, that first phone call goes a long way at helping the new patient see the benefit. The referral source is key too. You build your reputation by what you do on a day to day basis and you get great referrals.

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**"TIE" IT ALL TOGETHER**

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