



# TODS

M E E T I N G

---

THOMPSON OKANAGAN  
DENTAL SOCIETY



OCTOBER 24 - 26, 2024 • KELOWNA, BC

**PRELIMINARY PROGRAM**

# HEAPS & DOYLE

## Join Heaps & Doyle for an Evening Reception.

**Thursday, October 24 | 6:30 PM - 9:00 PM**

Come enjoy a relaxed evening and chat about your dental practice transition, including retirement, estate planning, and more. This is a great opportunity to discuss your concerns with our expert team in legal, accounting, and brokerage.

- ✓ The current dental market
- ✓ Estate planning
- ✓ Retirement strategies

**Dentists and guests welcome!**



**SPECIAL OFFER:** Attend the reception and get \$1000 off evaluations and 10% off our other services!



**TODS**  
MEETING

THOMPSON  
OKANAGAN  
DENTAL  
SOCIETY

### **About Thompson Okanagan Dental Society**

The purpose of the Thompson Okanagan Dental Society is to provide high quality continuing education to its members by holding meetings, conferences, and clinical sessions. TODS promotes a high standard in the practice of dentistry, nourishes a sense of community among dental professionals and teams, and values giving back to the community in which its members reside.

**Discover more at [todsmeeing.com](https://todsmeeing.com)**



**TODS MEETING  
PRELIMINARY PROGRAM  
AND BUYERS' GUIDE 2024**

Produced for the  
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**TODS** | THOMPSON OKANAGAN  
DENTAL SOCIETY

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2024 TODS Meeting Committee  
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Ms. Alison Hall, CDA  
Ms. Lane Shupe, CDA, CMP

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TODS  
MEETING

WELCOME

We would like to extend a warm welcome to you all! TODS 2024 is here and taking place October 24th – 26th, 2024 at the beautiful Delta Grand Okanagan Resort in Kelowna. Whether it's your first time or your twenty-first time, we are so glad to have you at our meeting. On that note – we are celebrating 31 years of the TODS Meeting being held at the Delta Grand!

You are in for a fantastic few days of learning with a slate of highly rated, in-demand speakers from across Canada and the USA. And, schedule some time to explore the exhibit floor where you can shop for new equipment and supplies, check out the latest products and tech, visit company reps, and explore new services.

We kick off the conference Thursday night with our *TODS Featured Speakers* and *Supplier Showcase* events from 6:00pm – 9:00pm, and our exhibit hall from 5:00pm – 7:00pm. Come by the registration desk Thursday (between 3-8pm) to grab your registration package and beat the Friday morning rush! For those that may not know, we open our lectures and exhibit floor Thursday night to all dental professionals, not just those who are registered, so tell your colleagues!

A light snack as well as coffee/tea will be waiting for you when you arrive Friday and Saturday morning. It wouldn't be TODS without the delicious food everyone loves, so please join us for lunch on Friday and Saturday. Our Friday evening trade-show reception is back – we hope to see you from 4-6pm to enjoy drinks and delicious appies while browsing the exhibits and visiting with your colleagues and team!

Our registration desk will be open Friday 7:30am – 6:00pm, and Saturday 7:30am – 1:30pm. Lectures and workshops run 8:30am – 4:30pm on Friday and 8:30am – 12:30pm Saturday. Make time to attend events put on by your associations, and dentists – join us Saturday at 12:30pm for the TODS AGM and an important *Update on Critical Issues Facing the Profession*, hosted by newly-elected BCDA president, Dr. Anita Gartner, and BCDA CEO Mr. Quinn Mathiesen-Newcomb.

We are very excited to announce we will be hosting the hugely popular *Okanagan-Vintage Specialist Potpourri* this year! Listen to local specialists speak on different dental specialties on Saturday from 8:30am – 12:30pm.

Visit our website if you're looking for workshops: CPR-BLS re-cert courses, extraction and ridge preservation surgery, equipment maintenance for the dental team, and provisional restorations. Register early as spots do fill up quickly!

We hope you'll partake in our on-site TODS fundraising events to raise funds to support local and dental-related charities through our TODS Endowment Fund. Since its inception, the TODS Fundraiser has raised over \$215,000! A huge thank you to the chair of our TODS Fundraising Arm, Ms. Gayle Faigan, and her team of volunteers. Check out our website ([www.todsmeeting.com](http://www.todsmeeting.com)) for more information on the TODS Endowment Fund or to donate!

The TODS Meeting wouldn't happen without the hard work and dedication of our amazing TODS Meeting Coordinators, Alison Hall and Lane Shupe. We can't thank you enough for all you do to make this meeting such a huge success! Thank you as well to our exhibitors and sponsors for their support and enthusiasm in taking part in TODS 2024.

Enjoy the conference!

Sincerely,

Dr. Jillian Belbin, TODS Executive Director

Dr. Evan Wiens, TODS President

Dr. Derek Pollard, TODS President-Elect

Dr. Rick Mehta, TODS Secretary/Treasurer

Dr. Puneet Brar, TODS Director

Dr. Brandon Schiffner, TODS Director

Ms. Alison Hall, CDA, TODS Meeting Coordinator

Ms. Lane Shupe, CDA, CMP, TODS Meeting Coordinator

**MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 23 – 25, 2025**

Want to register early online as an individual or office or keep up-to-date on what we have planned?

Go to [www.todsmeeting.com](http://www.todsmeeting.com)

# TODS Fundraiser Makes a Difference

The 18th Annual TODS Fundraiser Event  
Friday, October 25 – 10:00am – 5:00pm

Our 2023 fundraiser raised almost \$6,400! Proceeds of the 2023 fundraising efforts benefited the TODS Endowment Fund in support of various regional dental-related charities, such as Non-Profit Community Dental Clinics, Central Okanagan Food Bank Dental Month, and BC Cancer Agency Dental Comfort Fund.

Please consider a DONATION to the TODS Endowment Fund so we can provide an opportunity for future generations to make a difference within our dental community. Donate as a lasting memorial in honour of a colleague or loved one, a graduation or wedding gift, in recognition of an accomplishment, or make a personal, corporate, or dental team charitable donation.

For more information, please contact Gayle Faigan, TODS Fundraising Chair, [gaylefaigan@gmail.com](mailto:gaylefaigan@gmail.com). As a partner with the Central Okanagan Foundation, the TODS Endowment Fund is registered with the Canada Revenue Agency and can provide tax receipts for gifts received.



Chelsea Grdina, 123 Dentist, and Gayle Faigan, TODS Fundraising Chair

## TODS CONGRATULATES THESE DESERVING STUDENTS ON THEIR ACHIEVEMENTS

### UBC SCHOLARSHIP AWARD

A \$5,000 scholarship is made available by TODS to an undergraduate student in dentistry who originates from the Thompson Okanagan region. We congratulate this year's winner, **Hannah Agnew** of Kelowna.

### OC BURSARY AWARDS

Two \$500 bursaries were presented by TODS to two dental assisting students from the Okanagan College Dental Assisting Program. This year, we congratulate **Zoe Jelasco** of Vernon and **Kaylee Levesque** from Summerland.

## The TODS Meeting Takes Flight

Air Canada Promo Code: **PZKP3TY1**



WestJet Coupon Code: **7D7M7WQ**



To book a flight with the TODS Meeting promotion code, access and enter your coupon code in the search panel and benefit from an instant online registration and enjoy a 10% discount on EconoFlex and Premium fares.



**NAME BADGES MUST BE WORN**  
**AND SHOWN TO ENTER EXHIBITS, SPEAKER SESSIONS & FOOD AREAS**  
A fee may be assessed for reprinting lost or forgotten name badges



## REGISTRATION

### Registration Desk Hours

Thursday, October 24	3:00 p.m. – 8:00 p.m.
Friday, October 25	7:30 a.m. – 6:00 p.m.
Saturday, October 26	7:30 a.m. – 1:30 p.m.

Registration includes coffee/tea and a light arrival snack on Friday and Saturday, lunch Friday and Saturday, entrance to all sessions (except pre-registered workshops), exhibits and the Friday Trade Show Reception. Conference badges are NOT mailed. All registration packages and name badges can ONLY be picked up at the registration desk. You will be asked to show ID and then given your registration package. The tuition fee is tax deductible. A receipt will be issued for Canada Income Tax purposes.

### Cancellation

Request for a refund must be in writing and sent to [tods@shaw.ca](mailto:tods@shaw.ca) prior to October 15, 2024. Registrants eligible for a refund will receive 75% of the registration fee per delegate. The refund will be issued before November 30, 2024.

Effective Thursday, October 24 – Saturday, October 26, 2024 ONLY, phone the Delta Grand Okanagan Resort & Conference Centre at (250) 763-4500 and ask for the Thompson Okanagan Dental Meeting Registration Desk.

## INFANTS, CHILDREN and TEENAGERS

Access to the conference centre is restricted to adults 18 years or older only. Children (infants, children, or teenagers) are NOT permitted in any of the TODS Meeting lecture sessions, supplier showcase events, tradeshow, events or meal function areas, etc. from Thursday October 24 to Saturday October 26, 2024 during the TODS Meeting. The conference venue does not provide daycare. An area for nursing mothers will be available on Friday, October 25 and Saturday, October 26.

## CONTINUING EDUCATION CREDITS

BCCOHP reminds registrants to be aware of the maximum limits allowed for certain subjects. Please see the college's Continuing Education Requirements document for details. All CE submissions must be accurate and truthful and submissions to the contrary are in violation of the BCCOHP's Code of Ethics and may result in disciplinary action. Oral Health Professionals must use their professional discretion in determining whether the course attended is eligible for CC/CE credits and which category or content category best aligns with the courses they attend.

### BC Dentists, Certified Dental Assistants, and Dental Therapists

CE credits may be accrued as follows:

- Hour-for-hour credit for visiting exhibits (to a max of five hours) between Thursday and Friday exhibit hours; and/or
- Hour-for-hour credit for eligible session attendance (lectures and workshops).

Submit your credits online at [www.oralhealthbc.ca](http://www.oralhealthbc.ca).

### BC Dental Technicians and BC Denturists

Please refer to the BCCOHP website for details.

### BC Registered Dental Hygienists

BCCOHP no longer provides specific coding for CE/CC courses.

### Out-of-Province Dental Professionals

Registrants from outside B.C. should consult with their provincial or state regulatory authorities for CE credit requirements. Please visit the registration desk for a proof of attendance form.

**THE THOMPSON OKANAGAN DENTAL SOCIETY WILL NOT BE RESPONSIBLE FOR SUBMITTING CONTINUING EDUCATION CREDITS ON BEHALF OF ANY REGISTRANT.**

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# THANK YOU!

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TODS MEETING



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**SUPPLIERS' SHOWCASE**















CO-SPONSOR TRADESHOW  
RECEPTION DRINK TICKETS

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CO-SPONSOR NAME  
BADGES & PENS

### COME VISIT THE EXHIBITS!

Our delegates will enjoy our exhibit hours:  
**Thursday, October 24, 5:00 p.m. to 7:00 p.m. and**  
**Friday, October 25, 10:00 a.m. to 6:00 p.m.**

Be sure to come early to avoid the rush, and check out the exhibits, Thursday, before the speakers start at 6 p.m. It is quality one-on-one time – a chance to ask questions of company representatives and check out all of their latest offerings. Shop and support the exhibitors listed on the exhibitor map supplied with your delegate package.

### TRADE SHOW RECEPTION

**Friday, October 25 – 4:00 p.m. to 6:00 p.m.**  
**For registered TODS participants.**

The complimentary refreshment ticket can only be used during our Tradeshow Reception. A TODS Meeting delegate may purchase an additional ticket to the Tradeshow Reception for \$47. Attendance to the Tradeshow Reception is limited to dentists, dental staff and significant others. Drink tickets are valid for beer, wine or soft drinks.



### COMPLIMENTARY ACCESS!

**ALL dental professionals are invited to the Exhibits (5:00 p.m. to 7:00 p.m.) and TODS Program (6:00 p.m. to 9:00 p.m.) on Thursday, October 24. Registration NOT required.**





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## THURSDAY

OCTOBER 24, 2024

12:00 p.m. – 5:00 p.m. **REGISTRATION DESK OPEN FOR EXHIBITORS / EXHIBITOR SET-UP**  
3:00 p.m. – 8:00 p.m. **REGISTRATION DESK OPEN FOR ALL DELEGATES**  
5:00 p.m. – 7:00 p.m. **EXPANDED EXHIBIT HOURS! COME VISIT OUR 78 EXHIBIT DISPLAYS**

### SUPPLIERS' SHOWCASE

- 3:00 p.m. – 9:00 p.m. **POWER PRACTICE / HENRY SCHEIN** – Unlocking the Future of Dental Practice:  
**NOTE START TIME** A Journey into Cloud Technology  
*Mr. Ross Drynan*
- 6:00 p.m. – 9:00 p.m. **HENRY SCHEIN** – Increasing Practice Valuations and EBITDA Through Technology Investments  
*Mr. Bill Henderson*
- 6:00 p.m. – 9:00 p.m. **TRACKER** – Automating Digital Workflow to Optimize Practice Growth  
*Ms. Dalida Scarpelli and Mr. John Legourdas*
- 6:00 p.m. – 9:00 p.m. **ALIGN TECHNOLOGY** – How to Build Your Invisalign Practice  
*Dr. Sadaf Fazel*
- 6:00 p.m. – 9:00 p.m. **HEAPS & DOYLE** – The ABCs of Transition Planning  
*Mr. Shaun East, Mr. Hall Murdoch and Mr. Pat Madaisky*
- 6:00 p.m. – 9:00 p.m. **EMS** – Dental Implants Are Not Teeth!  
Proactive Measures to Diagnose, Prevent and Manage Perio-Implant Disease  
*Dr. Steven Faigan*

### TODS FEATURED SPEAKERS & WORKSHOPS

- 4:30 p.m. – 9:00 p.m. **WORKSHOP – SESSION 1 – PROVISIONAL RESTORATIONS: TRICKS & TIPS**  
**NOTE START TIME** *Ms. Lian Walraven, CDA*  
CO-SPONSORED BY DR. KENDALL JAMES, DENTSPLY SIRONA, SINCLAIR DENTAL, OPALESCENCE DENTAL LABS, BRASSELER  
**LIMITED TO CERTIFIED DENTAL ASSISTANTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**
- 6:00 p.m. – 9:00 p.m. **PRACTICAL HANDBOOK FOR PEDIATRIC DENTISTRY SUCCESS**  
*Dr. Phoebe Tsang* CO-SPONSORED BY NATIONAL DENTAL INNOVATIONS
- 6:00 p.m. – 9:00 p.m. **NAVIGATING THE COMPLEXITIES OF HUMAN PAPILLOMA VIRUS INFECTION WITHIN THE DENTAL PRACTICE**  
*Dr. Samson Ng* CO-SPONSORED BY MERCK
- 6:00 p.m. – 9:00 p.m. **AN UPDATE TO DENTAL CERAMICS**  
*Dr. Nate Lawson* CO-SPONSORED BY CLINICAL RESEARCH DENTAL

#### PROGRAM CHANGES

TODS Meeting reserves the right to make changes to programs and speakers, or to cancel sessions if enrollment criteria are not met, or when conditions beyond its control prevail. Space for any limited seating session is on a first-come, first-served basis.

# FRIDAY

OCTOBER 25, 2024

7:30 a.m. – 6:00 p.m. **REGISTRATION DESK OPEN**

## SUPPLIERS' SHOWCASE

8:30 a.m. – 4:30 p.m. **POWER PRACTICE / HENRY SCHEIN** – Unlocking the Future of Dental Practice:  
**ALL-DAY SESSION** A Journey into Cloud Technology  
*Mr. Ross Drynan*

## TODS FEATURED SPEAKERS & WORKSHOPS

8:00 a.m. – 12:00 p.m. **WORKSHOP – SESSION 2 – PROVISIONAL RESTORATIONS: TRICKS & TIPS**  
**NOTE START TIME** *Ms. Lian Walraven, CDA*  
CO-SPONSORED BY DR. KENDALL JAMES, DENTSPLY SIRONA, SINCLAIR DENTAL, OPALESCENCE DENTAL LABS, BRASSELER  
**LIMITED TO CERTIFIED DENTAL ASSISTANTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

8:30 a.m. – 11:15 a.m. **WORKSHOP – SESSION 1 – DENTAL EQUIPMENT MAINTENANCE AND REPAIR**  
*Mr. Jeff Roy and Mr. Ian Doyle* CO-SPONSORED BY HENRY SCHEIN  
**OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

8:30 a.m. – 12:00 p.m. **IMPLANT MAINTENANCE THE ENTIRE DENTAL TEAM MUST KNOW**  
*Dr. Philip Walton* CO-SPONSORED BY LISTERINE

8:30 a.m. – 12:00 p.m. **EMPOWERING YOUR DENTAL PRACTICE:  
CULTURE-DRIVEN PRODUCTIVITY & SCHEDULING EXCELLENCE**  
*Ms. Laura Nelson*

8:30 a.m. – 12:00 p.m. **THE ROLE OF ORTHODONTICS IN RESTORATIVE DENTISTRY**  
*Dr. Ben Pliska* CO-SPONSORED BY CERUM ORTHO ORGANIZERS AND CLASS ONE ORTHODONTIC LAB

8:30 a.m. – 12:00 p.m. **TEN RADIOLOGIC DIAGNOSES EVERY DENTIST SHOULD KNOW**  
*Dr. Ernest Lam* CO-SPONSORED BY SINCLAIR DENTAL

8:30 a.m. – 12:00 p.m. **MATERIALS AND TECHNIQUES FOR DIRECT COMPOSITES**  
*Dr. Nate Lawson* CO-SPONSORED BY CLINICAL RESEARCH DENTAL

8:30 a.m. – 12:00 p.m. **PERIODONTAL PLASTIC SURGERY**  
*Dr. Kevin Suzuki* CO-SPONSORED BY CREST-ORAL B  
**ATTENDANCE OF THIS LECTURE IS NOT REQUIRED TO PARTICIPATE IN THE AFTERNOON WORKSHOP**

12:00 p.m. – 1:30 p.m. **BUFFET LUNCHEON**

1:30 p.m. – 4:15 p.m. **WORKSHOP – SESSION 2 – DENTAL EQUIPMENT MAINTENANCE AND REPAIR**  
*Mr. Jeff Roy and Mr. Ian Doyle* CO-SPONSORED BY HENRY SCHEIN  
**OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

1:30 p.m. – 4:30 p.m. **WORKSHOP – EXTRACTION & GUIDED BONE REGENERATION HANDS-ON WORKSHOP**  
*Dr. Kevin Suzuki* CO-SPONSORED BY NOBEL BIOCARE AND HU-FRIEDY  
**LIMITED TO DENTISTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED – ATTENDANCE OF MORNING LECTURE IS NOT REQUIRED TO PARTICIPATE IN THIS WORKSHOP**

1:30 p.m. – 4:30 p.m. **SUPPORTING OUR ONCOLOGY PATIENTS: IN-OFFICE AND HOMECARE THERAPIES**  
*Ms. Lucy Pavao, RDH* CO-SPONSORED BY ORAL SCIENCE

1:30 p.m. – 4:30 p.m. **STRESS PROOF YOUR MIND: A SMART JOURNEY**  
*Dr. Kristin Yont (presenter) and Dr. Salima Dadani (moderator)* CO-SPONSORED BY BC DENTAL ASSOCIATION

1:30 p.m. – 4:30 p.m. **PEARLS FROM THE PACIFIC: CLINICAL TIPS FOR MASTERING RESTORATIVE DENTISTRY**  
*Dr. Roxana Saldarriaga* CO-SPONSORED BY NOBEL BIOCARE

CONTINUED NEXT PAGE

CONTINUED

## TODS FEATURED SPEAKERS & WORKSHOPS

1:30 p.m. – 4:30 p.m. **IMMEDIACY IN THE ESTHETIC ZONE: BEHIND THE DECISION MAKING**  
*Dr. Philip Walton* CO-SPONSORED BY STRAUMANN

1:30 p.m. – 4:30 p.m. **TOP TROUBLESHOOTING TIPS FROM AN ENDODONTIST'S PERSPECTIVE**  
*Dr. Beth Damas* CO-SPONSORED BY DENTSPLY SIRONA

## FRIDAY SOCIAL EVENTS

10:00 a.m. – 6:00 p.m. **TRADESHOW EXHIBITS OPEN**

10:00 a.m. – 5:00 p.m. **TODS ENDOWMENT 18th ANNUAL FUNDRAISER**

4:00 p.m. – 6:00 p.m. **OKANAGAN COLLEGE DENTAL ASSISTING ALUMNI 1974-2024**

4:00 p.m. – 6:00 p.m. **TRADESHOW RECEPTION**

# SATURDAY

OCTOBER 26, 2024

7:30 a.m. – 1:30 p.m. **REGISTRATION DESK OPEN**

## TODS FEATURED SPEAKERS & WORKSHOPS

8:00 a.m. – 10:00 a.m. **WORKSHOP – SESSION 1 – BLS CPR RECERTIFICATION**  
**SPECIAL TIME** CO-SPONSORED BY FACTS AND CANADIAN RED CROSS  
**OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED**

8:30 a.m. – 12:30 p.m. **WORKSHOP – SESSION 3 – PROVISIONAL RESTORATIONS: TRICKS & TIPS**  
*Ms. Lian Walraven, CDA*  
CO-SPONSORED BY DR. KENDALL JAMES, DENTSPLY SIRONA, SINCLAIR DENTAL, OPALESCENCE DENTAL LABS, BRASSELER  
**LIMITED TO CERTIFIED DENTAL ASSISTANTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

8:30 a.m. – 12:30 p.m. **SESSION 1 – IDENTIFYING RED FLAGS ASSOCIATED WITH SYSTEMIC DISEASES: WHY YOUR ASSESSMENT IS CRITICAL**  
**SESSION 2 – ALL THINGS SPIT: UNDERSTANDING SALIVARY DIAGNOSTICS**  
*Ms. Kerry Lepicek, RDH* CO-SPONSORED BY CREST-ORAL B AND CURION

8:30 a.m. – 12:30 p.m. **EATING FOR OPTIMAL DENTAL HEALTH, MENTAL HEALTH AND LONGEVITY**  
*Ms. Liz Pearson, RD* CO-SPONSORED BY PDC TRUST AND TOOTHFAIRY GALA

8:30 a.m. – 12:30 p.m. **OKANAGAN-VINTAGE SPECIALIST POTPOURRI**  
*Moderator: Dr. Ron Shupe*

- 8:30 a.m. – 9:10 a.m. *Dr. Stefanie Nio, Certified Specialist in Endodontics*
- 9:20 a.m. – 10:00 a.m. *Dr. Justin Kierce, Certified Specialist in Oral and Maxillofacial Surgery*
- 10:10 a.m. – 10:50 a.m. *Dr. Tareq Aldajani, Certified Specialist in Oral Medicine*
- 11:00 a.m. – 11:40 a.m. *Dr. Bruce Oliver, Certified Specialist in Orthodontics*
- 11:50 a.m. – 12:30 p.m. *Dr. Sarah Ohnander, Certified Specialist in Periodontics*

10:30 a.m. – 12:30 p.m. **WORKSHOP – SESSION 2 – BLS CPR RECERTIFICATION**  
**SPECIAL TIME** CO-SPONSORED BY FACTS AND CANADIAN RED CROSS  
**OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED**

12:30 p.m. **TODS AGM AND BCDA UPDATE TO THE PROFESSION**  
*Dr. Anita Gartner, BCDA President and Mr. Quinn Mathiesen-Newcomb, BCDA CEO*  
**LIMITED TO DENTISTS ONLY**

12:30 p.m. **BCDHA / CDA ALLIANCE LUNCHEON MEETING**  
**WELCOMES ALL RDHS, DH PRACTITIONERS, CDAS AND DENTAL THERAPISTS**

1:00 p.m. – 3:00 p.m. **WORKSHOP – SESSION 3 – BLS CPR RECERTIFICATION**  
**SPECIAL TIME** CO-SPONSORED BY FACTS AND CANADIAN RED CROSS  
**OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED**

## Rob's Deals 2024 TODS Promotion\*

### REGEN PRODUCTS | UP TO 25% OFF

Geistlich & Citagenix (Bone Grafts, Membranes and Matrices)

**BUY 5 GET 15% OR BUY 15 GET 20% OFF (MIX & MATCH)**



**EXTRA 5% BONUS CAN BE ADDED WHEN MIX & MATCH GEISTLICH & CITAGENIX PRODUCTS**

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- ARESTIN - **BUY 2 GET 10% OFF**
- ULTRACAINE - **BUY 15 GET 45% OFF (MIX & MATCH) + EXTRA 1 AMINOGAM GEL FREE**
- LIGHTHOUSE KITS - **BUY 1 GET 20% OFF**
- OPTIM 1 & OPTIM 33TB WIPES - **BUY 12 GET 25% OFF**
- MONOJECT NEEDLES - **15% OFF**
- SUTURES (BIOTEX & MONOGLYC) - **BUY 1 GET 10% OR BUY 5 GET 20% OFF (Mix & Match)**
- PENGUIN DEVICES (RFA OR II) - **20% OFF**
- MULTIPEGS - **BUY 1 GET 10% OR BUY 5 GET 20% OR BUY 10 GET 25% OFF**
- COOKWAITE LIDOCAINE - **BUY 5 GET 15% OR BUY 10 GET 25% OFF**
- SEPTANEST N & SEPTANEST SP - **BUY 5 GET 10% OR BUY 10 GET 15% OFF (Mix & Match)**
- SCANDONEST - **10% OFF**
- PHILIPS AEDs- **5% OFF**



**Rob Dodsworth**

BRITISH COLUMBIA

Talk to Rob directly for more details.

Cell: 604-787-3828 | TF: 800-363-2876

[rdodsworth@hansamed.net](mailto:rdodsworth@hansamed.net)

UNLEASHING LIMITLESS POTENTIAL  
IN DENTAL REGENERATION





# THURSDAY SUPPLIERS' SHOWCASE

OCTOBER 24, 2024

3:00 p.m. – 9:00 p.m.

**POWER PRACTICE / HENRY SCHEIN**

**NOTE START TIME**

## Unlocking the Future of Dental Practice: A Journey into Cloud Technology



**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reserve your seat by clicking on the QR code.



Embark on a voyage of discovery. Join us for an immersive educational workshop, where you'll delve into the world of cloud technology and its transformative potential for patient experience and practice efficiency. Gain global insights, explore real-world case studies, and uncover the transformative potential of cloud solutions. You'll uncover the untapped possibilities awaiting your practice. Don't miss this chance to empower your journey towards innovation and excellence.



### Mr. Ross Drynan

As the Head of Customer Success for Dentally, Ross brings a decade of firsthand experience with the dental industry's challenges and opportunities. Collaborating closely with practices, Ross and his team are passionate about understanding team dynamics and leveraging data to help practices achieve their full potential. He regularly delivers workshops on leadership, communication, and data, while continuously refining the Dentally Elevate program to ensure consistent business and team success, allowing practices to prioritize patient care.

6:00 p.m. – 9:00 p.m.

**HENRY SCHEIN**

## Increasing Practice Valuations and EBITDA Through Technology Investments

**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reach out to your Henry Schein representative to sign-up!



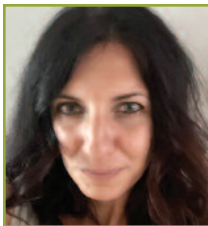
### Mr. Bill Henderson

is the former president of and owner of Tier 3 Brokerage. He is recognized as one of Canada's foremost experts on dental practice economics and valuations, and has helped thousands of dentists increase their annual earnings and the value of their practice.

6:00 p.m. – 9:00 p.m. **TRACKER**  
**Automating Digital Workflow to Optimize Practice Growth**



**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reserve your seat by clicking on the QR code. Both existing Tracker users and/or new potential users interested in learning about Tracker's features are welcome to attend.



This workshop will provide participants with the understanding of how to efficiently run your practice to ensure growth, keep patients happy, and streamline internal operations while providing excellent patient care. This interactive seminar will focus on how to efficiently use digital automation to educate patients, build trust using visual charting tools, and effective treatment planning workflows. Explore how patients can easily make and confirm appointments automatically without any office intervention using SMS and auto confirmation tools.

**Ms. Dalida Scarpelli, Training Manager**

has more than 26 years of experience in the dental industry, and has been an integral part of Tracker since 1998. She develops and coaches more than 15 Tracker Certified Trainers across North America to ensure all Tracker offices are running efficiently and using our software to their fullest potential, resulting in practice growth.



**Mr. John Legourd, Business Development Manager**

has worked in the dental profession for over 27 years. John is passionate about helping offices optimize growth by implementing a variety of automation tools that will ignite change for the practice and their patients.

6:00 p.m. – 9:00 p.m. **ALIGN TECHNOLOGY**  
**How to Build Your Invisalign Practice**



**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reserve your seat by clicking on the QR code.



Dr. Fazel will focus on practical clinical workflows on the journey to clear aligner therapy case acceptance. Practice and patient experience enhancement through the adoption of digital scanning and clear aligner treatment will be discussed. Topics discussed: Informative presentations to educate patients about the benefits of Invisalign clear aligners; explain importance of consistency and uniformity in office operations and analyze the potential impact of using digital technology on various aspects of a dental practice, such as productivity, efficiency, and patient satisfaction.

**Dr. Sadaf Fazel**

tells of how she went from a non-provider in June 2020 to Gold Plus by the end of 2020 and onto Invisalign Diamond Provider in 2023. Her presentation goes in depth into how she overcame her practice's barriers to starting more cases and how she supported her team and patients through their challenges. Her current program has a key focus on case selection for GP dentists to achieve desired clinical outcomes that result in happy patients.

6:00 p.m. – 9:00 p.m. **HEAPS & DOYLE**  
**The ABCs of Transition Planning**



**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reserve your seat by clicking on the QR code.



Do you want to retire in five to ten years? Maybe sooner? Your practice is likely your biggest investment! When to start the planning process; Maximize your investment; Tax strategies and pitfalls; Leases, associate agreements, employee contracts; Corporation structures and tax planning; Owning your practice real estate; Estate planning; Working after a sale. Bring your questions, join in the conversation, listen and learn, or just stop in to say hello! Open to dentists and guests.



**Mr. Shaun East**

Leveraging 41 years of experience in the banking industry, Shaun helps expertly guide dental practice owners through the process of selling a practice and successfully transitioning into the next phase of their life or career. Shaun joined Heaps & Doyle following his retirement from Scotiabank, where he spent his last five years leading the national Healthcare and Professional Banking team. Clients benefit from Shaun's understanding of the dental and financial worlds.



**Mr. Hall Murdoch, CPA, CA**

is a Partner with MNP's Professional Services team in Calgary, and works closely with medical and dental professionals. Hall provides valuable advice to help clients reach their business and personal goals. Hall's experience in forecasting, tax planning and other key areas help ensure that his clients have a sound strategy for the future. He has given presentations on various key issue areas such as incorporation, Canadian tax updates, corporate investment strategies, GST, fraud, and practice transition.



**Mr. Patrick Madaisky**

Pat Madaisky graduated from the UBC Faculty of Law, and has been practising since 1989. Pat has experience working in both large and small firms. In 2000, Pat established his own firm, Madaisky & Company. His unique approach to serving clients, and his practical, in-depth understanding of law and business matters, have provided the foundation upon which the firm has grown.

**DO NOT FORGET!** OUR FUNDRAISING EVENT RUNS FRIDAY FROM 10 a.m. – 5 p.m. IN THE GRAND FOYER  
 Proceeds to benefit the TODS Endowment Fund in support of various dental-related charities.



To reduce paper use, some speakers have been asked to allow us to post their handouts on the TODS site. Beginning October 1, you can download the materials of your choice at [www.todsmeeeting.com](http://www.todsmeeeting.com). Not all speakers have agreed to provide handouts.

**MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 23 – 25, 2025**

Want to register early online as an individual or office or keep up-to-date on what we have planned?

Go to [www.todsmeeeting.com](http://www.todsmeeeting.com)





# TODS 2024 Exclusive Promotions

## PERIOPLUS 4L

3+1

BUY 3 CASES OF 4L PERIOPLUS  
ORAL RINSES, GET 1 CASE OF  
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## PERIOPLUS 250/500ML

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PP6145002



PP6142503



## MICRO-KLEEN3 WET WIPES

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BUY 9 MICROKLEEN3 WIPES, GET  
3 FREE



## MICRO-KLEEN3 DRY ROLLS

4+1

BUY 4 CASES OF MICROKLEEN3  
DRY ROLLS, GET 1 FREE



\*Offer valid October 1st, 2024 through November 30th, 2024 in British Columbia, Canada. Exclusive Promotions are only available through Authorized Dental Distributors. Cannot be combined with other promotional offers. Single transaction is required. For all items except for PerioPlus, dealer to ship free goods with order. For PerioPlus items, email your qualifying invoice to dental@chsltd.com to receive your free case. Please redeem using code:

TODSCBCEX24

[www.chsltd.com](http://www.chsltd.com)

1-800-565-0100

6:00 p.m. – 9:00 p.m. **EMS**

## Dental Implants Are Not Teeth: Proactive Measures to Diagnose, Prevent and Manage Peri-Implant Disease



**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reserve your seat by clicking on the QR code.



Biofilm induced and host mediated inflammation is the principal etiology of both peri-implant and periodontal diseases. This presentation will review both proactive and reactive non-surgical and surgical approaches, including the use of Guided Biofilm Therapy (GBT) as a systematic and evidence-based protocol to managing biofilm and achieving symbiosis.



### Dr. Steven Faigan

is a Certified Specialist in Periodontics with over 30 years of experience. He received his dental degree from McGill University, graduated Boston University with a Certificate of Advanced Graduate Studies in General Dentistry, and specialty degree in Periodontics and Oral Biology. He has been a periodontal consultant to the BC Cancer Agency and is a past president of the BC Society of Periodontists. Dr. Faigan maintains a private specialty practice in Kelowna, with a particular interest in cosmetic periodontal and implant surgery.

# Pacific Dental Conference

Save these dates!

## March 6-8, 2025

Join us in Vancouver, Canada

### Featured Speakers



Amber Riley  
Forensics/ Pathology



Anthony Cardoza  
Lasers



Lee Ann Brady  
Aesthetics



Thomas Viola  
Pharmacology



Chrissy Ford  
Dental Hygiene



Todd Snyder  
Restorative/Operative

- Three days of varied and contemporary continuing education sessions
- Over 150 speakers and 150 open sessions and hands-on courses to choose from, as well as the Live Dentistry Stage in the Exhibit Hall
- Over 300 exhibiting companies in the spacious PDC Exhibit Hall
- Fantastic shopping, beautiful seawall access within blocks of your hotel, and great spring skiing, golfing and cycling

Registration and program information at...

# pdconf.com

Save money and register before January 10th, 2025!

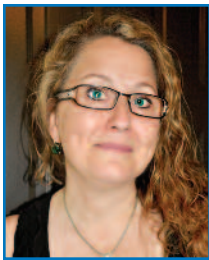
# THURSDAY

OCTOBER 24, 2024

# FEATURED SPEAKERS

**4:30 p.m. – 9:00 p.m.** **WORKSHOP – SESSION 1**  
**NOTE START TIME** **Provisional Restorations: Tricks and Tips**  
**LIMITED TO CERTIFIED DENTAL ASSISTANTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

Step-by-step demonstration and hands on instruction to simplify the fabrication of functional and aesthetically pleasing provisional restorations. This workshop IS recommended for certified dental assistants who have fabricated provisional restorations in their daily practice or those certified dental assistants who have fabricated provisionals previously but not in their regular practice. This workshop is NOT recommended for certified dental assistants who have never fabricated provisional restorations previously. Thursday session includes light food and refreshments.



**Ms. Lian Walraven, CDA, Prosthodontic Module**

Ms. Walraven pursued a certified dental assistant education and was licensed in 1986 after spending four years as a laboratory assistant. In 1997, she was among the first group of potential instructors to receive their Prosthodontic Modules, and has been involved as an instructor in the B.C. Interior since that time. She has worked for a certified specialist in prosthodontics since 1998 where she fabricates multiple provisional restorations on a daily basis.

**6:00 p.m. – 9:00 p.m.** **Practical Handbook for Pediatric Dentistry Success**

A review of current guidelines for trauma management in children; comprehensive treatment plans for children and how to tailor treatment modalities with patient’s medical conditions, caries risk and parents’ expectations; new restorative and endodontic technologies and guidelines for pediatric dentistry.



**Dr. Phoebe Tsang**

is a Fellow of the Royal College of Dentists of Canada and a Diplomate of the American Board of Pediatric Dentistry. Her interests in microbiology led to her pursuit of a PhD in oral biology. She is a member of the American College of Dentists and International College of Dentists. Besides her private practice, she is a Clinical Associate Professor for graduate programs at UBC.

**6:00 p.m. – 9:00 p.m.** **Navigating the Complexities of Human Papilloma Virus Infection Within the Dental Practice**

Clarifying the concept of an oral HPV infection. The diagnosis and management of benign oral HPV lesions. Discuss the HPV-related head and neck cancer landscape in Canada. Discuss how the dental team can integrate HPV prevention recommendations in its clinical practice



**Dr. Samson Ng**

is a board-certified specialist in oral medicine and oral and maxillofacial pathology. He serves as a clinical associate professor at UBC, staff at the Department of Dentistry, and research clinician at the Department of Otolaryngology of Vancouver General Hospital. He also runs a private practice focusing on oral mucosal and temporomandibular joint diseases, and AI topographic imaging and diagnostics.

# THURSDAY

OCTOBER 24, 2024

# FEATURED SPEAKERS

FOR COMPLETE EVENT DETAILS, SPEAKER BIOGRAPHIES AND COURSE OUTLINES, VISIT [WWW.TODSMEEETING.COM](http://WWW.TODSMEEETING.COM)

## 6:00 p.m. – 9:00 p.m. **An Update to Dental Ceramics**

This course will teach you how to select and handle different types of ceramic materials currently used in dentistry and will be much less confusing than typical marketing rhetoric. As there are many different types of dental ceramics available (zirconia, lithium disilicate, porcelain, processed composite, etc), determining the correct protocol for each type of ceramic can be confusing. This lecture aims to simplify the process of bonding ceramics and provide the clinician with a protocol that can be used to bond any type of dental ceramic. We will review the best clinical practices based on research studies and provide pearls for you to take back to the office.



### **Dr. Nate Lawson, DMD, MA, PhD**

is the director of the Division of Biomaterials, University of Alabama at Birmingham School of Dentistry. He graduated from UAB School of Dentistry in 2011, and obtained his PhD in Biomedical Engineering in 2012. His research interests are the mechanical, optical, and biologic properties of dental materials and clinical evaluation of new dental materials. He served on the ADA Council of Scientific Affairs and is on the editorial board of *The Journal of Adhesive Dentistry* and *Compendium*. He also works as a general dentist in the UAB Faculty Practice.

# FRIDAY A.M. SUPPLIERS' SHOWCASE

OCTOBER 25, 2024

## 8:30 a.m. – 4:30 p.m. **POWER PRACTICE / HENRY SCHEIN** **ALL DAY SESSION** **Unlocking the Future of Dental Practice:** **A Journey into Cloud Technology**



**COST:** Complimentary for delegates AND non-delegates of the 2024 TODS Meeting. Reserve your seat by clicking on the QR code.



Embark on a voyage of discovery. Join us for an immersive educational workshop, where you'll delve into the world of cloud technology and its transformative potential for patient experience and practice efficiency. Gain global insights, explore real-world case studies, and uncover the transformative potential of cloud solutions. You'll uncover the untapped possibilities awaiting your practice. Don't miss this chance to empower your journey towards innovation and excellence.

### **Mr. Ross Drynan**

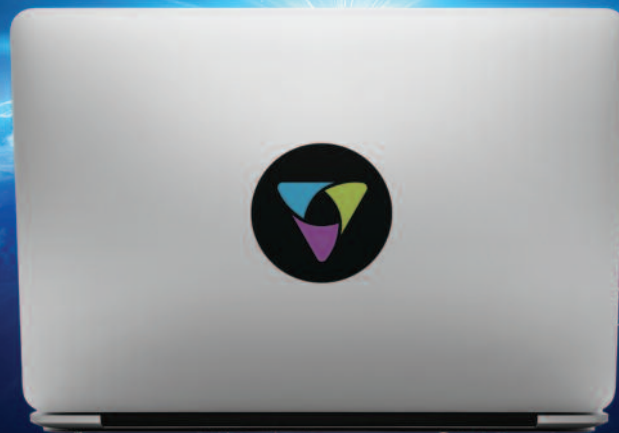
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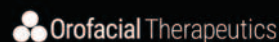
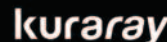
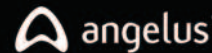
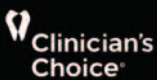
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8:00 a.m. – 12:00 p.m. **WORKSHOP – SESSION 2**  
**NOTE START TIME** **Provisional Restorations: Tricks and Tips**  
 LIMITED TO CERTIFIED DENTAL ASSISTANTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED

Step-by-step demonstration and hands on instruction to simplify the fabrication of functional and aesthetically pleasing provisional restorations. This workshop IS recommended for certified dental assistants who have fabricated provisional restorations in their daily practice or those certified dental assistants who have fabricated provisionals previously but not in their regular practice. This workshop is NOT recommended for certified dental assistants who have never fabricated provisional restorations previously.



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8:30 a.m. – 11:15 a.m. **WORKSHOP – SESSION 1**  
**NOTE END TIME** **Dental Equipment Maintenance and Repair: A Hands-on Workshop**  
 OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED

Is your practice's efficiency and productivity affected due to equipment malfunctions and breakdowns? Would you like to reduce repair costs and improve your skills in basic equipment assessment, maintenance and repair? Prolong the life of your equipment with these simple maintenance tips and techniques.



**Mr. Jeff Roy, Service Manager, Henry Schein, Vancouver**

Jeff has worked in the dental industry for the past six years with Henry Schein. He has experience as a field service technician for 15 years in automated equipment and CNC equipment repair industries, and as a sales/service manager for three years at a CNC equipment manufacturer.



**Mr. Ian Doyle, Service Manager, Henry Schein, Calgary**

has more than 35 years' experience in the dental industry, transitioning from a dental equipment technician to service manager. Currently, he develops and coaches 17 service technicians in the performance of service and maintenance of dental equipment, and to provide outstanding customer service.

# FRIDAY A.M.

OCTOBER 25, 2024

# FEATURED SPEAKERS

## 8:30 a.m. – 12:00 p.m. **Implant Maintenance the Entire Dental Team Must Know**

A surge of recent product and technical innovation has had a corresponding impact on the maintenance requirements and recommendations for dental implants. Ironically, the protocols that we follow for natural teeth can be problematic if followed on dental implants in certain situations. There are many significant differences between a natural tooth root and a dental implant. We will review these differences and discuss the related differences in the required protocols for maintenance. This course is geared towards the prevention of disease and treatment algorithms around implants. Course attendees will be provided with an updated understanding of the concepts required for the maintenance of dental implants vs. natural teeth.



### **Dr. Philip Walton**

is a specialist in Periodontics & Implantology. He completed his Periodontal training at the Harvard School of Dental Medicine. He is a fellow of the RCDC and a US Diplomate. He is in private practice performing conventional periodontal therapy including periodontal plastics, advanced regeneration as well as implant rehabilitation. His area of focus lies in immediate implant placement and temporization for single, multiple and full arch reconstruction.

## 8:30 a.m. – 12:00 p.m. **Empowering Your Dental Practice: Culture-Driven Productivity and Scheduling Excellence**

Step into a world where your dental practice thrives on a culture of excellence and a masterfully optimized schedule. This course is your guide to transforming your practice into a powerhouse of efficiency, teamwork, and patient satisfaction. Journey through the realms of creating a vibrant practice culture, where every team member plays a pivotal role in driving success. From fine-tuning your team's dynamics to revolutionizing your scheduling strategies, this course promises to elevate your practice to new heights.



### **Ms. Laura Nelson**

is an accomplished and highly-respected figure in the dental industry. As the founder of Front Office Rocks™, a virtual training platform for dental teams, she has earned international acclaim for her expertise in office systems and methods that drive exceptional customer service. With a background in Human Resources and a master's degree in organizational development, Laura brings a wealth of knowledge to her work. She is a member of many prestigious dental associations, and various awards have recognized her expertise.

**DO NOT FORGET!** OUR FUNDRAISING EVENT RUNS FRIDAY FROM 10 a.m. – 5 p.m. IN THE GRAND FOYER  
Proceeds to benefit the TODS Endowment Fund in support of various dental-related charities.

**MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 23 – 25, 2025**

Want to register early online as an individual or office or keep up-to-date on what we have planned?

Go to [www.todsmeeting.com](http://www.todsmeeting.com)

## 8:30 a.m. – 12:00 p.m. **The Role of Orthodontics in Restorative Dentistry**

The successful rehabilitation of the complex restorative patient often requires a synergistic approach of multiple dental specialties. These dentitions are often characterized by having any combination of congenital or multiple missing teeth, inappropriate spacing, over-erupted teeth, advanced attrition, uneven occlusal planes and compromised periodontal health. This course will highlight the orthodontist's role in assisting with prosthodontic-driven treatment plans that optimize esthetics and facilitate the restorative phase of treatment, while still satisfying specific functional requirements for these patients.



### **Dr. Benjamin Pliska**

is a graduate of UWO School of Dentistry, and completed his graduate Orthodontic training at the University of Minnesota. He is an Associate Professor of the UBC Faculty of Dentistry, an Orthodontic Consultant at B.C. Children's Hospital and maintains a private practice in Vancouver as a certified specialist in Orthodontics. Dr. Pliska's research interests include craniofacial imaging and sleep medicine.

## 8:30 a.m. – 12:00 p.m. **Ten Radiologic Diagnoses Every Dentist Should Know**

When you discover something that looks unusual on a radiologic image, do you attempt to investigate the finding further yourself, or do you refer the patient to another practitioner for a diagnosis? And, when you receive the diagnosis, do you know what to do next? In this session, we will discuss and explore the key radiologic features of 10 entities, some of which may be commonly seen, some of which may be variations of normal anatomy or hamartomas, and others of which may be "true lesions" that may require action and follow-up.



### **Dr. Ernest Lam**

is a PhD-trained oral and maxillofacial radiologist, and a full professor at the Faculty of Dentistry at University of Toronto. He received DMD and MSc degrees from UBC, a Certificate in Oral and Maxillofacial Radiology and a PhD in Radiation Biology at the University of Iowa. Dr. Lam is a Fellow of the Royal College of Dentists of Canada and a Diplomate of the American Board of Oral and Maxillofacial Radiology.

## 8:30 a.m. – 12:00 p.m. **Materials and Techniques for Direct Composites**

Composite restorations remain the bread-and-butter procedure of many general dentists. Although this procedure may seem trivial, there are many clinical factors which lead to a long-lasting restoration, including diagnosis, isolation, caries removal, cavity preparation, bonding technique, composite placement, and finishing and polishing. This course aims to review the techniques for each of these steps based on current evidence.



### **Dr. Nate Lawson, DMD, MA, PhD**

is the director of the Division of Biomaterials, University of Alabama at Birmingham School of Dentistry. He graduated from UAB School of Dentistry in 2011, and obtained his PhD in Biomedical Engineering in 2012. His research interests are the mechanical, optical, and biologic properties of dental materials and clinical evaluation of new dental materials. He served on the ADA Council of Scientific Affairs and is on the editorial board of *The Journal of Adhesive Dentistry* and *Compendium*. He also works as a general dentist in the UAB Faculty Practice.



# FRIDAY A.M. FEATURED SPEAKERS

OCTOBER 25, 2024

## 8:30 a.m. – 12:00 p.m. Periodontal Plastic Surgery

ATTENDANCE OF AM SESSION NOT REQUIRED FOR PARTICIPANTS OF AFTERNOON WORKSHOP



This lecture will address most common mucogingival problems and periodontal procedures used to address hard and soft tissue defects around natural teeth include gingival augmentation, frenectomy, crown lengthening, and ridge augmentation. The format will be lecture and illustrated via case presentations. These principles will also be presented with respect to dental implant applications.



### Dr. Kevin R. Suzuki

earned his DMD from Nova Southeastern University, completed a residency in Periodontics and Oral Implantology, and is a Diplomate of the American Board of Periodontology. Dr. Suzuki holds faculty positions at Temple University, University of Washington, the Resnik International Implant Institute and the Institute for Dental advancement. He practices Periodontology and Oral Implantology in Seattle, WA.

# FRIDAY P.M. FEATURED SPEAKERS

OCTOBER 25, 2024

## 1:30 p.m. – 4:15 p.m. WORKSHOP – SESSION 2

NOTE END TIME

## Dental Equipment Maintenance and Repair: A Hands-on Workshop

OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED



Is your practice's efficiency and productivity affected due to equipment malfunctions and breakdowns? Would you like to reduce repair costs and improve your skills in basic equipment assessment, maintenance and repair? Prolong the life of your equipment with these simple maintenance tips and techniques.



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Beginning October 1, you can download the materials of your choice at [www.todsmeeting.com](http://www.todsmeeting.com). Not all speakers have agreed to provide handouts.

1:30 p.m. – 4:30 p.m. **WORKSHOP**

**Extraction and Guided Bone Regeneration: A Hands-on Workshop**

LIMITED TO DENTISTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED

ATTENDANCE OF AM SESSION NOT REQUIRED FOR PARTICIPANTS OF AFTERNOON WORKSHOP

This course is a combination of instruction, demonstration, and hands-on (pig-jaw) workshop. Participants will learn basic principles of bone augmentation surgery (in conjunction with extractions). Participants will learn principles of patient evaluation, clinical, and diagnostic considerations for ridge augmentation of extraction socket defects. Participants will learn surgical and anatomic principles for ridge preservation surgery. Participants will be able to practice and develop hands-on skills to gain experience in performing ridge preservation flap surgery associated with an extraction site. Please refer to the TODS Meeting website for a list of items participants are required to bring.



**Dr. Kevin R. Suzuki**

earned his DMD from Nova Southeastern University, completed a residency in Periodontics and Oral Implantology, and is a Diplomate of the American Board of Periodontology. Dr. Suzuki holds faculty positions at Temple University, University of Washington, the Resnik International Implant Institute and the Institute for Dental advancement. He practices Periodontology and Oral Implantology in Seattle, WA.

1:30 p.m. – 4:30 p.m. **Supporting Our Oncology Patients: In-Office and Home Care Therapies**

Head and neck cancers are on the rise in Canadian populations, and many patients are living longer after their diagnosis and treatments. Learn how you can best support your patients with oral health therapies that will help with acute side effects as well as long-term complications. Review head and neck cancer medical treatments; identify oral complications that can arise from medical treatments; and, differentiate between dental therapies for in-office and home care support.



**Ms. Lucy Pavao, BSc, RDH**

A Registered Dental Hygienist since 2000, Lucy graduated from Niagara College and then completed her Bachelor of Science in Oral Health Promotion in 2020. Lucy has had extensive clinical experience in general, periodontal, prosthodontic, and sedation practices, and has taught in dental hygiene colleges. She is the second Canadian to be a Certified Curaprox iTOP Teacher, and has spoken nationally on a number of oral health topics. Lucy is currently pursuing her Master's degree.

**MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 23 – 25, 2025**

Want to register early online as an individual or office or keep up-to-date on what we have planned?

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# Supporting dentists at every career stage

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Dr. Chad Peterson



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## 1:30 p.m. – 4:30 p.m. **Stress-Proof Your Mind: A SMART Journey**

SMART (Stress Management and Resiliency Training) is a Mind Body Medicine program based on 40 years of research from the Benson Henry Institute and Harvard Medical School. Learn to: Define the body's response to stress, and the role it plays in the development or exacerbation of medical conditions. Identify the biological effects of the stress response and, in contrast, the relaxation response on brain and body. Support health care change designed to reduce the prevalence of non-communicable diseases. Improve your ability to motivate patients towards sustainable behavior change.



### **Presenter – Dr. Kristin Yont**

co-owns her practice in Calgary. She has worked with the Calgary Flames for 26 years, and is currently lead dentist within the medical team. She is also very experienced in Forensic dentistry. Dr. Yont is one of only three practitioners in Canada who is accredited to teach the SMART Program. The Stress Management and Resiliency Training Program is designed to help participants regain control and build resilience through a variety of mind body principles and self-care interventions, leading to reduced medical symptoms and vulnerability to disease, enhanced wellness and quality of life.



### **Moderator – Dr. Salima Dadani, Director, Member Support, BCDA**

Dr. Dadani's journey in dentistry over the last 25 years has included being an Associate, practice owner, and owner of an innovative business that brings the dental clinic to patients who can no longer get to their traditional dentist. Dr. Dadani is currently a Director, Member Support with BCDA, and has a strong commitment to volunteering, including BCDA's Geriatric Dentistry Committee.

## 1:30 p.m. – 4:30 p.m. **Pearls from the Pacific: Clinical Tips for Mastering Restorative Dentistry**

From the everyday to complex full-mouth rehabilitation, the methods, materials and processes to make practice life and patient management easier will be discussed. This case-based lecture provides attendees with pearls that dentists can implement into their practice within a week of attending the presentation. After this lecture, you will be able to: describe clinical pearls to facilitate restoring the single anterior tooth; detail the strengths and limitations of current restorative materials for specific treatment options and discuss clinical tips and management strategies for the complex prosthodontic patient.



### **Dr. Roxana Saldarriaga**

obtained her DDS from University of Western Ontario, and GPR certificate at Hennepin County Medical Center in Minnesota. She completed her post-graduate training in prosthodontics at the University of Minnesota and is a fellow of the Royal College of Dentists of Canada and maintains a full-time private practice and in-house prosthodontic laboratory in Vancouver, BC. Dr. Saldarriaga has held positions as part-time Graduate and Undergraduate instructor in the Division of Prosthodontics at the University of British Columbia. Dr. Saldarriaga continues to mentor her peers as a director and frequent speaker of the Western Restorative and Everyday Dentistry Study Clubs in Vancouver.

**DO NOT FORGET! OUR FUNDRAISING EVENT RUNS FRIDAY FROM 10 a.m. – 5 p.m. IN THE GRAND FOYER**  
Proceeds to benefit the TODS Endowment Fund in support of various dental-related charities.

# FRIDAY P.M.

OCTOBER 25, 2024

# FEATURED SPEAKERS

## 1:30 p.m. – 4:30 p.m. **Immediacy in the Esthetic Zone: Behind the Decision Making**

Dental implants have become the standard of care in present day practice for replacement of teeth. However, timelines, protocols and indications of implant dentistry are constantly evolving. Once hotly debated, immediacy protocols are not only being accepted as a viable treatment option but a high level of care when attempting to achieve optimal aesthetic outcomes. This same-day approach must follow important tenets for success but how to manage the bone-implant void presented during such cases? In this presentation, we will examine treatments for managing the so-called “gap” that lead to predictable hard and soft tissue maintenance in our effort to provide patient-centred care.



### Dr. Philip Walton

is a specialist in Periodontics & Implantology. He completed his Periodontal training at the Harvard School of Dental Medicine. He is a fellow of the RCDC and a US Diplomate. He is in private practice performing conventional periodontal therapy including periodontal plastics, advanced regeneration as well as implant rehabilitation. His area of focus lies in immediate implant placement and temporization for single, multiple and full arch reconstruction.

## 1:30 p.m. – 4:30 p.m. **Top Troubleshooting Tips from an Endodontist’s Perspective**

This course tackles the questions that general practitioners ask most during endodontic lectures. Have you ever encountered a patient who complains that the pain is on the top and the bottom and never know where to start? Ever wondered what the protocol is for a cracked tooth? How about tips and tricks for numbing a “hot” tooth? Looking for checkpoints to ensure you have located all canals? Each topic will be broken down and addressed so you can take the most up-to-date information back to your practice for immediate implementation.



### Dr. Beth Ann Damas

was born and raised in Lemont, Illinois. In 2005, she graduated as one of only five students with a dual DDS and MS degree from the University of Illinois College of Dentistry. Dr. Damas practiced as a general dentist for three years before entering the endodontic residency program at the University of Detroit Mercy in Michigan. She completed her residency training in 2010. She is a Diplomate of the American Board of Endodontics.

## 4:00 p.m. – 6:00 p.m. **Okanagan College Dental Assisting Alumni 1974 – 2024**



Join us for a fabulous opportunity to meet up with your colleagues and instructors from school! Reminisce, see where being a CDA has taken your colleagues, discuss professional issues, and take the time to further foster and grow professional comradery! It is your profession! Come join us for an hour or two of fun and laughs! All Okanagan College Dental Assisting Alumni attending the 2024 TODS Meeting are invited to attend the 16th Annual Meet & Greet.

### 3 SESSION TIMES TO CHOOSE FROM

### BLS CPR Recertification

- 8:00 a.m. – 10:00 a.m. **WORKSHOP 1**
- 10:30 a.m. – 12:30 p.m. **WORKSHOP 2**
- 1:00 p.m. – 3:00 p.m. **WORKSHOP 3**



#### SESSIONS ARE REPEATED

OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED

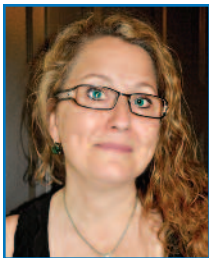
Designed to build participant confidence in performing cardiopulmonary resuscitation (CPR skills) in a team environment for professionals with a duty to respond. Teaches the important steps to perform a rapid assessment, perform Basic Life Support (BLS) skills, airway obstruction, assisted ventilation, perform rapid defibrillation including use of an Automated External Defibrillator (AED) and basic life support special considerations.

### 8:30 a.m. – 12:30 p.m. **WORKSHOP – SESSION 3**

### Provisional Restorations: Tricks and Tips

LIMITED TO CERTIFIED DENTAL ASSISTANTS – MUST PRE-REGISTER – AUDITING NOT PERMITTED

Step-by-step demonstration and hands on instruction to simplify the fabrication of functional and aesthetically pleasing provisional restorations. This workshop IS recommended for certified dental assistants who have fabricated provisional restorations in their daily practice or those certified dental assistants who have fabricated provisionals previously but not in their regular practice. This workshop is NOT recommended for certified dental assistants who have never fabricated provisional restorations previously.



#### Ms. Lian Walraven, CDA, Prosthodontic Module

Ms. Walraven pursued a certified dental assistant education and was licensed in 1986 after spending four years as a laboratory assistant. In 1997, she was among the first group of potential instructors to receive their Prosthodontic Modules, and has been involved as an instructor in the B.C. Interior since that time. She has worked for a certified specialist in prosthodontics since 1998 where she fabricates multiple provisional restorations on a daily basis.



To reduce paper use, some speakers have been asked to allow us to post their handouts on the TODS site.

Beginning October 1, you can download the materials of your choice at [www.todsmeeing.com](http://www.todsmeeing.com). Not all speakers have agreed to provide handouts.

### MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 23 – 25, 2025

Want to register early online as an individual or office or keep up-to-date on what we have planned?

Go to [www.todsmeeing.com](http://www.todsmeeing.com)



# TWO DAYS! SATURDAY & SUNDAY

OCTOBER 26, 2024 OCTOBER 27, 2024

## Strategy & Operations: Driving Revenues Up and Costs Down in Your Dental Practice **8:00 a.m. – 4:00 p.m. EACH DAY**

Maximize your dental practice's efficiency and profitability in this two-day, hands-on course designed by UBC Business professors. Dive into managing office systems, costs, and revenues while enhancing patient care and retention. Use business tools to evaluate the Canadian Dental Care Plan for your practice. Learn from Canada's top business instructors, using industry best practices and key metrics to make informed decisions, streamline operations, and foster a patient-centric environment. Essential training for dentists and dental office managers aiming for success.



### Dr. Jim Armstrong

Jim is a Senior Associate at the UBC Sauder School of Business, and CEO of Aarm Dental Group. He is an MBA trained dentist through 2 MBA programs 12 years apart, and past president of the BCDA and CDA (2020/2021). Jim chaired BCDA's Economics Committee for 10 years, which produces the suggested fee guide. His research and writing interests for Sauder are in the areas of operations, service marketing, finance, and strategy/policy as it pertains to the dental profession. Jim is the Co-Academic Chair of the Sauder "Certificate in Dental Practice Management".



### Dr. Anthony Boardman

Anthony is the Van Dusen Professor of Business Administration at the UBC Sauder School of Business. His interests include strategic analysis and implementation and the effects of ownership on performance. He teaches strategic analysis to business executives internationally and serves as a consultant to organizations on strategic and economic issues including BCDA, and CDA. Anthony is the Co-Academic Chair of the Sauder "Certificate in Dental Practice Management".



### Dr. Mahesh Nagarajan

Mahesh is the Senior Associate Dean for Research and Professor in the Operations Division at the UBC Sauder School of Business, where he holds the Alumni Chair professorship in Stochastic optimization. He is an applied mathematician with extensive experience in system design, system analysis and strategy in health care and dental operations. He has taught in various dental practice management programs and has consulted with the CDA and BCDA.



This course is NOT included in the TODS Meeting registration fee. TODS registration is not required. Open to dentists and office managers. To register, scan the QR code. Course fee: \$1050.00.



**8:30 a.m. – 12:30 p.m. Identifying Red Flags Associated with Systemic Diseases: TWO COURSES! Why Your Assessment is Critical**

Through routine dental appointments, we can identify warning signs that indicate systemic diseases such as diabetes, cardiovascular disease, high cholesterol, and more. We will discuss items that we typically label “normal” or “within normal limits”, but which require further investigation. Salivary testing technology and oral bacteria tests are smart, safe, and simple, and can help us detect hidden risks that may pose a future threat to your patient’s oral and systemic health. Use this data and test results, to create personalized treatment recommendations that improve clinical outcomes.



**All Things Spit: Understanding Salivary Diagnostics**

Have you ever looked in your patient’s mouth and wonder why their tissues respond that way? Then it is time to take a closer look at our patient’s oral bacterial profile. Salivary testing technology can provide a risk analysis by quantifying high and moderate risk pathogens, guiding treatment recommendations, and improving your clinical assessment. We will explore some systemic diseases associated with periodontal pathogenic bacteria and how to convey this information. Learn how to use the patient’s health history, periodontal status and assessment information to determine when testing is recommended.



**Ms. Kerry Lepicek, RDH** is a registered dental hygienist with more than 20 years of experience who currently works part-time in general practice. She is a renowned international speaker, editor for *The Hygiene Corner* with Women In Dentistry, and cast member of *The RDH View*. Kerry also sits on the advisory board for the American Academy of Oral and Systemic Health (AAOSH) and is a published author. Kerry provides practical advice to help you enhance your practice and promote patient health.

**8:30 a.m. – 12:30 p.m. Eating for Optimal Dental Health, Mental Health and Longevity**

Hundreds of years ago, Hippocrates said, “Let food be thy medicine and medicine be thy food.” Today, researchers say, “Unhealthy diets pose a greater risk to health, well-being, and risk of death than any other risk factor in the world.” What our patients consume profoundly impacts dental health (risk of caries, periodontal disease, and dental erosion), mental health (risk of depression and anxiety) and longevity (risk of heart disease, diabetes, cancer, and more). Specific food choices optimize the health of the oral microbiome and gut microbiome, both of which are critical to overall health and well-being. This science-based presentation is about “letting food be thy medicine, and medicine be thy food.”



**Ms. Liz Pearson, RD** has a passion for peanut butter sandwiches and an undying love for chocolate. Liz has been researching, speaking and writing about nutrition for more than 25 years. She speaks regularly to health professionals and is highly respected in the dental field. Liz was the nutrition columnist for *Chatelaine*, and appears regularly on radio and television. She is also the author of four books, her most recent – *Broccoli, Love & Dark Chocolate... Because food, love, and life should be delicious!*

**SATURDAY**

OCTOBER 26, 2024

# OKANAGAN-VINTAGE SPECIALIST POTPOURRI



The 2024 TODS Meeting is VERY excited to offer the sixth installment of the immensely popular **Okanagan-Vintage Specialist Potpourri!** The first Okanagan-Vintage Specialist Potpourri was ‘released’ during the 1996 TODS Meeting with Dr. Al LaBounty moderating, and repeated in 1997, 2000, 2014 and virtually at the 2021 TODS Meeting. Five local dental specialists will give a 40-minute presentation from a different dental specialty.



**Moderator: Dr. Ron Shupe**

## 8:30 a.m. – 9:10 a.m. **Endodontic Insights into Cracked Teeth: Diagnosis & Management**



Cracked teeth pose a significant dental concern, with a substantial increase in cracked teeth over the last few years. Cracked teeth present unique challenges and require a comprehensive understanding of their etiology, diagnosis, and management. This presentation will outline the latest vocabulary for cracked teeth and vertical root fractures and review the main risk factors and provide insights into cracked teeth from an endodontic perspective, focusing on diagnosis and treatment strategies.

**Dr. Stefanie Nio, DDS, MSc, FRCD(C), Certified Specialist in Endodontics**

Dr. Nio received her dental degree from the University in Amsterdam in 2010. Since completing her post-graduate studies in endodontics at the University of British Columbia in 2017, Dr. Nio has maintained an established and reputable full-time practice limited to advanced endodontics and microsurgery in beautiful Kelowna.

## 9:20 a.m. – 10:00 a.m. **Potentially Premalignant Lesions of the Oral Cavity**



Appropriate recognition and management of potentially premalignant lesions has potential to significantly decrease morbidity and mortality associated with cases that undergo malignant transformation. We will review the following: clinical appearance of potentially premalignant lesions; malignant transformation rate of oral epithelial dysplasia and risk factors for transformation; protocol for management of lesions and importance of close surveillance. This presentation will aid the practitioner in appropriate diagnosis of premalignant lesions and help in understanding a framework for appropriate management.

**Dr. Justin Kierce, Certified Specialist in Oral and Maxillofacial Surgery**

Dr. Kierce is an oral and maxillofacial surgeon who works in private practice at Okanagan Oral & Maxillofacial Surgery Associates in both Kelowna and Vernon, and is also on staff at Kelowna General Hospital.

## 10:10 a.m. – 10:50 a.m. **General Overview of the Temporomandibular Joint (TMJ)**



We will touch on the definition and importance of temporomandibular joint (TMJ), anatomical structure of TMJ, and role of lateral pterygoid muscle in TMD. We will focus on: Clinical relevance of TMJ; Temporomandibular Joint Disorders (TMD); Etiology and causes of TMD; Classification; Masticatory Muscle Disorders, disk derangement, degenerative, and growth disorders; Clinical characteristics of myofascial pain; Treatment Options for TMD; Bruxism: definition, type, risk factors, and treatment; Discussion on the use of neuromodulator injections in treating TMD.

### **Dr. Tareq Aldajani, Certified Specialist in Oral Medicine**

With degrees from Egypt, Jordan, UK and advanced training in Saudi Arabia and Canada, Dr. Aldajani offers comprehensive services at Sopa Square Dental Clinic and BC Cancer. His expertise includes oral pathologies, systemic disease manifestations, bruxism, TMD, sleep apnea, and neuropathic pain management.

## 11:00 a.m. – 11:40 a.m. **Evaluating Degree of Excellence in Treatment of Class II Malocclusions**



This presentation addresses recent rise in treatments aimed at swiftly aligning anterior teeth to enhance aesthetic appeal ie. fast braces, social six treatment, and fast track appliance, all available online. I will provide a brief overview of sagittal discrepancies exceeding 5mm, appliances used for correcting buccal segments, testing results on the Facilitator intraoral device, and addressing treatment aimed at achieving optimal facial and skeletodental balance. Central to the discussion will be Andrews' six keys to facial and skeletodental balance.

### **Dr. Bruce Oliver, Certified Specialist in Orthodontics**

Dr. Oliver is a board-certified orthodontist and past examiner for Fellow of the Royal College. Over the past 40 years, he has been involved in teaching, research, and private practice. In addition, Dr. Oliver has served on several hospital teaching boards, committees, and executive positions at provincial and national dental associations while publishing several peer-reviewed articles.

## 11:50 a.m. – 12:30 p.m. **Periodontal Plastic Surgery / Soft-Tissue Grafting**



This presentation will examine periodontal plastic surgery, soft tissue grafting from diagnosis, assessment of recession, identifying periodontal phenotype, etiology, treatment expectations, cases and take aways from the discussion.

### **Dr. Sarah Ohnander, Certified Specialist in Periodontics**

Dr. Ohnander is a periodontist working at Kelowna Perio. Originally from Saskatchewan, she completed her dental degree at the University of Saskatchewan in 2014, followed by a general practice residency there in 2015. She returned to the University of Manitoba and completed her Masters of Dentistry in Periodontics in 2022.

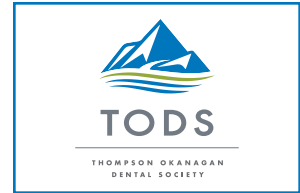
12:30 p.m.

## TODS LUNCHEON & SPECIAL PRESENTATION TODS AGM & BCDA UPDATES TO THE PROFESSION

LIMITED TO DENTISTS ONLY

Please bring your lunch from the buffet and eat while attending the short TODS AGM & BCDA Update Meeting!

Update On Critical Issues Facing The Profession: Join us in hosting the new President of the British Columbia Dental Association (BCDA) Dr. Anita Gartner and CEO Quinn Mathiesen-Newcomb as they discuss the pressing issues at the forefront of dentistry in BC and Canada. This presentation will explore the confluence of challenges and opportunities facing dentistry, including updates on the evolving oral health regulatory landscape in our province and the impacts of the Canadian Dental Care Plan (CDCP). This engaging event will provide invaluable insights, informed perspectives, and elevate your understanding of the rapidly changing dental landscape.



### Dr. Anita Gartner, BCDA President

is a Certified Specialist in Pediatric Dentistry, a Fellow of the Royal College of Dentists of Canada and a Diplomate of the American Board of Pediatric Dentistry. She has contributed to pediatric dental research at the University of Washington, focusing on child development and techniques to alleviate pain and anxiety in children. Dr. Gartner is also deeply committed to volunteerism, applying her expertise to serve community health needs.



### Mr. Quinn Mathiesen-Newcomb

is the CEO of the British Columbia Dental Association (BCDA). Prior to joining the BCDA, he served as a Senior Executive with Genome BC, a catalyst of genomics research and innovation to grow BC's life sciences sector. An advocate for advancing health care solutions, Quinn has a broad range of professional experience working with all levels of government, diverse industries, and leading initiatives in complex regulatory environments. He has a passion for championing innovation, creating high-performing teams, and driving multisectoral partnerships that bring strategies to life.

12:30 p.m.

## BRITISH COLUMBIA DENTAL HYGIENE ASSOCIATION and CERTIFIED DENTAL ASSISTANT ALLIANCE LUNCHEON MEETING Current Issues Update

BRINGING TOGETHER DENTAL HYGIENISTS, DENTAL THERAPISTS AND CERTIFIED DENTAL ASSISTANTS

All Registered Dental Hygienists, Dental Hygiene Practitioners, Certified Dental Assistants and Dental Therapists are welcome to attend lunch and to join the BCDHA Board of Directors for an informative discussion of the current issues and trends in the dental profession in BC. This is your opportunity to share your thoughts and ideas, and to hear the latest updates from your professional association.



# Go With the Flow

## Five ways to improve your dental practice cash flow

By Scotiabank Healthcare & Professional Banking

**Y**ou need to establish good habits to ensure the overall health of your practice. As a dentist, caring for your patients is your top priority, however you may sometimes face some difficult decisions that could impact your cash flow. Here are five ways to help improve your practice cash flow.

### **PRE-BOOK PREVENTATIVE AND FOLLOW-UP APPOINTMENTS**

One of the best ways to help ensure you have a consistent cash flow is to maintain a steady schedule of patient visits. "This is where having a good, dependable office manager can make a noticeable difference," says Charandeep Sandher, Director & Group Lead, Healthcare & Professional Banking, Western Canada at Scotiabank. They can pre-book preventative and follow-up appointments when patients come in for their routine check-ups. Plus, they can schedule reminders for upcoming appointments. Not only is this important for identifying patients' oral health issues early, but it also is an opportunity to ensure no revenue opportunities are missed. "Maintaining a well-organized patient calendar may seem like a simple thing, but it can have a significant impact on your bottom line," says Sandher.

### **MAKE THE PAYMENT PROCESS EASY FOR YOUR PATIENTS**

Be sure to provide your patients with a variety of different payment options, such as debit and credit cards. You can learn more about setting up debit and credit card processing through various merchant services. To collect any outstanding billings, invoices, or deficits after submitting to the insurer, use cash management options or digital payment solutions versus accepting cheques in the mail. For patients with an employer health plan or private insurance, make the transaction as seamless as possible by checking into whether their insurance provider offers a direct payment plan rather than requiring them to pay up-front and then file a claim. Also, help your patients understand what their insurance plans cover and explain the cost of any complex procedures in advance to avoid any surprises or unpaid balances. These strategies create a positive experience for your patient and ensures your payments are collected promptly.

### **USE TECHNOLOGY TO YOUR ADVANTAGE**

One of the best ways to manage your cash flow is with customer relationship management (CRM) technology. It can

help you track and analyze client data, plan for the future, and predict any potential shortfalls. A CRM system can also facilitate automated digital appointment and payment reminders, as well as share e-newsletters, which can help build and maintain strong patient relationships.

It's also a good idea to allow your patients to book appointments through your website, if you have that capability. Not only will it save time for your administrative staff, but it may even help draw in more business by facilitating booking of appointments outside of your regular clinic hours.

### **CONSOLIDATE PAYMENTS ON A BUSINESS CREDIT CARD**

By amalgamating all your payments on one business credit card, you can keep your business expenses separate from your personal expenses and make them easy to record and track when you file your taxes. This can also help maximize your cash flow by providing you with a limited grace period between the time you make a purchase and the time you make the payment. You may also be able to take advantage of a credit card that offers rewards or cash back. Compare card features to choose the one that best meets your needs. You can learn more about the business credit cards offered through the Scotiabank Dentist Banking Program.

### **MAXIMIZE THE RETURN ON YOUR CASH**

Always monitor your bank accounts so that extra cash is not sitting idle in a no-interest account. Instead, Sandher recommends you use that surplus to pay down any outstanding debt or take advantage of a business account that pays interest based on the balance.

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For more information and customized advice and solutions to help you grow your practice and optimize your cash flow, contact a Scotiabank Healthcare Specialist today.

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# Strength in Numbers

## How dental networks empower practices amid CDCP challenges

By Dentalcorp

The launch of the Canadian Dental Care Plan (CDCP) has triggered a wave of uncertainty and apprehension among dentists and clinicians across Canada. Many practitioners, concerned about the program's impact and administrative complexities, have hesitated to enroll or start treating patients under the CDCP, which launched May 1. Recent figures indicate that only a fraction of oral healthcare providers have signed up so far\*, reflecting widespread reservations within the profession.

Despite the initial challenges, there are signs of progress and adaptation within the CDCP framework. Notable developments, such as the option for oral health providers to direct bill Sun Life on a claim-by-claim basis starting July 8\*\*, suggest a responsiveness to industry feedback and a willingness to evolve over time.

In this period of unprecedented change, Dentalcorp, Canada's largest network of dental clinics, has emerged as a key ally for its practices. Recognizing the need for support during the CDCP rollout, the DSO has recognized the value in proactively providing tools and assistance to ease the transition for enrolled dentists.

Julian Perez, Chief Legal and Compliance Officer at Dentalcorp, draws insightful parallels between the challenges of the COVID pandemic and the rollout of the Canadian Dental Care Plan.

"In times of disruption, such as the COVID-19 pandemic, and now with the Canadian Dental Care Plan, our scale, infrastructure, and dedicated support staff have been mobilized to the benefit of our clinicians," says Perez. "As we navigate the Canadian Dental Care Plan, there are clear advantages for a Dentist to lean on a network of peers for collaboration and support in this rapidly changing environment. Having dedicated information technology, operations, and regulatory compliance programs is a tremendous benefit in effectively managing change."

Dr. David Mady, with practices in the Windsor-Essex area, highlights the importance of embracing the CDCP.

"The rollout had its hiccups, but it's here to stay. Dismissing it not only denies patients crucial dental care but also redirects them to other practices that have enrolled," says Dr. Mady. "Navigating the CDCP feels like exploring uncharted territory, but being part of a network helps us chart a course forward more effectively."

Calgary-based, Dr. Scott Spackman, acknowledges the new program's challenges but keeps his focus on his patients.

"Despite the initial complexities and confusion surrounding the CDCP, our dedication to providing excellent patient care remains unchanged," says Dr. Spackman. "Handling administrative challenges and clarifying program details to new patients can be daunting, but Dentalcorp's support during the rollout has been invaluable. They keep us informed about program updates and help us streamline processes, allowing us to focus on delivering quality oral healthcare. Being part of a larger network equips us with the tools needed to adjust effectively during a time of significant change."

Since the launch of the CDCP, numerous new patients, particularly seniors, are encountering difficulties in locating dentists who are accepting eligible patients. To bridge this gap and connect prospective patients with dental clinics in their area that serve CDCP patients, Dentalcorp provides the hellodent platform\*\*\*, complemented by SunLife's\*\*\*\* national search resource. These directories facilitate easy access to essential oral healthcare for Canadians seeking CDCP providers.

As the CDCP takes effect, the dental community faces inevitable change, with varying degrees of acceptance. However, the overarching commitment to enhancing the oral health of Canadians remains paramount. Being part of a large network is one way to alleviate the new challenges Dentists face, via access to resources and supports that facilitate effective adaptation and the delivery of quality patient-centric care in this rapidly evolving environment.

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### Sources

\* CBC, Marina von Stackelberg, May 1, 2024

<https://www.cbc.ca/news/politics/canadian-dental-care-plan-cdcp-seniors-coverage-begins-may-1-1.7189717>

\*\* Health Canada – <https://www.canada.ca/en/services/benefits/dental/dental-care-plan/providers.html>

\*\*\* <https://www.hellodent.com/site/service/service-cdcp>

\*\*\*\* <https://www.sunlife.ca/sl/cdcp/en/member/provider-search/>



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# Know Better – Do Better

## A ground-breaking risk assessment strategy

By Beth Parkes, RDH, BSc

The traditional approach to medicine has been predominantly reactive. Within this system, Dental Hygiene stands out as a true preventative healthcare model. I take pride in the proactive stance we, the dental hygienists, have adopted and the positive impact we have made on oral health and wellness. While we have made significant strides, I believe there is more work to be done.

Imagine being equipped with objective data that could predict the potential trajectory of your patient's oral health journey. How would this information influence your prevention strategies for them? The concept of personalized medicine, while not a diagnostic crystal ball, is unlocking a realm of possibilities by offering insights that were previously inaccessible in healthcare. This model evaluates an individual's genetic composition to gauge their level of risk for specific diseases and conditions. This concept is beginning to help us overcome the limitations of our more conventional risk assessment methods.

Within dentistry, a new dental product called Oral Risk, developed by the Canadian company AI Genetics, has introduced a salivary test to assess a patient's genetic predisposition to caries or periodontal disease. This innovative test utilizes a polygenetic risk score to illustrate an individual's susceptibility compared to the general population. The score is based on genetic variants, or markers, identified through genotyping and large Genome-Wide Association Studies. Currently, around 25 markers have been associated with periodontal disease and 36 to caries. Leveraging artificial intelligence (AI), geneticists can analyze this extensive genetic data to determine a person's baseline risk level as low, moderate, or high.

We are aware that periodontal disease and caries are affected by multiple factors beyond genetics, such as diet, lifestyle, oral hygiene practices, and conditions like diabetes. Unlike traits for eye colour or height, we can impact our genetic predisposition to these common diseases and do not need to feel like their occurrence is inevitable. While genes may set the foundation, lifestyle choices can either support or weaken it. This advanced tool and the insights it provides can serve to empower patients to proactively prevent these conditions.

Consider how this test could affect your dental hygiene appointments.

**Enhanced Personalized Treatment Plans:** This data can help choose the most customized treatment based on ob-

jective and individual risk levels, motivating patients to follow their prescribed plan.

**Better Understanding of Risk:** Genetic testing can offer insight into a patient's likelihood of developing periodontal disease or caries. This knowledge can inspire them to take preventive actions and adopt a proactive approach to their oral health, rather than just reacting to symptoms.

**Empowerment Through Knowledge:** Patients who grasp the genetic risk of their condition may feel empowered to make informed decisions regarding their oral health. This understanding can demystify their condition and alleviate any intimidation during the treatment process.

**Improved Communication:** Genetics can help explain the potential reasons behind a patient's symptoms or the ineffectiveness of past treatments. This can foster more productive conversations between patients and clinicians as they collaborate to determine the best course of action.

**Increased Acceptance of Treatment Plans:** When patients observe that their treatment plans are tailored to their unique genetic profile, they may cultivate a deeper trust in their oral healthcare provider's advice, resulting in improved compliance and outcomes.

The ability to evaluate a patient's genetic level of risk represents a new frontier in dentistry. Improved risk assessment, coupled with our extensive knowledge of prevention, has the potential to make the most significant impact on oral disease prevention to date. The adage "When we know better, we do better" is particularly relevant in this context.

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Oral Risk is available through Curion, a Canadian company based out of Richmond, B.C. For more information, or to place an order, contact [wecare@curion.ca](mailto:wecare@curion.ca).



Beth Parkes RDH, BSc is an engaging international speaker who has been a Registered Dental Hygienist for nearly 20 years. She has gained her clinical knowledge and skills through General and Independent Practice, Mobile Dental Hygiene, Orthodontics and Periodontics. Beyond her clinical experience, Beth is a writer, a board member for *Dental Hygiene Quarterly*, and a valued cast member of the *RDH View*.

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# GENETIC TESTING & DENTAL HEALTH

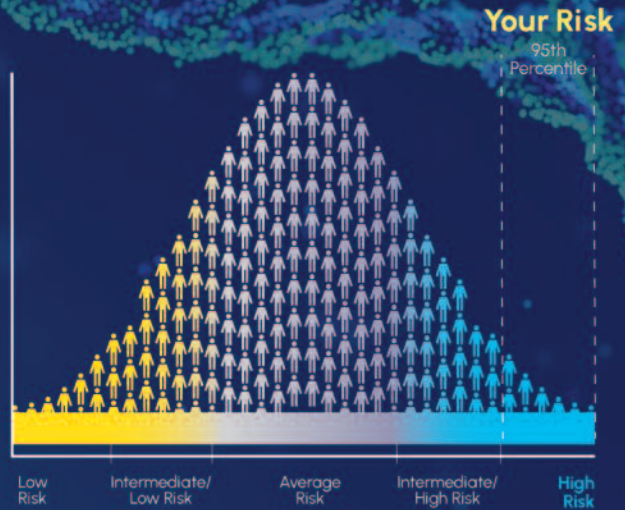
## Knowing can create better outcomes

### What is Oral Risk?

A ground-breaking, predictive DNA test that assesses an individual's susceptibility to dental caries and/or periodontal disease. Once the risk factor has been determined, dental practitioners can collaborate with patients to craft personalized and proactive treatment with dental hygiene care frequencies, adjunctive tools and preventive strategies catered to their unique risk profile.

### How it works

Using biomarkers, geneticists have uncovered specific genetic markers linked to both caries and periodontal disease. Leveraging the power of AI, a sophisticated mathematical model synthesizes genetic data to predict an individual's baseline risk as low, average, or high for developing these conditions. This wealth of information offers actionable insights for genuinely proactive care.



**Oral Risk empowers dental practices to expand preventative care through genetic testing.**



Learn more about  
A.I. Genetics and Oral Risk.

# A Shortage of Dental Assistants

Addressing a nation-wide situation with an innovative diploma program

By Casey Sharp, COO, Risio Institute for Digital Dental Education



The dental industry in Canada is grappling with a significant labor shortage, particularly in the area of dental assistants. This shortage has put considerable strain on dental practices, leading to increased workloads for existing staff and longer wait times for patients. To address this pressing issue, Risio Institute has developed an innovative solution: the Dental Assisting Distance Delivery Diploma Program. This program offers a unique, flexible, and comprehensive approach to training dental assistants, combining online education with real-life work experience. It is a win-win solution that benefits both students and dental practices.

## EARN WHILE YOU LEARN

One of the standout features of the Risio Institute's program is the ability for students to earn while they learn. Unlike traditional education models that often require students to take time off work and lose income, this program allows participants to continue working in a dental office while completing their studies. This dual approach not only provides financial stability but also ensures that students can apply what they learn in real-time, enhancing their understanding and skills.

### MENTORSHIP AND REAL-LIFE EXPERIENCE

The program's structure is designed to offer students invaluable mentorship and hands-on experience. By working directly in dental offices, students gain practical knowledge and skills that are essential for their future careers. This mentorship aspect is crucial, as it allows students to learn from experienced dental professionals, ask questions, and receive guidance in a real-world setting. This on-the-job training component bridges the gap between theoretical knowledge and practical application, making graduates of the program highly competent and job-ready.

### UPSKILLING AND EARNING CREDENTIALS

For individuals already working in dental practices as administrative staff, chairside assistants, or sterilization technicians, Risio Institute's program offers a clear pathway to advance their careers. By enrolling in the distance delivery diploma program, these employees can upskill and earn the credentials needed to become certified dental assistants. This opportunity for career progression not only benefits the individuals by enhancing their job prospects and earning potential but also helps dental practices retain valuable staff members who are already familiar with their operations and culture.

### ATTRACTING NEW TALENT TO THE INDUSTRY

The accessibility and flexibility of the program make it an attractive option for new talent considering a career in dental assisting. The program's online delivery format eliminates the need for students to relocate, making it accessible to individuals from diverse geographic locations. This is particularly beneficial for those living in rural or remote areas, who might otherwise be unable to pursue this career due to the lack of local educational opportunities. By making dental assistant training more accessible, the program helps to attract a broader pool of candidates into the industry, addressing the labor shortage from a grassroots level.

### BENEFITS OF ONLINE EDUCATION

The shift towards online education has brought numerous benefits, and Risio has effectively harnessed these advantages in its dental assisting program. Online learning allows students to maintain their work and family commitments while pursuing their education. The flexibility to study on their own schedule means that students can balance their professional, personal, and educational responsibilities more effectively.

Additionally, the layering of skills through a combination of online coursework and hands-on practice ensures a comprehensive learning experience. Students can apply theoretical concepts in their workplace, reinforcing their learning and gaining a deeper understanding of their coursework. This method of continuous, integrated learning is far more effective than traditional, compartmentalized education models.

### A SUSTAINABLE SOLUTION FOR THE DENTAL INDUSTRY

The Dental Assisting Distance Delivery Diploma Program offered by Risio Institute presents a sustainable solution to the nationwide dental assistant labor shortage. By providing a flexible, practical, and accessible pathway to certification, the program not only addresses the immediate staffing needs of dental practices but also contributes to the long-term health of the industry. Dental practices benefit from a steady influx of well-trained, job-ready assistants who are equipped with both theoretical knowledge and practical experience.

Risio Institute's Dental Assisting Distance Delivery Diploma Program is a game-changer for the dental industry. It offers students the unique opportunity to earn while they learn, gain valuable mentorship and real-life experience, and upskill to advance their careers. For dental practices, it provides a reliable pipeline of qualified dental assistants, helping to mitigate the current labor shortage. By leveraging the benefits of online education, the program makes dental assistant training more accessible and flexible, ensuring that students can balance their work, family, and educational commitments effectively. This innovative approach is a win-win for students and dental practices alike, paving the way for a brighter future in dental care.

The advertisement features the Risio Institute logo (a stylized 'risio' with a red smile) and the text 'Risio Institute ACCREDITED ONLINE DENTAL ASSISTANT DIPLOMA PROGRAM'. Below this, it states 'RISIO INSTITUTE OFFERS DISTANCE EDUCATION ACROSS CANADA!'. Three white boxes with red circular icons describe the program's features: 1) 'Risio's Dental Assistant Distance Delivery Diploma Program offers online theory modules with on-site intra-oral clinical modules. Students enjoy the Work-integrated Learning component, while learning the culture of the dental office throughout the program!'. 2) 'Risio's Dental Aide Program offers interactive online theory training in dental sterilization and dental 'basics' to jumpstart students' careers! Students enjoy the flexibility of working while enrolled in the program! This course can be applied for credit toward the Dental Assistant Program.'. 3) 'Risio's FREE dental basics course provides students with basic dental knowledge to kickstart their career in the dental office. Students learn tooth numbering systems, dental terminology, and a basic understanding of dental concepts to get them started in positions such as dental admin!'. At the bottom, contact information 'risiodental.com | info@risiodental.com | 587-591-7843' is provided, along with three cartoon teeth characters.

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# Protect Yourself, Your Practice

## Top ten things for practice owners to handle

By Marty Clement, MNP LLP



**Y**our practice is unique and so are your needs and the challenges you face. Regardless of your situation, sitting down with an advisor to assess areas where updates or more involved planning can be done to protect yourself, your practice, and your future, is a great way to avoid pushing important tasks further down the road. In no particular order, here are the top 10 items for which MNP advisors recommend all professionals assess and develop a comprehensive plan.

### **EMERGENCY PLANNING**

When you own a practice, planning for emergency scenarios that might disrupt operations are important. Having a game plan gives you the peace of mind that whatever life throws at you, your practice and the people who help you run it will be taken care of, and ideally can continue to operate and retain the value of your practice for potential sale.

### **WEALTH NEEDS**

Building a financial roadmap protects your wealth and estate whether that means continuing to pay for staff or keeping up with family household expenses. It's never too early to plan for transitioning your wealth and estate to the next generation and ensuring it's protected from leakages wherever possible.

### **WILL AND ESTATE PLANNING**

In a five- or 10-year period, your wealth and family situation can change drastically, so it's important to ensure your will reflects these changes. Consider your goals when updating your will. It's not a process that should be done in

isolation. Both from a legal and a tax perspective, to ensure you can maintain your wealth going forward. Where you're at AND where you hope to go – including passing your practice on to the next generation – should be included.

### **DEBT CONSIDERATIONS**

Revising your debt repayment plans, understanding the terms and agreements behind your debt, determining what your covenants are, and knowing if you have personal guarantees on corporate debt are vitally important to knowing where you and your practice stand financially.

### **TAX EFFICIENCIES**

Having an appropriate structure – both from a corporate standpoint and in your personal wealth management – is key to optimizing your tax situation. Preparing your practice for a sale, through estate planning and isolating non-operational assets, can help ensure you're positioned to qualify for the lifetime capital gains exemption. Planning ahead, at any stage in life, especially from a tax perspective, will enable you to set realistic goals with a full understanding of tax implications.

### **EFFICIENCY AND LONG-TERM NEEDS**

Review your operational costs and find areas to increase efficiency. Even if you're not actively running a practice, there are costs incurred that can be streamlined with a unique approach that meets your needs. Perform a health check on your practice to locate areas where cost and time savings can be applied and identify your priorities based on your future goals.

### TECHNOLOGY AND CYBER SECURITY

Not only does the latest technology boost your practice's efficiency, but it is also the first and best defence against cyber-attacks and security breaches. Not only does updated tech increase your operational efficiency, but it also increases the value of the practice for a potential buyer and will help you get more out of selling your practice down the road.

### EQUIPMENT CONSIDERATIONS

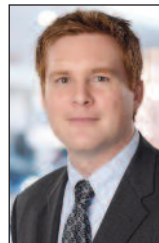
When assessing equipment needs, it's important to look at your priority list and decide what's going to make the biggest difference based on your future goals. From big pieces of equipment such as x-ray machines to something as simple as updating your computers, new equipment not only boosts your efficiency, but it can increase your clientele.

### LEASE AND VENDOR AGREEMENTS

Knowing the ins and outs of your lease and vendor agreements is critically important for all professionals to ensure you're protecting yourself, your practice, and your employees. In addition to setting up the agreements appropriately and favourably, thorough and thoughtful lease and vendor agreements make your practice more attractive for purchase down the road.

### EMPLOYEE RECRUITMENT AND RETENTION

Proper contracts help you maintain those key talented employees and protect everyone involved in the process. The staff you hold will help you grow the practice and providing an appealing place to work means you'll attract the kinds of employees needed to accomplish your long-term goals.



For further information contact Marty Clement, CPA, CA, Regional Leader Thompson-Okanagan Professional Services at 250-979-1742 or [marty.clement@mnp.ca](mailto:marty.clement@mnp.ca)



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C: Kevin Ponte, Regional Manager, Professional Banking  
P: 604-725-3670

E: [Kevin.Ponte@td.com](mailto:Kevin.Ponte@td.com)  
W: [www.td.com](http://www.td.com)

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### BIOHORIZONS CANADA

C: Kubra Abdala  
P: 905-944-1700  
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C: Emeet Duhra  
P: 604-561-4846  
E: [emeet.duhra@ZimVie.com](mailto:emeet.duhra@ZimVie.com)  
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W: [www.surgitel.com](http://www.surgitel.com)  
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W: [www.synca.com](http://www.synca.com)  
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W: [chriscan.com](http://chriscan.com)  
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P: 604-874-9292

E: Dave.s@gibraltar.ca

W: Gibraltar.ca

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E: joanne.wing@ca.sunstar.com  
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F: 604-736-7588  
E: info@bcdental.org  
W: www.bcdental.org

The BCDA is the member service and advocacy organization for BC dentists. The dentist-only board of directors oversees various member programs and services including individual member support, education, practice management resources and office policy templates, and promotes the profession and educates the public on oral health through the Your Dental Health campaign.

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