



# TODS

M E E T I N G

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THOMPSON OKANAGAN  
DENTAL SOCIETY



OCTOBER 23 - 25, 2025 • KELOWNA, BC

# PRELIMINARY PROGRAM





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**TODS**  
MEETING

THOMPSON  
OKANAGAN  
DENTAL  
SOCIETY

The Thompson Okanagan Dental Society's Annual Meeting is the second largest annual dental meeting in British Columbia with registration totals of over 1000 dental professionals. The TODS Meeting is held in October at the Delta Grand Okanagan Resort in Kelowna, British Columbia.

Discover more at [todsmeeting.com](http://todsmeeting.com)



**TODS**  
MEETING

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## **TODS MEETING PRELIMINARY PROGRAM AND BUYERS' GUIDE 2025**

Produced for the  
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**TODS**

THOMPSON OKANAGAN  
DENTAL SOCIETY

**Thompson Okanagan Dental Society**  
Phone: (250) 833-9249  
E: info@todsmeeing.com  
W: www.todsmeeing.com

**TODS Board of Directors 2025**  
President: Dr. Evan Wiens  
President-Elect: Dr. Derek Pollard  
Secretary-Treasurer: Dr. Rick Mehta  
Director: Dr. Puneet Brar  
Director: Dr. Brandon Schiffner

**TODS Fundraiser**  
Fundraising Chair: Ms. Gayle Faigan

**2025 TODS Meeting Committee**  
Dr. Jillian Belbin - Executive Director  
Ms. Alison Hall, CDA  
Ms. Lane Shupe, CDA, CMP

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TODS  
MEETING

WELCOME

Welcome to TODS 2025! We look forward to seeing you October 23 – 25, 2025 at the Delta Grand Okanagan Resort in beautiful Kelowna, B. C. We are so pleased you are joining us!

Our TODS Conference planning team has been hard at work to bring you three days of learning with highly respected speakers from across North America. There's also our exhibit floor – a place to visit company reps, try new equipment, check out the latest products and tech, and explore new services.

Thursday night starts with “TODS Featured Speakers” and “Supplier Showcase” events from 6-9pm, and our exhibit hall is open 5-7pm. **Please register for the supplier showcase events directly with the sponsoring company.** Use either the QR code provided in this Preliminary Program or the links on our website. Come by the registration desk Thursday (3-8pm) to pick up your registration package before the crowds on Friday morning. Remember, we open our lectures and exhibit floor Thursday night to all dental professionals, not just TODS registrants.

A light snack (limited quantities of food available) as well as coffee/tea will be waiting for you when you arrive Friday and Saturday morning. Please arrive early so you don't miss out. We also have a great menu planned for lunch Friday and Saturday; be sure to stay for lunch! Enjoy drinks and appies Friday from 4-6pm at our ever-popular trade show reception.

Our registration desk is open Friday 7:30am-5:30pm, and Saturday 7:30am-1pm. Lectures and workshops run 8:30am-4:30pm on Friday and 8:30am-12:30pm Saturday. Plan to attend events put on by your associations. Dentists – join us Saturday at 12:30pm for the TODS AGM and the 2025 BCDA Update: *Key Issues Shaping The Future Of Dentistry*, hosted by newly-elected BCDA President Dr. Jillian Belbin and Dr. Salima Dadani, BCDA Director, Member Support.

We have some great hands-on workshops this year! Take a look at our website: Cybersecurity for Dentists and Office Managers, Anterior Aesthetics and Veneer Preparations, CPR-BLS recert courses, and Equipment Maintenance for the Dental team. We expect these to sell out quickly so register early!

Ms. Gayle Faigan (chair of our TODS Fundraising Arm) and her amazing team will be back with our annual TODS Fundraiser. TODS fundraising events support local and dental-related charities through our TODS Endowment Fund. Since its inception, the TODS Fundraiser has raised over \$224,000! Thanks to Gayle and her team of volunteers for all their hard work! Visit our website ([www.todsmeeting.com](http://www.todsmeeting.com)) for more information on the TODS Endowment Fund or to donate.

It takes a dedicated team working countless hours to put together the second-largest conference in B.C. every year! Thank you to our phenomenal TODS Meeting Coordinators, Alison Hall and Lane Shupe. You go above and beyond to make this meeting such a great event! Thank you as well to our exhibitors and sponsors for their support and enthusiasm in taking part in TODS 2025.

Don't miss out; please mark the dates for TODS 2026 - October 22-24, 2026.

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 22 – 24, 2026

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

## More Than \$224,000 Raised!

The 19th Annual TODS Fundraiser Event – Friday, October 24 – 10:00am – 5:00pm

Our 2024 fundraiser raised almost \$9,700! Proceeds of the 2024 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 honor 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.

Since 2005, the TODS Fundraiser events have raised over \$224,000! So many people and dental-related charitable groups have been helped! A beautiful legacy worth smiling about! Join us in supporting and serving our communities!

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.



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, **Laura Shouldice** of Princeton.



### OC BURSARY AWARDS

Two \$500 bursaries were presented by TODS to two dental assisting students from the Okanagan College Dental Assisting Program. We congratulate **Emberly Jones** of Coldstream and **Saideh Talarizadeh** from Kelowna.

## Travel to TODS in Style!

Air Canada Code: **T76WM6F1**

**AIR CANADA** 

WestJet Code: **2V2D2KF**

**WESTJET** 

Porter Airlines Code: **TODM25**

**porter**

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 (with the exception of the lowest class fare during a public seat sale).

**Hertz**

Hertz Rental Code: **2282305**

Hertz is the car rental provider for the 2025 TODS Meeting. Enjoy preferred rates globally, and experience the best of Hertz every time when you enroll in Hertz Gold Plus Rewards for free!



**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 23	3:00 p.m. – 8:00 p.m.
Friday, October 24	7:30 a.m. – 6:00 p.m.
Saturday, October 25	7:30 a.m. – 1:30 p.m.

Registration includes coffee/tea and a quick light grab n' go arrival snack on Friday and Saturday mornings (limited quantities of food will be available), 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 sent in writing to **registration@todsmeeing.com** prior to October 14, 2025. Registrants eligible for a refund will receive 75% of the registration fee per delegate. Refunds will be issued before November 30, 2025.

Effective Thursday, October 23 – Saturday, October 25, 2025 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 23 to Saturday October 25, 2025 during the TODS Meeting. The conference venue does not provide daycare. An area for nursing mothers will be available on Friday, October 24 and Saturday, October 25.

## 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.

**Reporting your CE: BC Oral Health Professionals**  
It is your responsibility to submit your credits to the British Columbia College of Oral Health Professionals (BCCOHP). TODS does not submit CE credits on your behalf.

For BC oral health professionals, including certified dental assistants, dental hygienists, dental therapists, dental technicians, dentists and denturists, continuing competency (CC) and continuing education (CE) credits may be accumulated in two ways:

- One credit for each hour attending eligible courses\*, and
- Credit for visiting the exhibits\*

\*maximum limits established

Please submit your TODS CE/CC credits to BCCOHP by visiting **www.oralhealthbc.ca** and logging in with your credentials.

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. To review the eligibility criteria for continuing education credits, visit the BCCOHP website at **www.oralhealthbc.ca**

### 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.



### PLEASE NOTE:

As a reminder, in the interest of reducing food waste, we've decided to again omit the breakfast of old. Join us, when you arrive on Friday and Saturday mornings, for coffee/tea and a quick light snack (limited quantities of food will be available), as well as a buffet lunch on both Friday and Saturday.





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efficiency and supporting clinician ergonomics.**



# THANK YOU!

## TO OUR PARTICIPANTS, SUPPLIERS AND SPONSORS



### COME VISIT THE EXHIBITS!

Our delegates will enjoy our exhibit hours:

**Thursday, October 23, 5:00 p.m. to 7:00 p.m. and**

**Friday, October 24, 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 24 – 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 \$49. 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 23.

Registration NOT required.





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<sup>1</sup>"TD Prime" means the annual interest rate established and reported by TD Bank to the Bank of Canada from time to time as a reference rate of interest for the determination of interest rates charged to customers of varying degrees of creditworthiness in Canada for Canadian Dollar loans. <sup>2</sup>Subject to complying with TD Canada Trust lending policies and criteria, including confirmation of good personal credit history. Certain business documentation is required. Other conditions may apply. The TD logo and other trade-marks are the property of The Toronto-Dominion Bank.



# TODS | PROGRAM

MEETING

## THURSDAY

OCTOBER 23, 2025

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**

**SUPPLIER SHOWCASE SEATING IS LIMITED. IT IS HIGHLY RECOMMENDED TO RSVP.**

### SUPPLIERS' SHOWCASE

3:00 p.m. – 9:00 p.m. **POWER PRACTICE / HENRY SCHEIN ONE** – *Power Practice Support Team Member*  
 NOTE: 45-MINUTE REPEAT SESSIONS  
 From Power Practice to Dentally: Peek into the Cloud

6:00 p.m. – 9:00 p.m. **ALIGN TECHNOLOGY** – *Dr. Sadaf Fazel*  
 How to Build and Unlock the Power of Your Invisalign Practice

6:00 p.m. – 9:00 p.m. **MAXIDENT** – *Ms. Savannah Koran, Mr. Alex Zlatin and Mr. James Scott*  
 Thrive, Not Just Survive! Create Your Award-Winning Dental Team

6:00 p.m. – 9:00 p.m. **ORAL SCIENCE** – *Ms. Martha Szczepulski, BDsc(DH), DHP, PID*  
 Innovations for Dentists and Dental Hygienists That Will Change the Life of Your Patients

6:00 p.m. – 9:00 p.m. **NOBEL BIO CARE** – *Dr. Jordan Sanders*  
 Unlocking the Future of Dentistry: Mastering 3D Printing and Design in Practice

6:00 p.m. – 9:00 p.m. **PROFESSIONAL PRACTICE SALES** – *Mr. Mike Suffield and Ms. Danielle Nott*  
 Work Smarter not Harder: Efficiency Solutions for Staffing Challenges and Ultimate Patient Care (for the whole team)

6:00 p.m. – 9:00 p.m. **CROWE** – *Mr. Bobby Derakhshani, Mr. Amrit Buttar and Ms. Nicole Kirubi*  
 Unlocking Financial Success: A Three-Part Mini Series for Dentists

### TODS FEATURED SPEAKERS & WORKSHOPS

6:00 p.m. – 9:00 p.m. **CANNABIS, CANCER AND CHRONIC PAIN: EXPLORING THE CONNECTIONS**  
*Ms. Karen Davis, RDH* CO-SPONSORED BY PHILIPS

6:00 p.m. – 9:00 p.m. **MEDICAL EMERGENCIES AND LEADERSHIP – DENTAL OFFICE TO ER: WELCOME TO THE THUND-ER-DOME**  
*Dr. Chad A. Kim Sing, MD, CEDE, ABEM, FRCPC* CO-SPONSORED BY HANSAMED AND LIGHTHOUSE PRODUCTS



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.todsmeeting.com](http://www.todsmeeting.com). Not all speakers have agreed to provide handouts.

**MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 22 – 24, 2026**

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PROGRAM CHANGES  
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# FRIDAY

OCTOBER 24, 2025

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

## SUPPLIERS' SHOWCASE

8:00 a.m. – 4:00 p.m. **POWER PRACTICE / HENRY SCHEIN ONE** – *Power Practice Support Team Member*  
**NOTE: 45-MINUTE REPEAT SESSIONS**  
**From Power Practice to Dently: Peek into the Cloud**

## TODS FEATURED SPEAKERS & WORKSHOPS

8:30 a.m. – 11:15 a.m. **HANDS-ON WORKSHOP – SESSION 1 – DENTAL EQUIPMENT MAINTENANCE AND REPAIR**

**NOTE END TIME**  
*Mr. Blair Desjardins and Mr. Jeff Roy* 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. **OPTIMIZING RESTORATIVE OUTCOMES: A COMPREHENSIVE APPROACH TO TREATMENT PLANNING AND AESTHETICS**

*Dr. Jose Viquez* CO-SPONSORED BY DENTSPLY SIRONA  
**ATTENDANCE OF THIS LECTURE IS HIGHLY RECOMMENDED FOR PARTICIPANTS IN SATURDAY'S WORKSHOP**

8:30 a.m. – 12:00 p.m. **ORAL RADIOLOGY, ORAL MEDICINE AND PATHOLOGY: A BOOSTER SHOT**

*Dr. Susanne Perschbacher and Dr. Kristina Perschbacher* CO-SPONSORED BY DMD FAMILY DENTAL & ORTHO

8:30 a.m. – 12:00 p.m. **TWO SESSIONS IN ONE!**

**1 EVIDENCE-BASED DECISION MAKING: THE CORNERSTONE OF A PROFESSION**  
**2 ORAL SYSTEMIC LINKS: WHAT DO WE TELL OUR PATIENTS?**

*Dr. Salme Lavigne, RDH* CO-SPONSORED BY CREST ORAL B

8:30 a.m. – 12:00 p.m. **SHIELDING SMILES: CYBERSECURITY BOOTCAMP FOR DENTAL TEAMS**

*Ms. Anne Genge* CO-SPONSORED BY CDSPI

8:30 a.m. – 12:00 p.m. **MASTERING THE ART AND SCIENCE OF GUIDED BONE REGENERATION**

*Dr. Thomas Nguyen*

8:30 a.m. – 12:00 p.m. **ENDODONTIC ENIGMAS: MASTERING TRICKY DIAGNOSES AND MANAGEMENT OF CRACKS, RESORPTION, AND THE UNEXPECTED**

*Dr. Deb Szabo* CO-SPONSORED BY MEDLINE SINCLAIR

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

1:30 p.m. – 4:15 p.m. **HANDS-ON WORKSHOP – SESSION 2 – DENTAL EQUIPMENT MAINTENANCE AND REPAIR**

**NOTE END TIME**  
*Mr. Blair Desjardins and Mr. Jeff Roy* 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. **MANAGING MEDICALLY COMPROMISED PATIENTS**

*Dr. Sanjukta Mohanta* CO-SPONSORED BY LISTERINE

1:30 p.m. – 4:30 p.m. **I HAVEN'T GOT TIME FOR THIS PAIN: DENTAL PAIN MANAGEMENT FOR THE ENTIRE TEAM**

*Mr. Tom Viola, RPh*

1:30 p.m. – 4:30 p.m. **CLEAR ON CODES: CHANGES TO THE FEE GUIDE**

*Dr. Salima Dadani, Dr. Michelle Lauwers and Ms. Jenny Greenwood, CDA* CO-SPONSORED BY BCDA

1:30 p.m. – 4:30 p.m. **DEMYSTIFYING TMJ: CAUSES, DIAGNOSIS AND TREATMENT STRATEGIES FOR TMJ DISORDERS**

*Dr. Chris Ward* CO-SPONSORED BY PACIFIC DENTAL CONFERENCE TRUST AND TOOTHFAIRY GALA

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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.



- 1:30 p.m. – 4:30 p.m. **LEVERAGING ARTIFICIAL INTELLIGENCE AND 3D PRINTING FOR ENHANCED PATIENT DIAGNOSIS, TREATMENT PLANNING, SMILE DESIGN AND PROSTHESIS MANUFACTURING**  
*Dr. Kevin Aminzadeh* CO-SPONSORED BY STRAUMANN CANADA
- 1:30 p.m. – 4:30 p.m. **PERI-IMPLANTITIS: ALL YOU WANT (OR NOT) TO KNOW**  
*Dr. Liran Levin* CO-SPONSORED BY CREST ORAL B

## FRIDAY SOCIAL EVENTS

- 10:00 a.m. – 6:00 p.m. **TRADESHOW EXHIBITS OPEN**
- 10:00 a.m. – 5:00 p.m. **TODS ENDOWMENT 19th ANNUAL FUNDRAISER**
- 4:00 p.m. – 6:00 p.m. **OKANAGAN COLLEGE DENTAL ASSISTING ALUMNI 1974-2025**
- 4:00 p.m. – 6:00 p.m. **TRADESHOW RECEPTION**

# SATURDAY

OCTOBER 25, 2025

- 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 CPR 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 – DEFENDING DENTISTRY: A CYBERSECURITY BLUEPRINT FOR DENTISTS AND OFFICE MANAGERS**  
*Ms. Anne Genge* CO-SPONSORED BY CDSPI  
OPEN TO ALL DENTISTS AND OFFICE MANAGERS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED
- 8:30 a.m. – 12:30 p.m. **WORKSHOP – COMPREHENSIVE ADVANCED AESTHETIC DENTISTRY**  
*Dr. Jose Viquez* CO-SPONSORED BY DENTSPLY SIRONA  
ATTENDANCE OF FRIDAY MORNING LECTURE IS **HIGHLY RECOMMENDED** FOR PARTICIPANTS IN TODAY'S WORKSHOP  
LIMITED TO DENTISTS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED
- 8:30 a.m. – 12:30 p.m. **TWO SESSIONS IN ONE!**  
**1 WHEN IMPLANTS GO BAD: RETRIEVAL OF COMPROMISED IMPLANTS, FRACTURED SCREWS, AND STUCK IMPLANT COMPONENTS**  
**2 PROSTHETIC COMPLICATIONS WITH FIXED AND REMOVABLE IMPLANT-SUPPORTED PROSTHESES**  
*Dr. David Chvartszaid*
- 8:30 a.m. – 12:30 p.m. **ORAL HEALTH HACKS: WHAT HELPS AND WHAT HURTS**  
*Dr. Sunjukta Mohanta* CO-SPONSORED BY LISTERINE
- 8:30 a.m. – 12:30 p.m. **TAKE IT ON THE RUN, BABY – STREET DRUGS AND OTHER SUBSTANCES OF ABUSE: PATIENT CARE CONSIDERATIONS**  
*Mr. Tom Viola, RPh*
- 10:30 a.m. – 12:30 p.m. **WORKSHOP – SESSION 2 – BLS CPR RECERTIFICATION** CO-SPONSORED BY FACTS CPR  
**SPECIAL TIME** OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED
- 12:30 p.m. **TODS AGM AND 2025 BCDA UPDATE: KEY ISSUES SHAPING THE FUTURE OF DENTISTRY**  
*Dr. Jillian Belbin, BCDA President and Dr. Salima Dadani, BCDA Director of Member Support*  
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** CO-SPONSORED BY FACTS CPR  
**SPECIAL TIME** OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – LIMITED SEATING – AUDITING NOT PERMITTED



# Supporting dentists at every career stage

Through the Scotiabank Healthcare+ Dentist Banking Program, our specialized team provides comprehensive advice and financing solutions geared to the needs of busy dentists. From paying for dental school to running your own practice, we can help you achieve your career goals.



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TODS  
MEETING

SPEAKERS

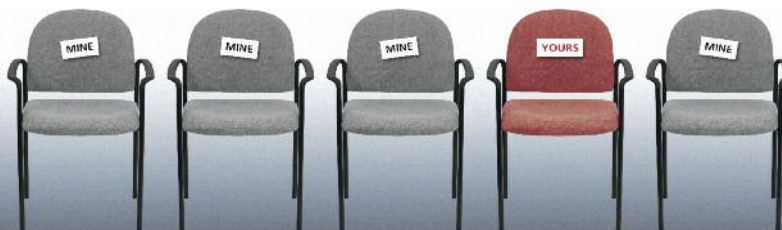
THURSDAY

OCTOBER 23, 2025

SUPPLIERS' SHOWCASE

SUPPLIER SHOWCASE  
SEATING IS LIMITED.

IT IS HIGHLY  
RECOMMENDED TO  
RSVP.



3:00 p.m. – 9:00 p.m.

NOTE START TIME

POWER PRACTICE / HENRY SCHEIN

**From Power Practice to Dentally: Peek Into the Cloud**



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



These 45-minute sessions are for intermediate Power Practice users to understand how Henry Schein One's modern solution, Dentally, has been specifically designed to match (and improve) the workflows and functionality in Power Practice. Hosted by trusted members that you know and love from the Power Practice Support Team, this is an interactive and safe space for dental teams to learn, ask questions, and receive personalized consultations on how cloud technology will affect your team.

**THIS PRESENTATION WILL BE REPEATED ALL DAY FRIDAY BEGINNING AT 8:00 A.M.**

6:00 p.m. – 9:00 p.m.

ALIGN TECHNOLOGY

**How to Build and Unlock the Power of Your Invisalign Practice**



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



Deciding to embark on a digital transformation is a crucial milestone for any general dentist practice. In this presentation, Dr. Sadaf Fazel will show you how implementing an optimized workflow can leverage these available digital tools and propel your practice towards success. Develop presentations to educate patients about the benefits of Invisalign clear aligners; analyze potential impact of using digital technology on various aspects of a dental practice and improve patient conversion.

**Dr. Sadaf Fazel**

goes in depth into how she overcame her practice's barriers to starting more cases as well as 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.



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



# THURSDAY

OCTOBER 23, 2025

# SUPPLIERS' SHOWCASE

6:00 p.m. – 9:00 p.m.

**MAXIDENT**

## Thrive, Not Just Survive! Create Your Award-Winning Dental Team



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



### Session 1: Staffing and HR Management for a Thriving Dental Team

6:00 p.m. – 7:25 p.m.

In this session, participants will understand current hiring challenges in dentistry and discover effective strategies to attract top talent; learn how to efficiently review resumes; master the art of interviewing; recognize the importance of reference checks; explore HR strategies and team review processes; and discover sustainable processes to promote long-term growth and stability within the dental team.

### Session 2: From Recall Rookie to Black-Belt in 90 Minutes

7:35 p.m. – 9:00 p.m.

This intensive session equips attendees with the tools to take control of their recall systems. Identify recall system inefficiencies and troubleshoot common problems; gain a clear understanding of recall concepts; learn how to configure and schedule recalls effectively to optimize results.



#### Ms. Savannah Koran

began her dental journey over 20 years ago, with a background in both clinical and operational roles. Having firsthand experience with the challenges of finding great talent, she co-founded U R Hired with Alex Zlatin. Savannah is deeply involved in various aspects of the dental industry, committed to finding effective solutions for your team.



#### Mr. Alex Zlatin, CEO Maxident

helps dental professionals take control of their practices and reach the next level of success with responsible leadership strategies. Leveraging over 15 years of management and consulting experience, he empowers organizations to become more productive and profitable based on the belief that successful businesses establish a genuine connection with employees, patients, and vendors.



#### Mr. James Scott

is a Commerce grad (Marketing/Sales Management) and has held key client-centered positions within well-known organizations in which he learned that people and relationships matter and always come first. James is known by our clients to go above and beyond to solve any problems, answer any questions and guarantee an exceptional experience.



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.todsmeeting.com](http://www.todsmeeting.com). Not all speakers have agreed to provide handouts.

**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 22 – 24, 2026

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)

6:00 p.m. – 9:00 p.m. **ORAL SCIENCE**

## Innovations for Dentists and Dental Hygienists that will Change the Life of Your Patients



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



### Ms. Martha Szczepulski, BDSc (DH), DHP, PID

has been working as a dental hygienist since 2005. Her professional journey has been enriched by her experiences in general and community dental practices, dental hygiene education, and mobile dental hygiene in long-term care settings. She is professional speaker, and currently holds the position of Professional Education Leader at Oral Science. Martha's approach focuses on analyzing the data to uncover the most relevant, actionable insights for dental clinicians. This is a dynamic period in dental science and innovation, and she is eager to share new technology and strategies with dental professionals.

Dental professionals will be introduced to the latest innovations transforming the prevention and management of biofilm-related diseases, high-risk caries, and xerostomia, with a strong focus on achieving predictable clinical results and delivering an optimal patient experience. Integrate new diagnostic and treatment technologies into daily practice to improve patient outcomes; apply minimally invasive principles to the management of high-risk caries and gingival diseases; enhance patient education and adherence with user-friendly, evidence-based products and build personalized prevention and management strategies for patients with xerostomia and biofilm-related diseases.

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**Brian E. Rudy**  
Partner



**Elaine Choi**  
Partner

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6:00 p.m. – 9:00 p.m.

**NOBEL BIOCARE**

## Unlocking the Future of Dentistry: Mastering 3D Printing and Design in Practice



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



Ignite your imagination and see what's possible when cutting-edge 3D printing technology from SprintRay and state-of-the-art CAD software from Exocad are placed in the hands of a passionate clinician. You'll hear stories of transformation – how embracing in-house design and printing can reignite your love for dentistry, streamline your workflow, and create a new level of clinical freedom. Whether you're just starting or ready to scale, this is your chance to step into the future – where innovation meets impact, and your practice becomes the platform for something truly exceptional.



### Dr. Jordan Sanders

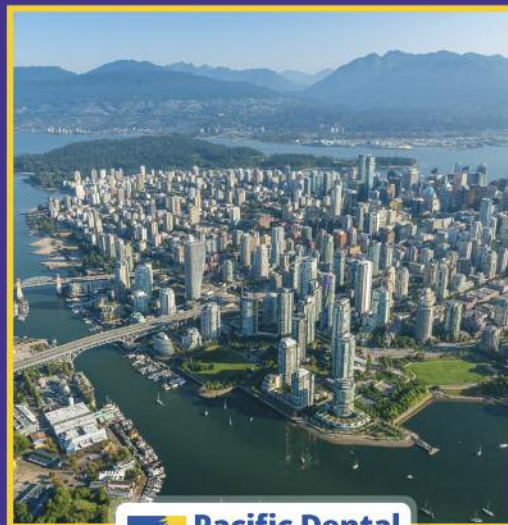
is a passionate clinician, entrepreneur, and educator on a mission to redefine what's possible in modern dentistry. As the founder of Ascend Dental Education, and a leader in digital workflows, he combines real-world clinical experience with a visionary approach to technology. Dr. Sanders has transformed his practice through 3D printing and in-house design, using SprintRay and Exocad to unlock new levels of efficiency, creativity, and patient care. Whether in the operatory or on stage, Dr. Sanders is driven by one goal: to help dentists build practices, and lives, they're genuinely proud of.

# Pacific Dental Conference

**save these dates!**

**March 5-7  
2026** *Join us in  
Vancouver, Canada*

- Three days of varied and contemporary continuing education sessions
- Over 150 speakers and 200 open sessions and hands-on workshops 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...

**[pacificdentalconference.com](http://pacificdentalconference.com)**

Save money and register before January 9th, 2026!



6:00 p.m. – 9:00 p.m. **PROFESSIONAL PRACTICE SALES**

## Work Smarter, Not Harder: Efficiency Solutions for Staffing Challenges and Ultimate Patient Care (for the whole team)



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



This session will focus on how dental practices can optimize efficiency to alleviate some of the pressures of staffing shortages and to enhance patient care. By utilizing tools and strategies to create a more supportive environment for both patients and teams, a fresh approach to practice management will not only create a positive office culture, but ultimately will build team spirit that grows your dental practice. This presentation will offer actionable strategies for immediate implementation alongside a roadmap for longer-term success.



**Mr. Mike Suffield**

is an associate broker at PPS BC, with a career of over 30 years, and is a recognized expert in the field of dental practice valuations and brokerage. He has a Bachelor of Science from McGill University and an MBA in Finance from the Schulich School of Business. Mike's professional life is marked by a commitment to integrity and professionalism, helping him build lasting relationships with dentists, advisors, and stakeholders. His focus is on providing dentists with comprehensive valuations and helping them to select the right purchasers for their practices.



**Ms. Danielle Nott**

is a licensed real estate agent at PPS BC with more than two decades of experience in dentistry. Danielle possesses a wealth of knowledge that spans every aspect of dental clinic operations, both clinical and administrative. For the past 10 years, she has specialized in practice management. Danielle has a proven track record of enhancing practice revenue, driving growth, and overseeing dental practice transitions in both corporate and private settings. Her extensive experience in transition planning (and her role as an integral member of the Professional Practice Sales team) provide her with a unique skill set and advantage.

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-Dr. Hammond, Dentist



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# THURSDAY

OCTOBER 23, 2025

# SUPPLIERS' SHOWCASE

6:00 p.m. – 9:00 p.m.

**CROWE**

## Unlock Financial Success: A Three-Part Mini Series for Dentists



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



Join tax and industry specialists for an exclusive three-part series designed to empower dentists at every stage of their career. Learn how to optimize tax strategies throughout your professional journey, plan a smooth and profitable transition when selling your practice, and harness key performance indicators to maximize your practice's value.



**Mr. Bobby Derakhshani**

builds close client relationships to provide peace of mind during various stages of start-up, growth, maturity and eventually exit strategy of their businesses. Bobby focuses primarily in providing auditing and assurance, accounting, and tax services to owner-managed businesses.



**Ms. Nicole Kirubi**

enjoys working with a diverse group of clients to meet their financial reporting and tax compliance needs. With an emphasis on advisory services, Nicole's primary focus has been working in assurance and client services with owner-managed businesses.



**Mr. Amrit Buttar**

primarily works with businesses looking for corporate accounting services, tax planning, and advisory services. He is passionate about understanding his client's businesses and how to integrate wealth and investment strategy, retirement planning, and tax planning to help business owners reach their personal and business goals.

# THURSDAY

OCTOBER 23, 2025

# FEATURED SPEAKERS

6:00 p.m. – 9:00 p.m.

## Cannabis, Cancer and Chronic Pain: Exploring the Connections

Do you know how many of your patients living with cancer or suffering with chronic pain use various forms of cannabis regularly? Is cannabis therapeutic for cancer or pain management and if so, is it evidence-based data? Dental professionals need a robust understanding of the potential pros and cons within the oral cavity of chronic cannabis usage. Various forms of cannabis, and methods of usage yield different pharmacological and clinical outcomes. Unpack oral implications for new and chronic cannabis users and equip clinicians with strategies to help protect the oral environment.

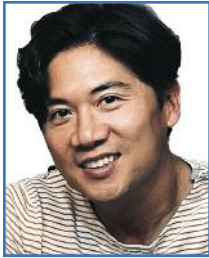
**PHILIPS**



**Ms. Karen Davis, RDH**

is owner of the continuing education company, Cutting Edge Concepts® featuring progressive content that inspires and challenges audiences to question the status quo, and pursue cutting-edge outcomes for themselves and their clientele. *Dentistry Today* has recognized Karen as a "Leader in Continuing Education" since 2006, and she is the 2023 recipient of the Gordon Christensen Speaker Recognition Award. Karen is practicing as a dental hygienist in Dallas, TX and serves a Key Opinion Leader to an array of dental corporations.

6:00 p.m. – 9:00 p.m. **Medical Emergencies and Leadership – Dental Office to ER: Welcome to the Thund-ER-dome**



Medical emergencies can happen anywhere, any-time including in your office practice. Preparing yourself, and your team for these acute presentations is vital and does not need to cause undue stress. We will use interactive cases and shared experiences to discuss and learn about some acute medical presentations, standard approaches to care, some prudent key interventions and definitive care that happens for these patients in the ER.



**Dr. Chad A. Kim Sing, MD, CEDE, ABEM, FRCPC**

is an academic Emergency Physician at Vancouver General Hospital and Clinical Associate Professor at UBC. As an executive physician leader he currently serves as Vice President of Medicine and Academic Affairs at VCH. A mantra he espouses is relentless decency, and he is known for approaching challenges with calm, curiosity, and compassionate leadership and as mentor and coach.



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.



**MNP**

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# FRIDAY A.M. SUPPLIERS' SHOWCASE

OCTOBER 24, 2025

8:00 a.m. – 4:00 p.m.

ALL-DAY SESSION

**POWER PRACTICE / HENRY SCHEIN**

**From Power Practice to Dentally: Peek Into the Cloud**



**COST:** Complimentary for delegates AND non-delegates of the 2025 TODS Meeting. **Reserve your seat by clicking on the QR code.**



These 45-minute sessions are for intermediate Power Practice users to understand how Henry Schein One's modern solution, Dentally, has been specifically designed to match (and improve) the workflows and functionality in Power Practice.

# FRIDAY A.M. FEATURED SPEAKERS

OCTOBER 24, 2025

8:30 a.m. – 11:15 a.m.

NOTE END TIME

**HANDS-ON WORKSHOP – SESSION 1**

**Dental Equipment Maintenance and Repair**

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



Henry Schein Service Technicians will present a comprehensive and hands-on workshop on Dental Office Maintenance. The presentation will cover points of interest and tips and tricks on Equipment Maintenance, then moving into smaller breakout groups to get hands-on experience with actual dental equipment and how to troubleshoot and maintain it. This is a fantastic opportunity to get insider information on troubleshooting as well as emergency situations that can slow down or stop a practice from running.



**Mr. Blair Desjardins**

has over 10 years' experience in the dental field as a Dental Technician. He is required to do all things necessary to keep his territory alive and well from high-tech work like X-Ray equipment and milling machines all the way to compressors and vacuums. Blair also teaches at offices as well as taking the lead at the Pacific Dental Conference, North Island dental show, TODS and Kelowna Dental college in our Maintenance Classes.



**Mr. Jeff Roy**

is the Service Manager at the Vancouver office. Jeff has worked in the dental industry for the past 6 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.

**MARK NEXT YEAR'S MEETING DATES ON YOUR CALENDAR: OCTOBER 22 – 24, 2026**

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. **Optimizing Restorative Outcomes: A Comprehensive Approach to Treatment Planning and Aesthetics**

ATTENDANCE OF THIS LECTURE IS **HIGHLY RECOMMENDED** FOR PARTICIPANTS IN SATURDAY'S WORKSHOP

This presentation focuses on treatment planning and staging for routine restorative procedures, highlighting the practical application of foundational concepts to enhance restorative outcomes—from simple direct restorations to complex rehabilitations. We will explore key considerations, including facial references, that are essential for developing a comprehensive treatment plan. Functional parameters such as vertical dimension and occlusion will be reviewed, emphasizing their role in various clinical scenarios. The presentation will conclude by integrating aesthetics and function, with a focus on the crucial details that significantly influence the final result.



### **Dr. Jose Viquez**

graduated as a general dentist from Universidad Latina de Costa Rica in 2010. After briefly joining his father's practice, he moved to the U.S. for advanced prosthodontics training, completing a three-year residency and oral surgery fellowship at LSU in 2013. A fellow of the International Congress of Oral Implantologists, he trained at the Misch International Institute and now practices at Southwest Specialty Group in Winnipeg.

## 8:30 a.m. – 12:00 p.m. **Oral Radiology, Oral Medicine and Pathology: A Booster Shot**

Are you due for a booster? This lecture is a case-based refresher of clinically-relevant pathology that is not encountered by clinicians on a daily basis and therefore may pose a diagnostic challenge. The key features that help identify the interpretation or diagnosis of an abnormality are presented. Classic and atypical cases will be contrasted and “red-flag” features will be highlighted. Boost your recognition and understanding of oral squamous cell carcinoma associated precursor lesions. Management will be discussed where appropriate.



### **Dr. Susanne Perschbacher**

is an Oral and Maxillofacial Radiologist dividing her time between Oral Radiology practice and teaching at University of Toronto. She is also a consultant at SickKids Hospital. She is a Fellow of the Royal College of Dentists of Canada, a Diplomate of the American Board of Oral and Maxillofacial Radiology and a lead author of the textbook *Diagnostic Imaging: Oral and Maxillofacial*.



### **Dr. Kristina Perschbacher**

is a specialist in Oral Pathology and Oral Medicine. She is a Fellow of the Royal College of Dentists of Canada. The majority of Kristina's time is spent seeing patients in private Oral Pathology and Oral Medicine practice. She also teaches in the undergraduate oral pathology and postgraduate oral pathology and oral radiology programs at the University of Toronto.

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

**FRIDAY A.M.**

OCTOBER 24, 2025

**FEATURED SPEAKERS****8:30 a.m. – 12:30 p.m. Evidence-Based Decision Making:  
TWO SESSIONS! The Cornerstone of a Profession**

The cornerstone of any profession is the body of knowledge that supports the most current research. Dental hygiene is no different as patients look to us for advice and trust us for both treatment and home care recommendations. Results of a recent White Paper published by the IFDH reporting on results of five separate surveys of dental hygienists practicing in their 34 member countries had disappointing results. Use of current evidence for homecare recommendations was surprisingly only between 41–52%. This course revisits some basic tenets of Evidence-Based-Decision-Making (EBDM) and provides examples of how best to stay current with research and how to interpret the evidence in order to best advise our patients.

**Oral Systemic Links: What Do We Tell Our Patients?**

Research has been conducted for over 30 years on proposed relationships between periodontal disease and numerous systemic diseases such as cardiovascular disease, diabetes, respiratory diseases etc. However, the nature of these relationships has not always been clearly described or understood resulting in oral health professionals inadvertently giving their patients inaccurate information. As research continues to evolve, having a clear understanding of the most current state of the evidence for these relationships can play a significant role in educating your patients. There are currently 57 diseases being researched that are suspected of having some form of relationship with periodontal disease. This course will help you to relay accurate information to your patients about the nature of these linkages and how maintenance of periodontal health can have an influence on their overall health.

**Dr. Salme Lavigne, Dip.DH, BA, MSDH, PhD**

has had a lengthy career in clinical practice, academia and research. Her clinical experience was in periodontics and hospital dentistry; her academic experience was at three different educational institutions culminating at the University of Manitoba as Professor & Director of the School of Dental Hygiene where she taught both dental and dental hygiene students. She has over 50 publications in peer-reviewed journals and is currently the Scientific Editor of the Canadian Journal of Dental Hygiene (CJDH).

**8:30 a.m. – 12:00 p.m. Shielding Smiles: Cybersecurity Bootcamp for Dental Teams**

This course focuses on essential cybersecurity skills, specifically addressing phishing, hacking, data theft, and human error through an interactive lecture format. Participants will explore real-world case studies and engage with gamified elements to better understand and apply cybersecurity practices effectively. By the end of the session, attendees will be equipped with practical strategies to safeguard their practices and patient information.

**Ms. Anne Genge, B.A., CIPP/C, CHCSP, CHSRAS, Cert.AI & Law**

is one of North America's leading experts in dental privacy, cybersecurity, and secure AI implementation. With over 20 years of experience, she helps dental professionals integrate AI while ensuring compliance, security, and ethical implementation. Anne holds industry-leading certifications, including Certified Information Privacy Professional (CIPP), and has trained thousands of dental professionals. Currently attending Harvard Medical School's AI Strategies and Implementation in Healthcare program, she is dedicated to equipping dental teams with the tools to navigate the evolving digital landscape.



# CHRISCAN CONSTRUCTION

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## What our clients are saying!

*"We couldn't be more thrilled with the outstanding job Chriscan Construction did on our dental office build in Kelowna, BC earlier this year. From the very beginning, their professionalism, responsiveness, and commitment to excellence were apparent. Chriscan delivered exactly what they promised: a stunning, functional space completed **on time** and **on budget**. That alone sets them apart in the construction world, but what truly impressed us was their collaborative approach with everyone involved in the project. They were consistently helpful, efficient, and solutions-oriented, always ready to address concerns and keep the project moving smoothly. Their expertise in this field sets them apart from their competitors and the result would have been much different without it.*

*The finished product speaks for itself—it's a beautiful, welcoming environment that reflects the quality and dedication Chriscan brings to their work. We highly recommend Chriscan Construction to anyone looking for a reliable, top-tier team to bring their vision to life. Thank you, Chriscan, for making this dream a reality"*

Dr. Jennifer Drever—Upper Mission Dental Clinic Opened March 2025



Upper Mission Dental—Kelowna, BC





*"Absolute top-notch experience working with Chriscan, from the first meeting through the last. Great communication throughout the project and the highest quality of construction. We couldn't be happier with our build. Don't hesitate to contact Chriscan for your next project"*

Jesse Schimmel



Chriscan Construction is the Okanagan's leading Dental Clinic Specialists, having built over 100 dental and medical clinics throughout the Okanagan valley.

Whether it is a new build or renovation, our team works with the design team and dental representatives to ensure continuity from preliminary design to project hand over.

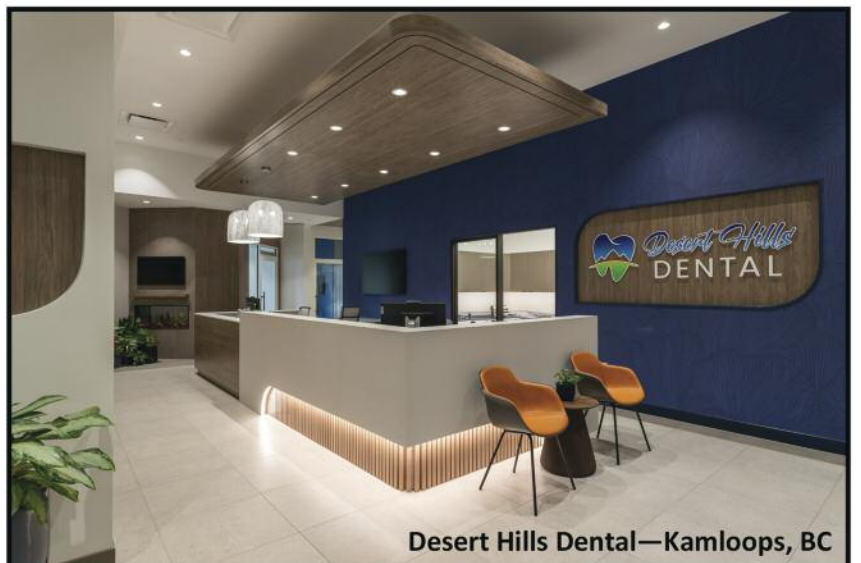


Kelowna Endodontics—Kelowna BC

*"Working with Chriscan was an absolute game changer for our business. Their expertise and dedication were evident in every aspect of the project. From start to finish, the process was seamless and the results exceeded my expectations. Their professionalism and commitment to delivering high-quality work is truly impressive. I would highly recommend them to anyone looking for top-notch service and results. Thank you all the Chriscan Construction team."*

Dr. Jaspal Singh Sarao

Dr. Sunil Malhotra



Desert Hills Dental—Kamloops, BC

## 8:30 a.m. – 12:00 p.m. **Mastering the Art and Science of Guided Bone Regeneration**



This presentation is designed to provide dentists with a comprehensive understanding of soft and hard tissue regeneration, essential for successful dental implant placement. Attendees will explore the physiology of the alveolar ridge, along with the biological foundations of bone graft materials and membranes. By the end of the presentation, participants will be equipped with the knowledge and techniques necessary to achieve predictable outcomes in alveolar ridge preservation and augmentation.

### **Dr. Thomas Nguyen**

is the Director of Continuing Dental Education and Associate Director of the Division of Periodontics at the McGill Faculty of Dental Medicine. He previously served as Director of Predoctoral Periodontology at the Harvard School of Dental Medicine. Dr. Nguyen is a board-certified specialist in periodontology and implant surgery. He is both a Fellow of the Royal College of Dentists of Canada and a Diplomate of the American Board of Periodontology.

## 8:30 a.m. – 12:00 p.m. **Endodontic Enigmas: Mastering Tricky Diagnoses and Management – Cracks, Resorption and the Unexpected**



This lecture will cover many aspects of endodontic treatment such as how to improve diagnostic accuracy in endodontics; differentiate between true endodontic and non-endodontic periapical lesions; recognize when CBCT is beneficial for complex cases; interpret radiographic and clinical findings to avoid misdiagnosis; detect and manage cracked teeth in everyday practice; recognize and respond to cemental tears; develop a treatment approach that considers both periodontal and endodontic implications; diagnose and treat external cervical resorption (ECR); enhance treatment planning and patient communication and effectively explain diagnostic findings and treatment options to patients.



### **Dr. Deb Szabo**

completed her DDS at the University of Western Ontario in 2003. After practicing as a general dentist for 12 years, she decided to return to school to pursue her MSC and specialty in endodontics at the University of British Columbia. Deb is currently in private practice in North Vancouver.

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**FRIDAY P.M.**

OCTOBER 24, 2025

**FEATURED SPEAKERS**

1:30 p.m. – 4:15 p.m.

**NOTE END TIME****HANDS-ON WORKSHOP – SESSION 2****Dental Equipment Maintenance and Repair****OPEN TO ALL DENTAL TEAM MEMBERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

Henry Schein Service Technicians will present a comprehensive and hands-on workshop on Dental Office Maintenance. The presentation will cover points of interest and tips and tricks on Equipment Maintenance, then moving into smaller breakout groups to get hands-on experience with actual dental equipment and how to troubleshoot and maintain it. This is a fantastic opportunity to get insider information on troubleshooting as well as emergency situations that can slow down or stop a practice from running.

**Mr. Blair Desjardins**

has over 10 years' experience in the dental field as a Dental Technician. He is required to do all things necessary to keep his territory alive and well from high-tech work like X-Ray equipment and milling machines all the way to compressors and vacuums. Blair also teaches at offices as well as taking the lead at the Pacific Dental Conference, North Island dental show, TODS and Kelowna Dental college in our Maintenance Classes.

**Mr. Jeff Roy**

is the Service Manager at the Vancouver office. Jeff has worked in the dental industry for the past 6 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.

1:30 p.m. – 4:30 p.m.

**Managing Medically Compromised Patients**

This dynamic and interactive presentation will make you capable and confident managing medically compromised clients. You will learn when to proceed with treatment, modify treatment and postpone treatment for clients with common medical conditions such as hypertension, heart attack, stroke, diabetes, defibrillators, cancer, and clients taking medications such as bisphosphonates and blood thinners. You will also learn about the best evidence based oral hygiene products which decrease oral and systemic disease. Have fun while learning a simple system to manage complex cases.

**Dr. Sanjukta "Sanj" Mohanta**

is a general dentist practicing in the Greater Toronto Area. She graduated from the University of Toronto, Faculty of Dentistry in 1999 and received the Alumni of Influence award. She started the New Dentist Study Club and hosts their podcast. Sanj is a writer, speaker, mentor, advocate and volunteer. Sanj provides dental care to remote Indigenous communities with the ODA's Remote Areas Program and provides free dental care in the Caribbean with Great Shape! 1000 Smiles.

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

## 1:30 p.m. – 4:30 p.m. **I Haven't Got Time for This Pain: Dental Pain Management for the Entire Team**

Management of acute odontogenic pain is accomplished through a clinical approach that successfully incorporates intraoperative local anesthesia and a postoperative regimen of non-opioid and opioid analgesics. However, improper and inappropriate use of both local anesthetic agents and analgesics have the potential to produce adverse outcomes for our patients. This program will provide participants with a comprehensive understanding of the pharmacology and therapeutics of local anesthetic agents and analgesics. Special emphasis will be given to effective perioperative pain management and best practices for prescribing analgesics for postoperative pain control.



### **Mr. Tom Viola, RPh**

has over 30 years' experience as a board-certified pharmacist, clinical educator, professional speaker and published author. He has earned his national and international reputation as the go-to specialist for making pharmacology practical and useful for all members of the dental team. Tom has presented over 1000 informative, humorous and engaging continuing education seminars and webinars to dental professionals internationally since 2001.

## 1:30 p.m. – 4:30 p.m. **Clear on Codes: Changes to the Fee Guide**



This session will focus on the changes to BCDA's 2025 Suggested Fee Guide and share tips on appropriate coding for dental services. Unpack real-life inquiries and scenarios to ensure your billing practices are both ethical and accurate. Engage in interactive Q&A to clarify uncertainties and misconceptions. Whether you're a seasoned pro or new to the profession, this session offers actionable insights and practical solutions that you can immediately implement. Empower your dental team with the knowledge and confidence to effectively and ethically bill.



### **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 has a strong commitment to volunteering, including BCDA's Geriatric Dentistry Committee.

### **Dr. Michelle Lauwers, Director, Member Support, BCDA**

earned her Bachelor of Science from SFU and Doctor of Dental Medicine from UBC. She began her dental career as a CDA and following completion of her DMD, she worked both as associate dentist in private practice and as a sessional dentist for Vancouver Coastal Health, providing dental care to underprivileged children. Dr. Lauwers continues her clinical practice with public health.



### **Ms. Jenny Greenwood, Practice Advisor, Member Support, BCDA**

has over 20 years of combined experience in the dental profession as a CDA, Dental Receptionist, and Dental Assisting Educator. Jenny advises members and their staff on topics and issues such as employment standard, regulation, insurance, and practice management. Jenny is also a mediator, assisting in disputes between patients and dentists.

**FRIDAY P.M.**

OCTOBER 24, 2025

**FEATURED SPEAKERS****1:30 p.m. – 4:30 p.m. Demystifying TMJ: Causes, Diagnosis and Treatment Strategies for TMJ Disorders**

This lecture covers a comprehensive understanding of TMJ disorders, a common source of facial pain and dysfunction. Explore importance of accurate TMD diagnosis, differentiating between various types and identifying potential mimics. Delve into the various factors that contribute to TMJ disorders, including: muscular imbalances and dysfunction, joint derangements, arthritis and other joint pathologies, bruxism, stress and psychological factors. Discover a range of conservative treatment approaches for TMJ disorders, including: self-care, physical therapy modalities, oral appliances, pharmacological options. Identify situations when surgical management may become necessary for TMJ disorders.

**Dr. Christopher Ward**

is board-certified in oral and maxillofacial surgeon specializing in TMJ disorders. He completed a comprehensive TMJ fellowship at the University of Michigan, his residency at University of Toronto, and his dental training at University of Manitoba. His research focuses on stem cell therapies and surgical techniques. Dr. Ward is an active member of the Canadian and American Associations of Oral & Maxillofacial Surgeons.

**1:30 p.m. – 4:30 p.m. Leveraging Artificial Intelligence and 3D Printing for Enhanced Patient Diagnosis, Treatment Planning, Smile Design, and Prosthesis Manufacturing**

Artificial Intelligence (AI) and 3D printing are revolutionizing the field of dentistry by significantly enhancing diagnostic accuracy, streamlining treatment planning, elevating smile design precision, and optimizing prosthesis manufacturing processes. Explore cutting-edge applications of AI-driven algorithms that accurately interpret patient data, facilitating more precise diagnoses and personalized treatment plans. Delve into the transformative role of AI-enhanced software, enabling dental professionals to visualize and communicate ideal aesthetic outcomes clearly and efficiently. Additionally, the integration of AI with advanced 3D printing technologies empowers dental practices to rapidly fabricate highly accurate, patient-specific prostheses, dramatically improving clinical efficiency.

**Dr. Kevin Aminzadeh**

is a Canadian Board-Certified prosthodontist and CEO of Implant Genius, an AI-driven implant treatment planning platform led by prosthodontists. He teaches implant treatment planning to graduate prosthodontic and periodontic residents at the University of British Columbia and co-founded the West Coast Institute for Continuing Dental Education. Dr. Aminzadeh directs multidisciplinary teams in Canada and the UK advancing AI in dental diagnosis, smile design, and prosthesis fabrication, and maintains a prosthodontic practice in Vancouver.

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**FRIDAY P.M.**

OCTOBER 24, 2025

**FEATURED SPEAKERS****1:30 p.m. – 4:30 p.m. Peri-Implantitis: All You Want (or not) To Know**

The use of dental implants is common practice and peri-implant disease is being seen more frequently. As time goes by, as shown in the available literature, we will be seeing more and more cases of peri-implant disease with reported prevalence in the literature reaching almost 30 to 50% of implant patients. This is an important consideration in providing informed consent for our patients. A troubling issue in peri-implant disease is the lack of appropriate, well-documented gold-standard treatment. In order to prevent and treat peri-implant disease, there is a need to understand the nature of the disease and the risk factors. We will focus on causes and risk factors and ways to prevent its occurrence and the currently available treatment options for peri-implantitis.

**Dr. Liran Levin**

is a Professor of Periodontology and the Associate Dean for Research and Graduate Studies at the College of Dentistry, the University of Saskatchewan. He is also a visiting professor at the Harvard School of Dental Medicine, Boston, MA. Prof. Levin is the President of the Periodontal Research Group of the International Association for Dental Research (IADR). He is currently the President of the International Association for Dental Traumatology (IADT).

**4:00 p.m. – 6:00 p.m. Okanagan College Dental Assisting Alumni 1974 – 2025**

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 2025 TODS Meeting are invited to attend the 17th Annual Meet & Greet.

**SATURDAY**

OCTOBER 25, 2025

**FEATURED SPEAKERS****3 SESSION TIMES TO CHOOSE FROM****BLS CPR Recertification****SESSIONS ARE REPEATED**

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

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

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.



# SATURDAY

OCTOBER 25, 2025

# FEATURED SPEAKERS

8:30 a.m. – 12:30 p.m. **WORKSHOP**

## Defending Dentistry: A Cybersecurity Blueprint for Dentists and Office Managers

**OPEN DENTISTS AND OFFICE MANAGERS – MUST PRE-REGISTER – AUDITING NOT PERMITTED**

Overview of cybersecurity fundamentals and understanding the scope and importance of various cybersecurity measures within the dental practice. Implement system and network security measures. Develop comprehensive staff training to equip staff with the necessary skills and knowledge to maintain security and respond to potential cyber threats. Establish cybersecurity policies and procedures by creating clear policies that enhance compliance with healthcare regulations and promote a secure practice environment. Plan for disaster recovery and understand the components of a disaster recovery plan to ensure quick recovery from cyber incidents and minimize downtime.

**Ms. Anne Genge, B.A., CIPP/C, CHCSP, CHSRAS, Cert.AI & Law**

is one of North America's leading experts in dental privacy, cybersecurity, and secure AI implementation. With over 20 years of experience, she helps dental professionals integrate AI while ensuring compliance, security, and ethical implementation. Anne holds industry-leading certifications, including Certified Information Privacy Professional (CIPP), and has trained thousands of dental professionals.

8:30 a.m. – 12:30 p.m. **WORKSHOP**

## Comprehensive Advanced Aesthetic Dentistry

**ATTENDANCE OF DR. VIQUEZ'S FRIDAY MORNING LECTURE IS HIGHLY RECOMMENDED**

During this course participants will restore an anterior aesthetic case with four veneers. There will be a didactic and hands on component. In the didactic portion an overview of the aesthetic principles to create a beautiful smile will be discussed in depth. Including smile design, tooth preparation, transitional restorations, and soft tissue integration. In the hands-on component participants will do a mockup, prepare and temporize a case for 4 anterior veneers. Please refer to [todsmeeting.com](http://todsmeeting.com) for a list of items participants are responsible for bringing to the workshop.

**Dr. Jose Viquez**

graduated as a general dentist from Universidad Latina de Costa Rica in 2010. After briefly joining his father's practice, he moved to the U.S. for advanced prosthodontics training, completing a three-year residency and oral surgery fellowship at LSU in 2013. A fellow of the International Congress of Oral Implantologists, he trained at the Misch International Institute and now practices at Southwest Specialty Group in Winnipeg.

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**8:30 a.m. – 12:30 p.m. When Implants Go Bad: Retrieval of Compromised Implants, TWO SESSIONS! Fractured Screws and Stuck Implant Components**

Success of implant therapy is conditional on preservation of integrity of the implants and implant components. Unfortunately, implants and implant components including retaining screws can fracture or become damaged during care delivery or in function. This presentation will explore such technical complications and will emphasize their management and prevention. Specific complications will include damaged and compromised implants, fractured screws, stripped screw heads, and stuck abutments.

**Prosthetic Complications with Fixed and Removable Implant-supported Prostheses**

Implant-supported prostheses may experience several complications during the delivery process and in long-term function. This presentation will review common prosthetic mistakes and complications that dentists may encounter and will emphasize their management and prevention. As most such complications are preventable, a solid understanding of this topic can improve success, predictability, and enjoyment of dental implant treatment. This presentation will address both fixed and removable implant-supported prostheses.



**Dr. David Chvartszaid**

is an assistant professor at the University of Toronto and the dentist-in-chief at the Department of Dentistry, Alpha Omega Dental Center, Baycrest Hospital. He is a Prosthodontist and a Periodontist. David is the director of Undergraduate Clinical Periodontics Program at the University of Toronto and is on the executive of the Canadian Academy of Periodontology. He is the past president of the Association of Prosthodontists of Canada. He lectures nationally and internationally.

**8:30 a.m. – 12:30 p.m. Oral Health Hacks: What Helps and What Hurts**

Take part in this engaging presentation to discover Tik Tok tooth trends and the science behind these oral health hacks. Then learn what people should be doing to improve their oral health based on evidence-based information. This fun and interactive presentation will change the way you give oral health advice, recommend the most effective oral health care product and may even change your own daily oral health habits.



**Dr. Sanjukta "Sanj" Mohanta**

is a general dentist practicing in the Greater Toronto Area. She graduated from the University of Toronto, Faculty of Dentistry in 1999 and received the Alumni of Influence award. She started the New Dentist Study Club and hosts their podcast. Sanj is a writer, speaker, mentor, advocate and volunteer. Sanj provides dental care to remote Indigenous communities with the ODA's Remote Areas Program and provides free dental care in the Caribbean with Great Shape! 1000 Smiles.



# SATURDAY

OCTOBER 25, 2025

# FEATURED SPEAKERS

## 8:30 a.m. – 12:30 p.m. **Take It On the Run Baby – Street Drugs and Other Substances of Abuse: Patient Care Considerations**

It's a fast-paced world and many patients may seek the assistance of substances to cope and get through their busy, trying days. The use and abuse of both licit and illicit substances has the potential to produce adverse reactions and life-threatening medical emergencies during dental treatment. This comprehensive program will explore strategies for identifying the dental patient using and abusing substances, as well as techniques for effective patient management and treatment. Special emphasis will be given to a discussion of patients with previously existing or current substance abuse and the impact on patients using cannabis for medical and recreational purposes.



### **Mr. Tom Viola, RPh**

has over 30 years' experience as a board-certified pharmacist, clinical educator, professional speaker and published author. He has earned his national and international reputation as the go-to specialist for making pharmacology practical and useful for all members of the dental team. Tom has presented over 1000 informative, humorous and engaging continuing education seminars and webinars to dental professionals internationally since 2001.

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## **Optimize the Health of Your Practice**

[www.crowemackay.ca](http://www.crowemackay.ca)

Audit / Tax / Advisory



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 AND BCDA UPDATE



### 2025 BCDA Update: Key Issues Shaping the Future of Dentistry

All Thompson Okanagan dentists are cordially invited to attend the luncheon meeting. Representatives from the BCDA will discuss the pressing issues at the forefront of dentistry in BC and Canada. Dentistry is evolving fast – and so are the challenges and opportunities that come with it. Join Dr. Jillian Belbin and Dr. Salima Dadani for a timely update on the key forces reshaping the profession across British Columbia and Canada. This session will cover the major changes impacting the dental profession today, including regulatory reforms, the continuing rollout of the Canadian Dental Care Plan, and emerging system-wide pressures. You'll also gain insight into how BCDA is working to support members – through valuable benefits, strategic advocacy, solutions for staffing shortages, and resources to strengthen practice and business management.

#### Dr. Jillian Belbin, BCDA President

received her DDS degree from the University of Alberta in 1996 and practiced in Vancouver for a year before moving to Kelowna, where she currently practices. Dr. Belbin is a past President and current Executive Director of the Thompson Okanagan Dental Society and joined the BCDA board in 2019. She is involved in the BCDA mentorship program and the DEI Task Force, participates in numerous committees, is a member of the Pierre Fauchard Academy, and volunteers at Okanagan College's CDA program.



#### 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.

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.

# Using KPI Metrics

## Transform your dental practice with Key Performance Indicators

By Camie Haggerty, MNP



Running a successful dental practice can feel like a juggling act. Whether you're caring for patients or managing your finances, it can be easy to lose sight of the bigger picture – how is your practice performing? By tracking and examining key data, dental professionals can gain a clean understanding of the financial health of their practice and uncover any areas of improvement.

### WHAT IS A KPI?

KPIs are defined metrics that help you measure the overall health and performance of your practice. They provide snapshots of your strengths and weaknesses and give actionable insights and help you understand the underlying levers in your practice that you can adjust. Whether you're looking to retain patients, increase revenue, or streamline expenses, KPIs help you make informed decisions.

### WHAT ARE THE CORE KPIS TO TRACK?

When it comes to tracking KPIs, focus on the metrics that align with your goals. There are some core KPIs that most dental practices will want to consider:

- Revenue Metrics

These KPIs measure the top-line performance of your practice and help provide a clear picture of how much revenue is being generated and where revenue could grow. Revenue KPIs include: total revenue per visit; daily and monthly revenue per provider; revenue per operator; and, collection ratio. You can further break down these metrics between revenue from dentistry and revenue from hygiene to see which part of your business could improve. Practices should aim for a collection ratio of 98 per cent or better to optimize cash flow. Providing patients with several convenient payment options may help to improve the collection ratio.

### PATIENT METRICS

These metrics help you gain clarity into your patient base and how your practice is serving them – understanding these is essential for the long-term success of your business. These KPIs include:

- Total staff cost as a percentage of revenue;
- Hygiene labour as a percentage of hygiene revenue;
- Consumables as a percentage of revenue;
- Overhead as a percentage of revenue.

### HOW DO I MAKE KPI TRACKING WORK FOR MY PRACTICE?

The main goal is to leverage this data to drive meaningful improvements in your practice's performance and profitability. Here's how you can make sure your metrics are working for you:

- Set Clear Goals – Define objectives that align with the goals you have for your practice. This could include increasing new patient acquisition and decreasing the number of missed or cancelled appointments. Additionally, setting a clear budget will help you highlight your financial targets.
- Choose the Right KPIs – Focus on a handful of important metrics that align with your goals – these can be adjusted over time as your practice grows and goals shift. Review them regularly to help stay on top of performance.
- Data Collection – Your KPI data typically comes from two sources: your practice management system and your financial statements. Combining the operational and financial results of your practice helps to drive key insights. Keep your information reliable by maintaining up-to-date patient records and schedules and clearly communicate your KPIs and objectives to your team.

### I HAVE THE DATA NOW WHAT DO I DO WITH IT?

KPIs can transform your dental practice, but only if they're successfully implemented. Here's how to act on the metrics you're tracking. Prioritize improvements based on impact and difficulty. Start by highlighting the areas that will have the most impact then prioritize actions based on the potential outcome and the effort required to implement them. Focus on high-impact, low-effort changes first. Start small. Implement improvements in manageable steps to monitor the impacts of each change and adjust as necessary. If you're nervous about practice-wide changes, consider testing new initiatives on a smaller scale first. Create an incentive plan for your staff. Encourage your team to participate in data collection and implementing improvements. Their help is vital for maintaining accurate and updated records, which makes sure your KPI data is reliable. Incentive plans may be helpful in motivating your workforce to embrace change.

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To discuss KPIs for your practice contact Camie Haggerty, MNP Regional Leader, Professional Services, Thompson-Okanagan at 250-979-1740 or [camie.haggerty@mnp.ca](mailto:camie.haggerty@mnp.ca)

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# Solid Basics, Solid Practice

## Simple tips for managing a successful dental practice

By Scotiabank Healthcare+

There is more to running a prosperous dental practice than providing patients with excellent care. If you want to have strong patient retention rates, you need to invest in other factors such as the creation of a welcoming, friendly, safe, and sterile environment. You also need to consider the financial side of your business while exploring ways to grow and expand. Here are five ways to help your practice thrive.

### GET EXPERT ADVICE

As a dentist, your area of critical expertise is oral healthcare. "When it comes to financial and business decisions involved in effectively running a practice, it's recommended to consult with specialized professionals," says Char Sandher, Director & Group Lead, Healthcare & Professional Banking, Western Canada at Scotiabank. "By connecting with a healthcare specialist and accountant, you can better ensure that you're armed with the knowledge, data, and intelligence you need to make informed financial decisions." Sandher also suggests getting professional support to develop a sound business plan.

### BUILD A STRONG TEAM

Not only is it important to surround yourself with a team of professional advisors, but you also need to hire knowledgeable staff to help run your operation. "Having the support of an experienced office manager is paramount because they can maintain a well-organized patient schedule," says Dory Reich, Senior Manager, Healthcare & Professional Specialist. They can also efficiently manage last-minute cancellations and requests for emergency service, close out gaps in your schedule, make sure you're not overbooked and prevent long wait times for your patients. Reich also stresses the importance of finding suitable dental assistants and hygienists. Ensure they are a fit with the overall culture of your clinic and have the personality that can help build trusting relationships with your patients.

### LOOK FOR WAYS TO BE UNIQUE

If your practice is in a region where there are several other dental clinics, you may need to come up with creative ways to stand out from the rest. A survey of local clinics might determine whether there may be certain oral care services that your competitors aren't providing. By offering a different service, you can tap into a new clientele and find

ways to better retain your existing patients, ultimately sustaining and growing your revenue. Also, remember that first impressions are meaningful. An inviting office environment can provide patients with a positive experience and increase the likelihood of their return.

### USE DIGITAL MARKETING TO BUILD YOUR PATIENT BASE

The internet has become the place people are most likely to turn to when finding all types of services – including dentistry. Having an engaging, user-friendly website is essential to help build and grow your business. It can provide potential patients with information about your services and directions to your clinic. Plus, it can make it possible for patients to book appointments easily and efficiently directly through your site. When developing content for your website, incorporate the keywords that those looking for dental services online are most likely to input into search engines. The clearer the language, the better. For example, a web page with the title "dental office, Kelowna" is more likely to be found by someone searching for a local dentist than one with a generic title like "oral care." You should also consider creating a social media profile and potentially launching a targeted advertising campaign aimed at social media users in your region.

### MONITOR YOUR FINANCES

It's essential to continuously track and monitor your cash flow and expenses and outstanding debts, to ensure your business stays on track. Sherveen Kamran, Senior Manager, Healthcare & Professional Specialist says she conducts an annual review with all her clients. "It provides an opportunity to go over their finances and recommend any adjustments that may be advantageous based on the current market," says Kamran. "As Healthcare Specialists, we provide expertise in practice financing and business banking advice and solutions and work in partnership with all of the client's professional advisors to make sure that every aspect of the financial planning is taken care of," says Kamran.

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For more information and customized advice and solutions to help manage your dental practice, contact Scotiabank at [scotiabank.com/dentists](http://scotiabank.com/dentists).

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# Focus on What Matters Most

A trusted advisor is not just helpful, they're essential

By Amrit Buttar, CPA, CA, Partner, Crowe MacKay, LLP



Whether you are a newly graduated dentist or a seasoned professional planning the next stage of your career, having a trusted accounting and tax advisor by your side can make a significant impact on your success. Dentists face unique financial decisions and challenges that require specialized guidance. Here's how a dental-focused advisor can help:

## **STARTUP VS. ASSOCIATE: MAKING THE RIGHT MOVE**

Choosing between starting your own practice or joining an existing clinic as an associate is a foundational decision. An advisor can offer financial projections, evaluate risk, and assess long-term earning potential to help you weigh independence against stability and determine which option aligns best with your goals.

## **BUYING INTO A PRACTICE: SETTING SMART TERMS**

If you are considering buying into a clinic, setting fair terms is critical. A knowledgeable advisor can help evaluate the clinic's financial health, negotiate buy-in terms, and ensure the opportunity fits your personal and professional objectives. They can also help draft partnership agreements that protect your interests.

## **ESTABLISHING SOUND BUSINESS PRACTICES**

From day one, having clear systems in place for bookkeeping, payroll, and expense tracking lays the groundwork for financial success. Advisors with experience in dental practices can help implement software, streamline operations, and establish best practices that support growth and compliance.

## **NAVIGATING BUSINESS FINANCING**

Starting or buying into a practice often requires significant capital. An advisor can assist with preparing solid business plans and forecasts to improve your chances of securing favourable loan terms. They also help identify the right financing structure to balance investment with manageable debt.

## **STRATEGIC TAX PLANNING**

Dentists can benefit significantly from proactive tax strategies. Your advisor will look at your entire financial picture to help minimize tax liabilities through income splitting, corporate structuring, and smart expense planning—all while ensuring your business stays compliant with Canadian tax laws.

## **UNDERSTANDING CASH FLOW VS. PROFIT**

It's easy to confuse cash flow with profit, especially when investing in costly dental equipment. An advisor can help you differentiate between the two, offering insights on how to manage equipment purchases, lease versus buy decisions, and maintain healthy liquidity to avoid shortfalls.

## **DENTAL-SPECIFIC REGULATIONS AND INSURANCE**

Dental practices face complex bookkeeping challenges due to the interplay of dental insurance claims and regulatory requirements. A dental-savvy accountant ensures accurate record-keeping, helps you navigate insurance reimbursements, and keeps you aligned with industry-specific tax obligations.

In a profession where clinical excellence meets entrepreneurial responsibility, a trusted accounting and tax advisor is not just helpful, it's essential. Their expertise helps dentists make confident financial decisions, optimize business performance, and focus on what matters most: providing exceptional care. Crowe MacKay can help in these areas:

- Audit
- Accounting & Bookkeeping
- Business Structure & Set-up
- Cash Planning & Forecasting
- Financial Advising
- Succession & Estate Planning
- Tax Consultation
- Valuations
- Incorporating

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For further information, please contact Amrit Buttar, CPA, CA, Partner, at (250) 410-3303 or [amrit.buttar@crowemackay.ca](mailto:amrit.buttar@crowemackay.ca)

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# Advanced Laser Technology

Enhancing everyday dentistry

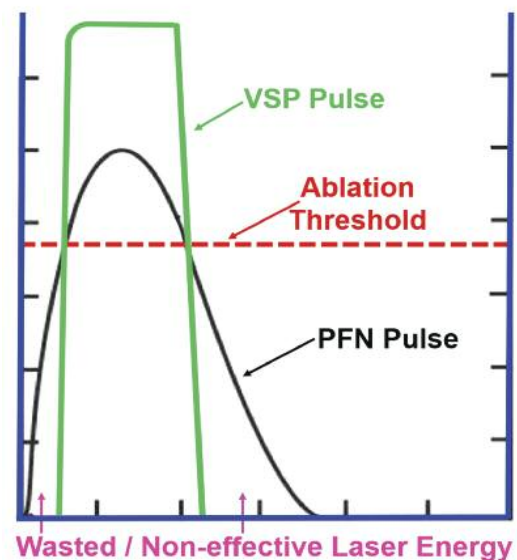
By Scott D. Benjamin, DDS



Recent advancements in laser technologies have significantly increased the value and benefits that the correct laser provides for both clinicians and patients. Traditionally, all dental lasers use a pulse configuration that resembled a bell-shaped curve with a longer tail. This Pulse Forming Network (PFN) type pulse has a significant portion of the laser energy emitted that is below the ablation threshold (vaporization point) and is ineffective. Today, the Fotona patented digital Variable Square Pulse (VSP) enables the emitted laser energy to instantaneously reach the ablation threshold and instantly be off (SEE FIGURE 1). This instantaneous creation and ending of the VSP pulse provides for the most efficient use of the laser energy and allows for the creation of extremely short pulses as short as 25 microseconds ( $\mu$ s).

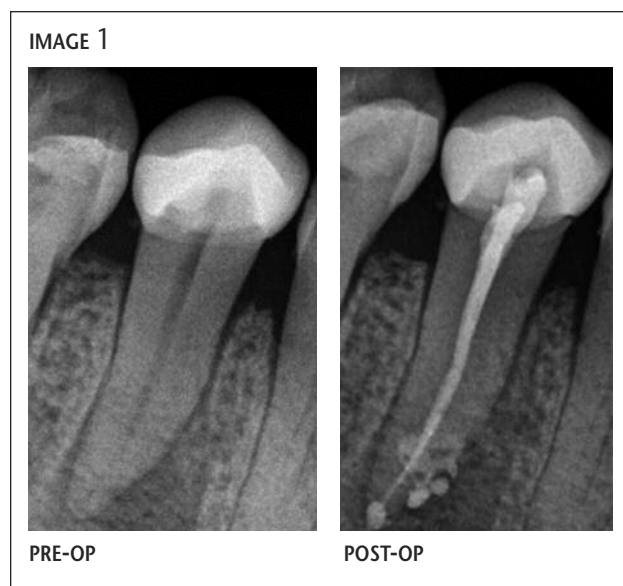
Additionally, the VSP functionality provides the capability to generate an Adaptive Structured Pulse (ASP) allowing laser energy to be applied in specific ways that are advantageous for various applications. Combining these advanced pulse configurations with a high-powered Er:YAG 2,940nm and/or Nd:YAG 1,064nm lasers provide for an almost unlimited array of applications. These applications range from simply performing restoration preparations without a local anesthetic, to endodontic, periodontal, and surgical procedures, to treating peri-implantitis and opening the airway.

FIGURE 1





## **In periodontal therapy, the role of advanced laser technology is to help facilitate the reestablishment of a cleansable and maintainable environment in the periodontal attachment apparatus**



In endodontics the use to the highest absorbed laser wavelength of 2,940nm with specially configured SWEEPS® pulses in either the single pulse or more efficient dual pulse mode provides the clinician with the ability to completely disinfect the entire root canal system when using the Fotona SWEEPS® protocols. The term SWEEPS® is an acronym for Shock Wave Enhanced Emission Photoacoustic Streaming. This photon-induced photoacoustic streaming technology has been researched and published in over 125 peer-reviewed articles. These studies demonstrate the efficacy of photon-induced photoacoustic streaming in endodontics, with results showing nearly a 100 per cent removal of bacteria and organic materials from the entire root canal system, including accessory canals and the anastomoses between canals (SEE IMAGE 1). The SWEEPS® temporal pulse modes are also being used as part of laser assisted periodontal therapy and treating peri-implant mucositis as well as for decontaminating and debriding extraction and osteotomy sites to help assist in creating the best possible environment for healing.

In periodontal therapy the role of advanced laser technology is to help facilitate the reestablishment of a cleansable and maintainable environment in the periodontal attachment apparatus. The Er:YAG 2,490nm laser can be employed to remove calculus from the tooth while pre-

serving the cementum. Subsequently, the SWEEPS® mode is utilized to eliminate biofilm from the root surface and to irrigate debris from the periodontal pocket. An Nd:YAG (1,064nm) laser with very high peak power and very short pulses is utilized to decontaminate the soft tissue side of the periodontal pocket and to assist in creating an ideal environment to enable a naturally forming fibrin clot to form to facilitate the reattachment of the soft tissue to the root structure.

Today the use of an Er:YAG 2,940nm laser with specialized ASP pulse configurations and a specialized handpiece is being utilized to tighten the soft palate complex and posterior floor of the oral cavity to open the airway. The tightening of these structures is obtained with an intraoral procedure that is painless using very specialized pulses of 2,940nm laser energy. The goal of this painless procedure which is performed without anesthesia is to tighten the tissue by stimulating collagen neogenesis to open the airway to reduce snoring and related sleep abnormalities which are growing concern in oral healthcare.

Studies show that as many as 90 per cent of peri-implant tissues have some form of inflammatory response and the prevalence of peri-implantitis ranges 28-51 per cent. Additional studies have demonstrated that utilizing an Er:YAG 2,940nm laser at a low power of only 90 joules with water irrigation has the ability to efficiently decontaminate the implant and surrounding structures without altering or damaging its surface or has any significant thermal effect on the implant creating an ideal environment for grafting to potentially save a failing implant.

The value of Er:YAG 2,940nm and Nd:YAG 1,064nm lasers with advanced pulse configurations provides of a dental practice is significant and that modern dentistry without a high performance lasers is truly not modern dentistry. The requirement to integrate an advanced Er:YAG 2,940nm laser into a dental practice is inevitable. It is not a matter of if, a practice is going to incorporate an Er:YAG laser, it is only a matter of when.

Dr. Scott Benjamin is in private practice in upstate New York and has faculty appointments at several universities. He is the Chairman of the ADA Standards Committee Working Group on Dental Lasers, a Past-President of the Academy of Laser Dentistry, and is the Technology Editor of the *Compendium*.

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# Empowering Dentists

## TD Healthcare Banking: a partner in practice success

By Michael Antoniak, TD Professional Services

Starting, growing, and transitioning a dental practice are milestones filled with opportunity – and with complex financial considerations. For dentists navigating these phases, having a dedicated banking partner that understands the unique needs of healthcare providers can make all the difference in reaching new heights. TD stands out as a trusted partner, offering tailored solutions that support dentists at every stage of their professional journey.

### HELPING DENTISTS START THEIR PRACTICE

Launching a new dental practice is an exciting venture, but it also demands significant financial planning and access to specialized resources. Healthcare professional specialized bankers understand the intricacies of starting a practice—from securing initial funding to managing cash flow during the ramp-up period.

TD offers customized financing options such as practice loans and equipment financing, which are designed specifically for healthcare providers. These solutions help dentists acquire state-of-the-art dental equipment, lease, or buy a suitable space, and cover initial operational costs. Additionally, TD provides guidance on managing startup expenses, establishing credit, and setting up efficient banking systems—all critical for a smooth launch.

Beyond financing, TD's dedicated healthcare banking teams provide personalized advice on cash flow management, billing, and payment solutions. This holistic support ensures that new practices can focus on delivering quality care while TD helps manage the financial foundation.

### SUPPORTING PRACTICE GROWTH

Once a practice is established, the focus shifts to expansion—whether that's increasing patient volume, adding new services, or upgrading facilities. Growth requires strategic investment and effective financial management, areas where TD has the expertise you need.

TD offers scalable banking solutions that can adapt as the practice expands. For example, revolving lines of credit provide flexible funding to invest in new technology or marketing efforts without disrupting daily operations. TD Merchant Solutions are used to facilitate efficient billing and payment processing, improving cash flow and patient satisfaction.

Furthermore, TD understands the importance of data and insights for growth. Their business banking tools include reporting and analytics that help dentists understand

financial performance, identify areas for improvement, and plan for sustainable expansion. With access to industry-specific insights and dedicated healthcare banking specialists, dentists can make informed decisions that propel their practice forward.

### TRANSITIONING AND SUCCESSION PLANNING

Perhaps the most complex phase is practice transition—whether retiring, selling, or passing the practice to a new generation. A smooth transition ensures continuity of care for patients and preserves the value of the practice.

TD Healthcare Banking provides specialized solutions to facilitate these transitions. This includes financing options that support buy-sell agreements or partnership arrangements, as well as advisory services to plan for succession. Moreover, TD assists with estate and financial planning, helping dentists structure their assets for retirement and legacy planning. This comprehensive approach reduces uncertainty and eases the transition for all parties involved.

### WHY TD HEALTHCARE BANKING?

What sets TD apart is its deep understanding of the healthcare sector, combined with a commitment to personalized service. Dentists benefit from a banking partner that not only offers financial products but also acts as a strategic advisor—helping them make confident decisions at every stage. The dedicated healthcare team's industry expertise ensures tailored solutions that align with the unique challenges and opportunities of dental practices.

### READY FOR YOU

From startup to succession, TD Healthcare Banking is a valuable resource for dentists seeking to build, expand, and transition their practices seamlessly. By providing specialized financial products, expert guidance, and industry-specific insights, TD empowers dentists to focus on what they do best—delivering exceptional oral healthcare—while confidently managing the business side of their practices. Partnering with TD means partnering in your practice's growth and legacy.

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For further information, please contact Michael Antoniak, Account Manager, Professional Services, at (250) 448-8538 or [michael.antoniak@td.com](mailto:michael.antoniak@td.com)

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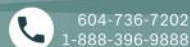
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