Henry Schein Professional Practice Transitions partners with Dental Tribune America

Henry Schein Professional Practice Transitions (HSPPT) is proud to announce its partnership with Dental Tribune America by providing valuable and timely articles on practice purchases and sales. Planning and preparation are vital to every dentist’s successful career transition, and ongoing practice operations and profitability until that transition happens. HSPPT’s unmatched nationwide network of regional offices and contacts offers dentists the most extensive knowledge for practice transition issues, financing and nationwide listings.

In 2009 and going forward, it is more important than ever that dentists deal with experienced and industry-specific dental transition specialists. Dental practice transitions have always been more about goodwill than tangible assets — in reality, a buyer is purchasing the “custodianship” of patient files. This is the most valuable part of any practice transition. Whether dentists use an unqualified or inexperienced practice transition consultant, or attempt to plan and implement a transition themselves without the use of a professional, many dentists face delays and challenges that range from finding a qualified buyer to finding financing that doesn’t require the seller to subordinate or guarantee a buyer’s loan. And this does not include the potential mistakes made, ultimately costing the dentist tens of thousands of dollars.

Heralding this partnership and the benefits Dental Tribune readers will reap from it, National Director of Transition Services for Henry Schein Professional Practice Transitions Dr. Eugene W. Heller answers a few questions that have been on many dentists’ minds.

**Given the current economic climate, what changes do you see in the dental practice sales market?**

While I cannot speak for the practice transition industry as a whole, for Henry Schein Professional Practice Transitions, 2008 was a record year, including the fourth quarter while all the bad economic news was occurring. It is attributed to the size and experience of our nationwide team as well as our track record in facilitating financing for practice transitions. Different doctors have different strategies. No one wants to find the buyer the last minute. Some doctors have a retirement plan waiting for them — it is a question of the seller ensuring that transition happens. HSPPT’s unmatched nationwide network of regional offices and contacts offers dentists the most valuable part of any practice transition, we hope the information we share here will help practitioners make good choices while avoiding costly mistakes.

**What are you doing as a division to help your customers get through these economic times?**

Valuations of dental practices are a function of earnings. There are different ways to work with sellers based on the different stages they are individually at in their transition planning. Some sellers want to “sell now” if they have a qualified buyer through a role reversal where the seller becomes the associate for the buyer. Another means of capturing some of the practice’s equity while maintaining control and the benefits of ownership involves a partial sale now with details of the future total sale carefully laid out at the time of the first half sale.

**What do you think a dentist really needs to know about transitions?**

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Future editions of Dental Tribune will feature a series of articles on dental practice transitions as well as informative dialogue regarding this important topic.

**About HSPPT**

Dr. Eugene W. Heller is a 1976 graduate of the Marquette University School of Dentistry. He has been involved in transition consulting since 1983 and left private practice in 1990 to pursue practice management and practice transition consulting on a full-time basis. He has lectured extensively to both state dental associations and numerous dental schools. Dr. Heller is presently the national director of Transition Services for Henry Schein Professional Practice Transitions. For further information, please call (800) 750-8853 or send an e-mail to hsppt@henryschein.com.
Why geometry matters most!

By L. Stephen Buchanan, DDS, FACD, FICD

Shortly after the excitement of the rotary file revolution wore off, the next frontier in shaping technology became the search for faster cutting efficiencies. This is very understandable and similar to our continuing search for faster and faster computers.

However, experienced clinicians started seeing overfills from transportation, shortened canals, apical ripped canal termini, over-shaped coronal regions and cyclic fatigue failures that hadn’t occurred with their safer, slower files. The first-order question in file selection became, “safe or fast?” Landed-blade instruments with radiused-tip geometry were much safer, in terms of avoidance of transportation, but non-landed blades with aggressive cutting tips were faster cutting.

The advent of GTX Files with M-Wire™ has eliminated that difficult decision — they are the first rotary shaping instruments that deliver speed of cutting with safety from transportation and breakage. M-Wire, a new rhombohedral-phase nickel titanium metal used in GTX Files, has radically improved their resistance to cyclic fatigue. However, Dentsply/Tulsa is not the only company with R-phase NiTi (the sweet spot between austenite-phase and martensite-phase NiTi). While R-phase NiTi will become the new industry standard for addressing cyclic fatigue, it will never solve the problem of dangerous file geometries.

The radial lands on GTX Files have been optimized by varying the width of those lands along the length of the file. This geometrical change vastly improves cutting efficiency without derangement of the canal path, a claim that no file set without lands can make. Furthermore, the decreased flute angle has significantly increased GTX File’s flexibility over other landed instruments, simultaneously doubling the chip space between the flutes for longer cutting time before clogging.

Another important, yet underappreciated, design feature of GTX Files is their limited maximum flute diameter. Keeping the cutting flute diameters limited to 1 mm controls the amount of coronal enlargement during the shaping procedure — critical to the maintenance of the structural integrity of roots and to the avoidance of strip perforation.

All of these innovations in design geometry have resulted in a file set that typically cuts ideal shape in most canals with one to three instruments, and in as little time as 30–45 seconds. That is why geometry matters.

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of periodontics and implant dentistry at the New York University College of Dentistry, will present “Implant Esthetics: What Works, What Doesn’t.”

Dr. Charles Wakefield, a professor in the department of general dentistry and director of the advanced education in general dentistry residency program at Baylor College of Dentistry, will speak on “Custom Direct Composites.”

Dr. Dan Nathanson, a professor and chair of the department of restorative sciences and biomaterials at Boston University Goldman School of Dental Medicine, will offer a discussion on “Incorporating New Material Systems and Techniques in a Modern Restorative Practice” and “Corrective Esthetics — Communication, Diagnosis, Ceramic Selection and Treatment.”

Pediatric Specialty Symposium
Dr. Stanley Mahamed, diplomat of the American Board of Dental Anesthesiology and professor of anesthesia and medicine at the University of Southern California, will speak on “Pediatric Dental Emergency Medicine” and “Pediatric Dental Pain Management.”

For more information on the Yankee Dental Congress 54, please call the Massachusetts Dental Society at (800) 542-8747 or visit the Web site at www.yankeedental.com.
Cone beam imaging for every dental office

For the highest resolution images of any CBCT, look no further than PreXion 3D

From the specialist to the general dentist, cone beam imaging is becoming the choice for diagnosis and treatment planning. It will become the standard of care fairly soon, and already not only specialists are using this technology in their offices.

Image reconstruction is powered by TeraRecon’s Volume Pro boards and its Xtrillion processor. PreXion 3D is taking a standard of 512 projections during the initial scan and in high resolution, which is perfect for endodontic treatment, it is taking 1,024 projections.

The tremendous speed of processing and real-time visualization of PreXion 3D scanners gives the dentist more time for diagnosis and treatment planning.

PreXion 3D features include the highest resolution images of any CBCT, and it is the first system that gives dentists security in day-to-day general dentistry as well as implant planning. With PreXion 3D doctors have the ability to diagnose caries and evaluate complicated endodontic cases, including retreatment with accuracy. Also, hygiene departments are already using the highest quality images for their purpose in hygiene.

Periodontists can see the virtual pocket anatomy before treatment begins. Oral surgeons can assess third molar position, reducing risks and surgical complications.

PreXion 3D images are DICOM 3 format and can be used with any compatible third-party software.

Just recently PreXion 3D has introduced their high-resolution panoramic upgrade, which now is also including the joints. This panoramic view does not only give a perfect first overview. It is based on 3-D technology and is automatically available after the scan has been performed and before the final reconstruction of 30 seconds has been finished. Different from other competitive systems, it is not a 2-D based image. It can be manipulated, grey scales can be changed and colors edited.

Patients love the images of PreXion 3D because they are crisp and clear, and even for a patient it is easy to understand why treatment has been proposed.

Dentists using the PreXion 3D dental scanner will be free of frustrations, slow processing and poor image quality. Patients will be receiving the best possible treatment alternatives.

It needs to be mentioned that the installation of the PreXion 3D only requires a regular power outlet, and the scanner can be networked throughout the office without spending additional money on upgrading any of the existing computers in the office.

The training provided by the company tops everything and is outstanding. PreXion will soon announce advanced courses and road shows and is absolutely certain that the company will experience a great amount of growth in 2009.

Visit the company online at www.prexion3d.com.