



Organized dentistry

For more on this topic, go to www.dentaleconomics.com and search using the following key words: *organized dentistry, Hyflex, Dr. Louis Malcmacher.*

This article is not what you think it's going to be talking about. Most of the time the words **"ORGANIZED DENTISTRY"** refer to dentists joining organizations such as the American Dental Association, the Academy of General Dentistry, and the one I serve as president, the American Academy of Facial Esthetics. These organizations are responsible for advocating expanding the rights and responsibilities of dentists and the dental industry and are essential to our everyday practices.

The organized dentistry I'm going to address is what happens inside your office. Organization and efficiency in your office and how you work day-to-day are very essential to things like overhead control and profitability. I have taught for years that the choices you make in products, techniques, and technology will directly affect the overhead percentage in your office.

The more efficient you can be in your dental procedures, the more profitable your office becomes, and the better the patient experience. Let's face it — people don't like sitting in the dental chair, so if you can deliver an equal or better result by doing your dentistry faster, easier, and better, you win on all accounts, both clinically and in patient satisfaction.

In my lectures I talk about a myriad of dental products for a simple reason — there are literally tens of thousands of dental products on the market, and many of them work differently. As dentists, we need to wade through all these products to see what works best in our hands for us to deliver the best clinical results. Let me give you just a sampling of products that I use every day in my practice to deliver dentistry that is more organized, faster, easier, and better.

1 *There are many choices in endodontic instruments.* One of my new favorites is the Hyflex by Coltene-Whaledent. You know Coltene-Whaledent in the endodontic sphere because they offer a host of endodontic products, such as the hygienic line of gutta percha points and paper points, Gutta Flow, which is an outstanding ca-

nal sealer and filler, and now the Hyflex NiTi File System. This system is one of the strongest NiTi files on the market. After using these files for nearly a year, I couldn't be more pleased with the results. File breakage with nickel titanium is nearly a thing of the past.

2 *Electrosurge replacement* — Electrosurge has been an outstanding instrument for many years, but there is no question that the time for lasers in dentistry has finally arrived. Gingival contouring can make your composite resin, veneer, and crown and bridge cases look much better. Lasers are now essential to every practice, especially in terms of patient satisfaction. This is exactly why you need a small diode laser in every treatment room. The one that

has really opened up this potential is the Picasso Lite diode laser by AMD Lasers. I can't wait to see their new hard and soft tissue laser!

3 *DentalVibe Vibrapulse injection technology* — One of the best and most comfortable ways to deliver local anesthesia is with a DentalVibe. You need to get this instrument for your patients. Not only does the DentalVibe make the patients' experience so much better, but it also seems to help the anesthesia penetrate much faster, allowing me to begin dental procedures

much more quickly, even with that unpredictable mandibular block.

4 *Botox and dermal filler therapy* — This has been the single biggest practice builder to come along in years. With the majority of states allowing dentists to perform Botox and dermal filler procedures, this is one of the fastest growing areas of dentistry. Botox and dermal fillers can be used for many dental therapeutic purposes such as TMJ, bruxism, orthodontic and prosthodontics cases, as well as soft tissue facial esthetics for smoothing wrinkles and folds. **DE**

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