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 the most extensive knowledge for dentists on 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, most 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 knows how fast can I sell? Another means of capturing the retirement plan losses, and see the current practice sale market place as an unprecedented opportunity to receive the maximum value possible for their practice. The needs of buyers and new dental graduates have not been changed by the economy nor have the advantages of buying an existing practice changed. And despite the headlines, most of our credit worthy buyers, using HSPPT’s available financing resources, are having no problem securing the necessary financing.

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 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?

All dentists will either leave ownership by design or default. It is truly never too early to plan and design a transition. The earlier a dentist lays out his or her transition, the sooner he or she can begin “preparing for practice” for transition. These preparation steps not only increase the value of the practice and enhance its salability, but also increase the practice’s profits until the transition occurs. Dentists need to know what a practice valuation does and why they should have it. The ultimate purpose of a current practice valuation is the same as life or disability insurance — to protect their families. Practice transition consultants do so much more than answer the question, “If I want to sell my practice right now, how much can I get and how fast can I sell?”

Why did you decide to work with Dental Tribune?

Dental Tribune America has really set itself apart from other publications in the industry and proven that its publications are a source of timely news and information for the general practitioner and specialist alike. The layout and content is highly readable and applicable to a practitioner’s daily life.

What benefits do you see by publishing in Dental Tribune?

There is more to being a dentist than just dealing with people’s teeth. Dentists are entrepreneurs and business owners who need to know the ins and outs of running a business. Despite optimal clinical training, the business aspect of their career received minimal emphasis during dental school. Henry Schein Professional Practice Transitions has a wealth of knowledge to share with dentists and we feel our partnership with Dental Tribune America is the perfect vehicle to accomplish that. Even if a dentist does not utilize our transition services during his or her own practice transition, we hope the information we share here will help practitioners make good choices while avoiding costly mistakes.

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 1985 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) 730-8883 or send an e-mail to hspp@henryschein.com.
Why geometry matters most!

By L. Stephen Buchanan, DDS, FACP, FIDC

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 LANOED 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.
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 cases 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.