As the digital evolution in dentistry continues, with the new CAD/CAM techniques, the Rhein’83 research laboratories, under the direction of vice president of technology Gianni Storni, have developed a new line of threaded interchangeable attachments.

The various product lines include the Spherical OT cap line, in micro (1.8 mm diameter) and normo (2.5 mm diameter), together with the new Equator Profile, which is the smallest dimensional attachment in the market.

These threaded attachments are screwed directly inside the milled bar, mounting on the special 2.2 mm thread. Or, in cases where the CAD/CAM software produces an overdenture bar without threaded holes, Rhein’83 offers a threaded titanium sleeve that can be cemented into the hole of the bar. The threaded sleeve is glued into the hole that will receive the attachment, which is threaded into place.

To learn about the threaded interchangeable attachments and other Rhein’83 products in more detail and for more-comprehensive presentations on technical applications, email Rhein’83 at marketing@rhein83.it, or visit online at www.rhein83usa.com, or contact the distributor, American Recovery, by phone at (877) 778-8383 or by email at info@rhein83usa.com.

About Rhein’83
Rhein’83 was founded in 1983 in Bologna by Ezio Nardi, who was keen on research, specializing in overdentures. Spherical attachments had been on the market for some time, but were made mostly in metal. Rhein developed a series of castable attachments with elastic retention, introducing the first “silicon materials” on mobile prosthesis retention. Within a few years, silicon materials would completely replace metal attachments.

Today Rhein’83 works with many Italian and foreign universities to test the innovations produced by Rhein research and development. Awards include the MIUR certificate and the “Laboratory of Quality and Excellence” from the Ministry of Research and Development of Health.

Research has led to design and production of components for systems such as Sphero Block (normo and micro) and Sphero Flex allowing to correct divergent implant cases up to 46 degrees. Recently the new low-profile OT Equator attachment was developed with a complete system defined four in one, offering titanium abutments for all implant brands, castable solution for natural teeth, a passive bar connection and a complete line of attachments for CAD/CAM applications (available already in the most common dental software worldwide).

All products are manufactured in titanium with an additional tin coating bearing the hardness of the surface to more than 1,600 Vikers. The company is also known and recognized for its dentists’ and dental technicians’ reports and its conferences and courses worldwide. Rhein is considered a world-leading producer and distributor of dental attachments, with an active presence and distribution in more than 90 countries.

The company operates in accordance with European product certification (Directive 93/42 CEE) in addition to UNI EN ISO 9001:08 - UNI CEI EN ISO 13485:12. It also has product certifications in many foreign countries, including the United States, Canada, Russia, Israel, Korea, Brazil and others.

(Source: Rhein’83)
Planning for partial retirement can be tricky

By Nicholas Spanakis, Group Practice Manager, PNC Bank

If you want to keep working, only on a less demanding schedule, you’re not alone. Many people these days are considering a “partial retirement.” According to a University of Michigan study, 20 percent of those ages 65 to 69 consider themselves partially retired, while in 1960 this group was nonexistent.

The reasons for this trend vary. Some partial retirees need to prolong income to support their lifestyle, but others simply enjoy their work and don’t want to stop.

Can you participate in this trend? Possibly — but it takes planning. To help you clarify your goals and how to reach them, consider drafting a partial retirement plan.

Having a “planned duration” helps

The process of retiring, especially partially, is complicated, and for many, financially, largely because of their practices. If you’re the owner of a private practice, a partial retirement must be planned well in advance, and generally is more successful if there is a planned duration. But whether you’re negotiating with partners to scale back, looking for possible buyers to take over the practice; and a clearly stated plan for the eventual transition to complete retirement;

consider the following questions and discuss them with your business and life partners:

Do you want to change jobs, or stay at the same job and reduce hours?

Have you made a financial plan that takes into account the reduced compensation resulting from fewer hours?

Have you spoken with your financial advisor to prepare for partial retirement?

Have you communicated your plans to your life partner and your business partners?

Once you’ve discussed these questions with all the players, the next step is to sit down with your accountant or financial advisor and draft an actual plan for your proposed retirement. This plan should cover financial matters, including how much you expect to earn and how that will cover your living expenses, work responsibilities including scheduling, such as on-call hours, regular hours worked and patients taken on, the expected duration of this arrangement, how a change in work habits will affect the ownership of the practice, and a clearly stated plan for the eventual transition to complete retirement.

All of the above goes double if you’re in solo practice and plan to eventually sell or hand down your practice to the next generation. Preparing a business for sale takes years if you want to get the best price, and both you and your patients will benefit from long-term planning.

Nicholas Spanakis, group practice manager with PNC Bank, can be reached by phone at (866)0 336-650 or by email at nicholas.spanakis@pnc.com

Disclosures

The third-party trademarks referenced in these articles are owned by and are the registered trademarks of their respective third-party owners. There is no affiliation, sponsorship or endorsement relationship between PNC or its affiliates and any such third party.

PNC is a registered mark of The PNC Financial Services Group, Inc. (“PNC.”)

This article was prepared for general information purposes by McMurry/Thomson, LLC and is not intended as legal, tax or accounting advice or as recommendations to engage in any specific transaction, including with respect to any securities of PNC, and do not purport to be comprehensive. Under no circumstances should any information contained in this material be presented or considered as an offer or commitment, or a solicitation of an offer or commitment, to participate in any particular transaction or strategy or should it be considered legal advice. Any reliance upon any such information is solely and exclusively at your own risk. Please consult your own counsel, accountant or other advisor regarding your specific situation.

Neither PNC Bank nor any other subsidiary of The PNC Financial Services Group, Inc. will be responsible for any consequences of reliance upon any opinion or statement contained here, or any omission. The opinions expressed in this article are not necessarily the opinions of PNC Bank or any of its affiliates, directors, officers or employees. Banking and lending products and services, bank deposit products, and Treasury management products and services for health care providers and payers are provided by PNC Bank, National Association, a wholly-owned subsidiary of PNC and member FDIC.

Lending and leasing products and services, including cards and merchant services, as well as certain other banking products and services, may require credit approval.

References

1. blogs.marketable.com/nixon/2013/11/15/the-rise-of-the-partial-retirement/
2. www.benefitspro.com/2013/11/18/more-americans-opting-for-partial-retirement/
3. medical-economics.modernmedicine.com/
4. thehealthcaregroup.com/PDF/92839.pdf

Reputation management facts for today’s dentist

Reputation marketing is now the most trusted and effective form of online marketing for any dental practice. Moreover, sites such as Yelp and Google My Business dominate the buying decisions of millions of patients on a daily basis. Here are quotes from three highly respected business journals:

“Today, a Google review can shape your business far more than a Google Ad.” — Forbes

“63 percent of consumers read online reviews before making a purchase decision, according to recent surveys. After all, reviews provide a first stop for any potential customer to understand a product from a consumer point of view, delivering honest and impartial insight from peers.” — Entrepreneur

“Every marketer is aware of the rise of online reviews and other sources of peer-to-peer information, but many neglect this trend and market products much as they did a decade ago. We believe that many companies need to dramatically shift their marketing strategies to account for the rising power exerted on future customers by the opinions of existing customers.” — Harvard Business Review

Without question, every practice owner and office manager will tell you that referrals are the backbone of their success. In fact, word of mouth advertising can be the difference between prosperity and continual struggle.

In today’s world, word of mouth is now represented by online reviews and social sharing. Some experts have referred to the blending of the two as “word of mouse.” But did you know that even with all this overwhelming information, and with online reviews generating hundreds of thousands of dollars in extra annual revenue — some practices are slow to take advantage of these undeniable facts? In fact, Fox Business stated “90 percent of consumers are influenced by positive online reviews — but only half of small business owners believe these reviews are important. Nearly 80 percent say online reviews are unimportant.”

The solution for any practice is to become proactive in controlling its online reputation. It’s the difference between getting new patients or not.

The team at Planet Success created Reputation Express specifically to meet this challenge and put the control in the prac- tice’s hands. Its purpose is simple: Drive in more patients by making your practice the obvious choice. Planet Success wants you to be found, to be chosen and to be recommended more than you are now. The system was developed from a combined history of more than 50 years in marketing and consulting, working with practices from all over the United States.

For more information on how to make your practice the obvious choice, you can visit Reputation Express online at www.reputationexpresspro.com.

(Source: Planet Success)
Extraction instruments combine ergonomics, Scandinavian design

LM Dental’s LM models feature nonslip ErgoTouch handles

By LM Dental Staff

LM Dental’s LM extraction instruments uniquely combine ergonomics, Scandinavian design and functionality for atraumatic tooth extraction. They feature comfortable, nonslip ErgoTouch handles and are well-balanced and lightweight.

LM LiftOut instruments are designed to perform typical extractions atraumatically, an important consideration that enables rapid healing and future implant placement.

The tip of the instrument is introduced into the periodontal space and slowly advances toward the apex of the root while moving gently back and forth.

LM-TwistOut instruments are indicated for tooth extraction in situations where strong force or torque must be applied, and LM-SlimLift instruments are created for the most atraumatic extractions. Because of their slim tips, the instruments fit in extremely narrow spaces and are ideal for implant preparations.

LM extraction instruments are supplied in a convenient cassette that protects both the instrument and the handler during the maintenance cycle. The cassette keeps instruments from puncturing the sterilization pouch, and the cassette can be color-coded. The blades, hand-finished and made from LM-Duralaste, stay sharp and are long-lasting when properly used and maintained.

Obsessive quality control starts at molecular level

DENTSPLY Pharmaceutical controls quality at every step, all the way to your office door

By DENTSPLY Pharmaceutical Staff

For more than 100 years DENTSPLY International has been supporting dentists worldwide in their profession. The company’s trusted and comprehensive range of anesthetics enables dentists and hygienists to start every procedure right. DENTSPLY Pharmaceutical ensures quality at each step of the product’s journey — from collection of active molecules all the way through to when the packages arrive at your office.

Each cartridge is twice sterilized with a sterilizing filter followed by an autoclave method. Cartridges are then visually inspected with an electronic laser for defects and impurities, including but not limited to cracks, foreign particles, color and density. Each cartridge is mylar-pack labeled to restrain the individual pieces in case of a break — thus avoiding any injuries. Each set of 10 cartridges is then blister packed to avoid breakage.

Finally, each cartridge is color coded as per industry standard ADA system.

Ensuring quality of DENTSPLY pharmaceuticals begins when collecting active molecules and continues through double-sterilization of cartridges, laser inspection for defects, safety-focused packaging and breakage-avoidance shipping. Photo/Provided by DENTSPLY International

The official hotel of AGD 2015 is the San Francisco Marriott Marquis, postal address: 780 Mission St., San Francisco, CA 94103. To guarantee rooms for your family and staff, make your reservations early by visiting resweb.passkey.com/go/AGD2015 or by calling (877) 622-3056. International guests may call +1 (415) 896-1600. Don’t just embrace change; celebrate it at AGD 2015.

(Source: AGD)