A guiding light: Dr. Lenard I. Linkow

By David L. Hoexter, DMD, FICD
Editor in Chief

It is said that America became great because of the ability of Americans to think creatively or, as the expression is used, outside of the box. Dr. Leonard Linkow is such a man, and he has had a tremendous effect on the field of dentistry and the quality of oral care afforded to patients. Linkow forged through battles of existing stagnation, adversity and legal precipices to achieve the correct utilization of implants.

In the ’60s, Linkow designed the blade implant to avoid removable prostheses, and at about the same time he patented designs for the root form implants that are used today. Even in the ’60s, he had the foresight to utilize titanium in his implants.

Although throughout the world Linkow is considered the “father of oral implantology” and even has a street named after him in Germany, it is noted in one of his books.

“Linkow is a visionary with a wonderful imagination. He continues to present his vision of successful utilization of implants around the world. Foremost in his passion is his love for his family, his daughters, his grand-children and his friends.”

Among his enduring strengths is his belief in the success of converting an orally debilitated mouth to a natural functioning rehabilitated one through implants.

Just as Len’s hand was always on my shoulder, I can only hope the same for all those in the dental field involved in implants, and the millions of patients who have and will receive the benefit of implants. May his hand be on your shoulder, too.

Dr. Linkow will lecture at the Greater New York Dental Meeting on behalf of the AAID at 10 a.m. on Sunday, Nov. 28.

The missing systems

Reach your practice potential and achieve continuous growth

By Roger P. Levin, DDS

Most dentists will say, “I have good systems.” However, are they the right systems? Inefficient and outdated systems create a no-win situation for systems? Inefficient and outdated systems.” However, are they the right systems? Inefficient and outdated systems create a no-win situation for systems? Inefficient and outdated systems. “The nine areas where excellent practices result in significantly higher levels of debt. Competi-

tion for new patients is more intense. Dental practices have to be prepared to meet these challenges. Practices that are able to implement effective systems will gain the following:

- Improved production, profit and efficiency
- Lower stress and a more enjoyable work environment
- Time for the dentist to focus on leadership and team-building
- Higher levels of patient care and satisfaction
- A motivated team that enjoys learning and is willing to partici-

pate in practice growth

Systems, the team and success

If team members do not have efficient, updated systems to rely on, stress and chaos will occur at some point. Stress will wreak havoc on you, your team and, ultimately, your profit potential.

Like the best businesses in other fields, top-performing practices understand that the time it takes to put step-by-step systems in place is critical to long-term success.

Even though it may require extra work on the front end, there are many benefits. We have learned the demonstration routinely as clients transformed their practices into million-dollar businesses.

Conclusion

To make the jump to continuous growth, dentists need to implement The Missing Systems in their practices.

Improved business systems allow you to make the most of your clinical training, reaping the rewards of greater success.”

Dr. Roger P. Levin is founder Levin Group, a leading dental practice management consulting firm that provides a comprehensive suite of lifetime services to its clients and partners.

Since 1985, Levin Group has embraced one single mission — to improve the lives of dentists. For more than 20 years, Levin Group has helped thousands of general dentists and specialists increase their satisfaction with practicing dentistry.

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