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Academy NEWS

A QUARTERLY MEMBER NEWSLETTER

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mentoring, learning*



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ACADEMY NEWS

Academy of Osseointegration
85 W. Algonquin Road, Suite 550
Arlington Heights, IL 60005
847.439.1919

Editor

Harriet K. McGraw, DDS

Board Liaison

Joseph P. Fiorellini,
DMD, DMSc

Editorial Consultants

Lourdes Ann Christopher, DDS, MS
Mehrdad Favagehi, DDS, MS
Paul A. Fugazzotto, DDS
Ismael Khoully, DDS, MS, PhD
Jose Garcia Montemayor, DDS
Kevin WanXin Luan, BDS, MS

Staff Editors

Richard Bragaw, MA
William R. Wille

President's Message

Academy evolving with trends and technologies

By Jay P. Malmquist, DMD

Shortly following the June 8th Board meeting where we addressed a very ambitious and productive agenda, AO staff members and I completed a successful site visit to Seattle in anticipation of our 35th Annual Meeting (March 18 - 21, 2020) at the Washington State Convention Center in downtown Seattle, just a few short blocks from Seattle's famous Pike Place Market and many other local amenities and attractions.

Our site visit included a tour of the Museum of Flight, the largest private air and space museum in the world, which was selected as the site for AO's President's Reception. This year's iconic event is designed to provide meeting registrants and their guests a unique opportunity to tour the 787 Dreamliner, Concorde, Space Shuttle Trainer, and the William E. Boeing Red Barn, historic birthplace of the Boeing Airplane Company.

With a theme of "Evolving Technologies in Implant Dentistry," the 2020 Annual Meeting program will bring together global technology experts to discuss technology that is current, cutting edge and available to all clinicians. This will include Keynote Speaker **Catherine Moore**, President of Intuitive Foundation, a global technology leader in minimally invasive care and the pioneer of da Vinci robotic-assisted surgery. The program will also feature surgical and prosthetic tracks exploring the topics of virtual planning, guided surgery, digital prosthetic dentistry, and technology for bone augmentation.

While attendees can continue to expect a premier multidisciplinary networking and learning experience with colleagues from around the globe and AO's popular programming features, one of the main 2020 Annual Meeting program changes will be the Hands-on Workshop schedule. Instead of being held on the Wednesday immediately preceding the Annual Meeting, four workshops will be scheduled on Friday and Saturday. This programming change will allow the main portion of AO's Annual Meeting to be held over three days, responding to trends and preferences requested by attendees and exhibitors.

I would like to thank Program Chair Dr. **Craig Misch**, Sarasota, FL, and his committee for their outstanding work on the 2020 Annual Meeting. Attendees will be able to get a first-hand look at some of the products, in AO's comprehensive exhibit hall, that meeting speakers will be

discussing in their presentations. Coming from the Pacific Northwest city of Portland, OR, Seattle is a very special place to me. I am confident you will also find Seattle and the Washington State Convention Center to be a very enjoyable and conducive location for AO's Annual Meeting.

In other AO business, the board approved plans to expand its global footprint with an International Affiliate Membership initiative. Thanks to Dr. **Hom-Lay Wang**, Ann Arbor, MI, AO secretary and chair of the Global Program Development Committee, AO will establish its first joint conferences with the Taiwan Academy of Osseointegration and the Asia Pacific Society of Osseointegration in Malaysia, which will serve as new outreach models for establishing and assessing meeting outcomes.

Last, but certainly not least, in its efforts to update AO's strategic direction, a strategic planning session is scheduled in conjunction with the October board meeting. I am pleased to report, that, along with the efforts of AO staff, Board members and AO's hard working committees, our Academy has adequately addressed all of the issues outlined in the current strategic plan. We will address the Academy's direction, set strategic goals, develop actions to achieve the goals, and mobilize resources to execute the desired actions. We will also assess AO's relationship within the environment in which it competes.



Dr. Jay P. Malmquist

Academy publishes Summit results on Optimized Patient Care

The culmination and results of months of hard work from the Academy of Osseointegration's (AO) Summit on "Optimized Patient Care: Converting Osseointegration to Patient Integration" have been published as a special supplement in the *Journal of Oral & Maxillofacial Implants (JOMI)*, AO's official scientific journal.

With a driving question behind the Summit of determining if there may be elevated risk factors attributable to local or systemic issues, as suggested by recent literature, the intense three-day Summit comprised of 70 Academy members was divided into three work groups, each of which researched and discussed a specific topic framed around outcomes or effects on long-term osseointegration.

"The Summit outlined and highlighted specific health issues around medication patients often take (SSRI, PPI), along with health patterns that are reshaping the patient populations presenting for implant care," said Summit Chair **Clark M. Stanford**, DDS, PhD, Chicago, IL, and AO president-elect.

Chair of Summit Group 2 and AO Director **Joseph P. Fiorellini**, DMD, DMSc, Philadelphia, PA, whose group was tasked with discussing "Inflammation and Osseointegration (OI)" said, "There should be careful consideration given to local and systemic factors which can be a co-factor for peri-implant disease."

Regarding one interesting outcome of the deliberations and research by his workgroup, Dr. Fiorellini stated, "We showed that proper examination, diagnosis and treatment planning to minimize implant complications was very important."

The Summit's two other work groups addressed "Primary Stability and OI," chaired by **John B. Brunski**, PhD, Stanford, CA; and "Systemic Health, Medications and OI," chaired by AO Vice President **Tara L. Aghaloo**, DDS, MD, PhD, Los Angeles, CA.

Since 1996, AO has organized scientific summits on a quadrennial basis to address many of the clinical and evidence-based areas of advancement in implant dentistry. Prior to "Optimized Patient Care," AO's previous Summit was "Current Best Evidence for Management of the Edentulous Maxilla," also chaired by Dr. Stanford.

"The role of AO Summits allows for a 'balance sheet' type of review of the totality of the evidence for a specific set of issues that are impacting implant dentistry. The compilation, review, critique and debate of the evidence is critical to outline our current knowledge and to plan for



Dr. Tara Aghaloo, AO vice president and chair of the Summit group on "Systemic Health, Medications and OI," receives feedback in preparation for her group's plenary outcomes presentation.

closing gaps that are observed. The Academy plays a key role for implant dentistry in creating the environments for these activities to occur," he stated.

The Summit's participants, from around the globe, represented all dental disciplines. In the spirit of the Academy's multi-disciplinary and cooperative approach, the working environment was very collaborative and supportive with every member weighing in on a vigorous discussion around each issue, according to Dr. Stanford.

"The discussions were such that disagreements ended up being very few in the end. The AO Summit on Optimized Patient Care is considered by many to be the best AO has held," Dr. Stanford concluded.

The special *JOMI* supplement detailing the results and research from AO's Summit on Optimized Patient Care was distributed to all members earlier this summer. A frequently cited global resource for unparalleled, original, basic and clinical applications of implant and tissue engineering innovation and technology, *JOMI* is consistently rated as AO's number 1 membership benefit. All issues of *JOMI* are available via the members-only area of osseo.org and the AO365 mobile app.

"...so i turned myself to face me"

– David Bowie

By Paul Fugazzotto, DDS, Academy News Editorial Consultant

Throughout my career, I have listened to people play "the blame game":

- A healthy patient demonstrates repocketing after periodontal surgical therapies: "they did not brush and floss well enough"
- A healthy patient who demonstrates appropriate home care efforts repockets after periodontal surgical therapies: "they have negative bone factors"
- Soft tissue recession continues after soft tissue grafting: "they are brushing too hard"
- Restorative dentists "only refer the patient when periodontal disease is severe"
- Restorative dentists "don't want to do comprehensive care"
- Restorative dentists "don't understand the need for crown lengthening"

The problem continues with the integration of bone regenerative and implant therapies into all levels of clinical practice:

- Never use titanium reinforced membranes, because membranes usually get exposed.
- Implants are too expensive.
- Too many implants fail.
- Dentists are placing their own implants.
- Dentists use knock-off restorative parts and I have to fix problems when they arise.
- Dentists refer a patient for a single implant when a patient's mouth is falling apart.

Are these problems Trump's fault? No. Clinton's fault? No. Putin's fault? No. My ex mother in law's fault? Maybe, but that is a tale for another time.

An objective appraisal of the complaints and concerns uncovers a common thread: Nothing is ever the surgeon's fault.



Dr. Paul Fugazzotto

Perhaps patients could have been shown the proper home care measures to utilize, could not have been treated surgically until they demonstrated mastery of these techniques, and could have been followed after treatment to help ensure the necessary level of minimally traumatic plaque control.

Efforts at education and sharing of knowledge with referring restorative dentists would undoubtedly have ameliorated concerns regarding the concept of comprehensive care, and the initiation and timeliness of referrals. What efforts have these surgeons made to educate their restorative partners by holding seminars, having one-on-one meetings, attending symposia together, or a combination of these efforts? Do these surgeons even view referring dentists as their treatment partners?

At one of our recent courses, while we were discussing the fee structure of full arch immediate hybrid therapy, a restorative dentist stated that he thought it was unreasonable that the surgeon and the restorative dentist received equal compensation, and paid the laboratory technician equally, because "the surgeon does his surgery and is done with the patient, but I have to maintain the patient and fix anything that goes wrong."

My response: The restorative dentist needs to find a new surgeon. Every member of the treatment team, including all treating clinicians and the laboratory must share equally in the successes and failures. My referring partners and laboratory "have my back," as I do theirs. Anything less calls for a "Godfather Intervention."

And now comes the patient:

- Patients "won't spend money to fix their mouths."
- Patients "will only do what insurance covers."
- Patients "go to the cheapest dentist possible."
- Patients go on line and get wrong information.

IT'S ALL ABOUT RELATIONSHIPS



(continued on page 18)

New appointments made to AO Board of Directors

The Academy of Osseointegration (AO) recently made two new appointments due to the vacated Secretary position held by the late Dr. **Jeffrey D. Lloyd**, a position to which he was recently elected at the Academy's 2019 Annual Business Meeting.

A general dentist from Rancho Cucamonga, CA, Dr. Lloyd rose to prominence in the Academy as an active member since 1995 and as a director of the board since 2015. He passed away on April 9, 2019 at the age of 67.

With the June 2019 AO board of directors meeting as its first opportunity to discuss the matter of appointing a new Secretary, the AO Board of Directors, per the Academy's bylaws, accepted and approved the recommendation by AO President **Jay P. Malmquist**, DMD, Portland, OR, to appoint

Hom-Lay Wang, DDS, MSD, PhD, Ann Arbor, MI, to serve as Secretary for the remainder of Dr. Lloyd's term.



Dr. Hom-Lay Wang

Serving in his fourth year on the AO board, Dr. Wang was also recently appointed as chair of AO's Global Program Development Committee. Dr. Wang, a periodontist, is the endowed collegiate professor of periodontology at the University of Michigan School of Dentistry. He has also served as director of the graduate periodontal program there for more than 20 years, published more than 130 scientific abstracts, 25 book chapters, and over 500 scientific articles, and has more than 25,000 citations to his credit.



Dr. Joseph Kan

Consistent per AO Bylaws and Illinois law, President Malmquist has the authority to propose candidates for board approval for any and all board vacancies. The board unanimously approved his recommendation of **Joseph Y K Kan**, DDS, MS, Loma Linda, CA, to fill Dr. Wang's remaining term as at-large director.

Dr. Kan has been an AO member since 2000. He is a prosthodontist and a professor in the Implant Dentistry Program at Loma Linda University. Dr. Kan also

maintains a private practice limited to prosthodontics and implant surgery.

Most recently for the Academy, Dr. Kan served as program chair for its 2018 Annual Meeting in Los Angeles. He is also a past recipient of AO's Best Research Award and the Judson C. Hickey Scientific Writing Award bestowed annually by *The Journal of Prosthetic Dentistry*. Besides lecturing nationally and internationally, Dr. Kan has contributed more than 100 articles to reference journals and book chapters with emphases on interdisciplinary treatment planning, periodontal tissue management and immediate tooth replacement.

"By serving on the AO board, I look forward to being able to provide a positive influence to the Academy and implant dentistry, as well as the newer generation of dentists in the profession," said Dr. Kan.

The full 2019 - 2020 Board of Directors will be:

Officers

- **President:** **Jay P. Malmquist**, DMD, an oral & maxillofacial surgeon from Portland, OR.
- **President-elect:** **Clark M. Stanford**, DDS, PhD, a prosthodontist from Chicago, IL.
- **Vice President:** **Tara L. Aghaloo**, DDS, MD, PhD, an oral & maxillofacial surgeon from Los Angeles, CA.
- **Secretary:** **Hom-Lay Wang**, DDS, MSD, PhD, a periodontist from Ann Arbor, MI.
- **Treasurer:** **Amerian D. Sones**, DMD, MS, a prosthodontist from Dallas, TX.
- **Past President:** **James C. Taylor**, DMD, MA, a prosthodontist from Ottawa, ON, Canada.

Directors

- **Joseph P. Fiorellini**, DMD, DMSc, a periodontist from Philadelphia, PA.
- **Jeffrey Ganeles**, DMD, a periodontist from Boca Raton, FL.
- **Joseph Y K Kan**, DDS, MS, a prosthodontist from Loma Linda, CA.
- **Robert R. Lemke**, DDS, MD, an oral & maxillofacial surgeon from San Antonio, TX.
- **Jörg Neugebauer**, DDS, PhD, an oral surgeon from Landsberg am Lech, Germany.
- **Robert C. Vogel**, DDS, a general practitioner from Palm Beach Gardens, FL.

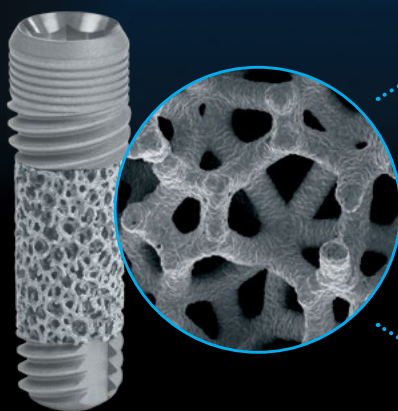
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Academy enhances global program development

With a new committee chair and vision, the Academy of Osseointegration's (AO) Global Program Development Committee is laying a course of new geographical areas and direction for the Academy's global programming through 2020.

Two new programs have been established, including AO's participation in the first joint conferences with the Taiwan Academy of Osseointegration on January 5, 2020 and the Asia Pacific Society of Osseointegration on January 6, 2020 in Malaysia. AO selected speakers for both meetings will be AO President **Jay P. Malmquist**, DMD, Portland, OR, and AO Vice President and Fellow **Tara L. Aghaloo**, DDS, MD, PhD, Los Angeles, CA. Topics to be presented at both meetings will include "Using Titanium Mesh and Bone Proteins to Enhance Bone Defects for the Implant Platform" by Dr. Malmquist and "Management of the Edentulous Maxilla with Hard and Soft Tissue Grafting" by Dr. Aghaloo.

These meetings will serve as new outreach models for establishing and assessing meeting outcomes, including metrics for how many dentists from these areas join the Academy as new members and those who attend its 35th Annual Meeting in Seattle, WA (March 18 - 21, 2020), according to **Hom-Lay Wang**, DDS, MSD, PhD, Ann Arbor, MI, chair of the Global Program Development Committee and AO secretary.

As a result of Dr. Wang's first conference call as chair, the Global Program Committee proposed and subsequently received AO Board of Directors' approval for a newly developed Charter Chapter Affiliation agreement. The new agreement establishes a new International Affiliate Membership category, which will require other implant organizations to hold regular meetings in which AO would participate under a profit-sharing agreement, and guarantee a minimum number of their members will join AO and attend their respective meetings.

"The Academy's core principles are to facilitate the exchange of new technologies, emerging trends and research in the fields of implant dentistry and tissue engineering. The goal of the newly established Charter Chapter Affiliation agreement is to develop a network for sharing education and training across the globe," said Dr. Wang.

The Global Program Committee is also continuing collaborative discussions with the German Association of Oral Implantology (DGI) in support of hosting a joint



meeting during the DGI's 2020 Annual Meeting in Germany with the assistance of committee member, AO Fellow and Germany Ambassador **Christian Mertens**, DDS, PhD, Heidelberg, Germany. It is also evaluating an application for a new AO Egyptian Charter Chapter.

Members of the committee will also team up to be responsible for certain geographic regions/areas. These include:

- **North America:** Drs. Wang and **Gustavo Avila-Ortiz**, Iowa City, IA
- **South America:** Drs. **Jorge H. Arango**, Chia, Cundinamarca, Columbia; **Jamil A. Shilbli**, Guarulhos, Sao Paulo, Brazil; and Dr. Wang
- **Europe, including Russia:** Drs. Mertens; **Tiziano T. Testori**, Cuomo, Italy; **Georgios E. Romanos**, Stony Brook NY; **Stephen L. Jacobs**, Glasgow, Scotland, United Kingdom; and Dr. Wang
- **Middle East:** Drs. Wang and **Suheil M. Boutros**, Grand Blanc, MI
- **Asia, including China and India:** Drs. Wang; **Jeanette Keng L. Chua**, Kuala Lumpur, Malaysia; and **Takashi Sumi**, Ichinomiya, Aichi, Japan
- **South Africa and Australia:** Dr. Wang and a new committee member to be identified at a later date

"With these newly established affiliations, AO will assist regional implant organizations to provide high quality educational programs, while at the same time increase their interest in membership and participation in AO and the exchange of ideas and learning with international colleagues that are the fabric of our organization," Dr. Wang concluded.

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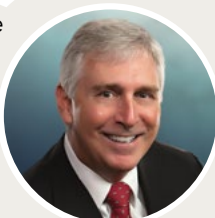
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Mentor/Mentee is a two-way learning relationship

Dr. Jeffery Thomas, Wilmington, NC, has mentored Dr. Mark Suttle, Winston-Salem, NC, and Dr. Lance Hutchens, also from Wilmington, during two different phases of his career. For all of them, the Academy of Osseointegration (AO) and the Journal of Oral & Maxillofacial Implants (JOMI) have reinforced the principles of evidence-based, interdisciplinary treatment. This is the second article in an Academy News series highlighting how AO provides a culture where mentor/mentee relationships thrive, as interviewed by Academy News Editor, Dr. Harriet McGraw.

HKM: Dr. Thomas, please share your story as to how you came to mentor Dr. Suttle?

JT: Mark was an associate at my office in New Bern, North Carolina, from 2001-2004, when he married and bought into another practice in Winston Salem, North Carolina. While at my practice, he and I enjoyed discussing cases and exchanging ideas. Though I didn't realize it at the time, Mark taught me how to be a good associate, which I've been able to put into use since selling my practice.



Dr. Jeffery Thomas

HKM: Dr. Suttle, how did Dr. Thomas influence your career/practice, and have you had the opportunity to pass along what you have learned from him?

MS: I have always felt that my time with Dr. Thomas was like an extension of my residency because I learned so much. The things I learned from him have been invaluable, and not a day goes by where I do not implement or use something he taught me. The relationship has continued now, even fifteen years after we last worked together - there are still times when I have a tough case and will seek out Dr. Thomas' guidance. Between having an associate/partner myself and teaching part-time at the dental school, I have tried to pass on what he taught me and will continue to use this knowledge throughout my career. I also learned from Dr. Thomas the value of being involved in high quality continuing education, like AO and study clubs, and developing meaningful relationships with referring doctors.



Dr. Mark Suttle

HKM: Dr. Thomas, how did you come to mentor Dr. Hutchens? Please share the unique nature of your relationship by describing how you came to be his associate.

JT: I have known Lance since he was a young boy. His father, Dr. **L.H. Hutchens**, former chair of the Department of Periodontics at University of North Carolina (UNC), practiced with me. We already had a long personal and professional relationship from the time he was an instructor of mine at UNC dental school. Lance job shadowed at my practice while he was a dental student. As he neared completion of his periodontal residency, he began looking to buy a practice and ended up buying one in Wilmington, North Carolina in September 2017, ten months prior to graduation. Coincidentally, that happened to correspond with me phasing out of my New Bern practice and my plans to relocate to Wilmington. Lance and I had stayed in touch during this time, so we worked it out where I would work full time in his new practice until he finished his periodontics residency. So, from January to April 2018 I practiced part time in Wilmington and then transitioned to full time in April.

HKM: Dr. Hutchens, dentistry was not your first career. What aspects of your previous career have you been able to apply to your periodontics practice?

LH: After college, I began a career in building and real estate. As with periodontics, it involves working with people on a very personal level. Working with a family to build a home is a stepwise process that involves a great deal of detail and planning. Patient care is very similar, and even though it is on a much smaller scale and in a very personal space, both fields involve a lot of trust.



Dr. Lance Hutchens

HKM: Dr. Hutchens, what is the most valuable thing you have learned from Dr. Thomas?

LH: Throughout your residency training, the primary focus is to learn and experience the broad scope of periodontal procedures, gain a deep understanding of the literature, and begin to stitch this together to build a treatment philosophy using biological principles as the framework. Having the ability to practice with someone where I can continue to actively learn and grow as a periodontist has had a tremendous impact on me as an individual as well as the practice. However, the most valuable thing I have learned from Dr. Thomas is the foundation to all the above is patient care. Patients, people in your community, are at the heart of every practice and this concept is something I continue to learn from Dr. Thomas.

HKM: Dr. Thomas, what have you learned from Dr. Hutchens?

JT: I have learned several things from him. I'd say there are three key areas that stand out:

- 1 **Patience.** Lance is a very patient person who has helped me grow my patience and has helped slow me down from having been in the "fast lane."
- 2 **Lance is incredibly smart,** which has forced me to realign my thought processes when discussing cases with him. It has helped me become a better communicator when sharing information. If I am not clear in my thoughts, I know Lance will challenge me...and win! You could say it has made me a better educator/mentor.
- 3 **Lance has made it possible for me to live my life the way I had hoped it could be.** For example, if I want to take a week off to go fishing, Lance will make it happen, and I believe is very happy that I do it.

HKM: Dr. Hutchens, what advice would you give a young clinician coming out of dental school or a specialty program?

LH: This is a very humbling question; I am not sure I am really qualified to answer. If I had one suggestion, it would be to work to build a team of people with similar interests but unique abilities and work together to provide interdisciplinary patient care. There is so much value to the patient with this type of approach, and in the end, this is what makes practicing so much fun. I would also recommend reading the literature as much as possible and teaming up with someone with more knowledge and time-tested skills, even if you don't share an office.

HKM: Dr. Hutchens, what aspects of AO have you found valuable as a resident and now as a private practice clinician?

LH: AO meetings as a resident, for me, were sublimely interesting. So much so, I had difficulty keeping up with the speakers and their topics. It was a little over-whelming, and there was a lot to try and absorb. The quality of speakers at any one of those meetings was fascinating to me; to have this many experts in one room, so to speak, was phenomenal. I also really appreciate the meetings are clinically driven and evidence-based. *JOMI* also embodies these same principles and I feel both approach that horizon where research and clinical become one.

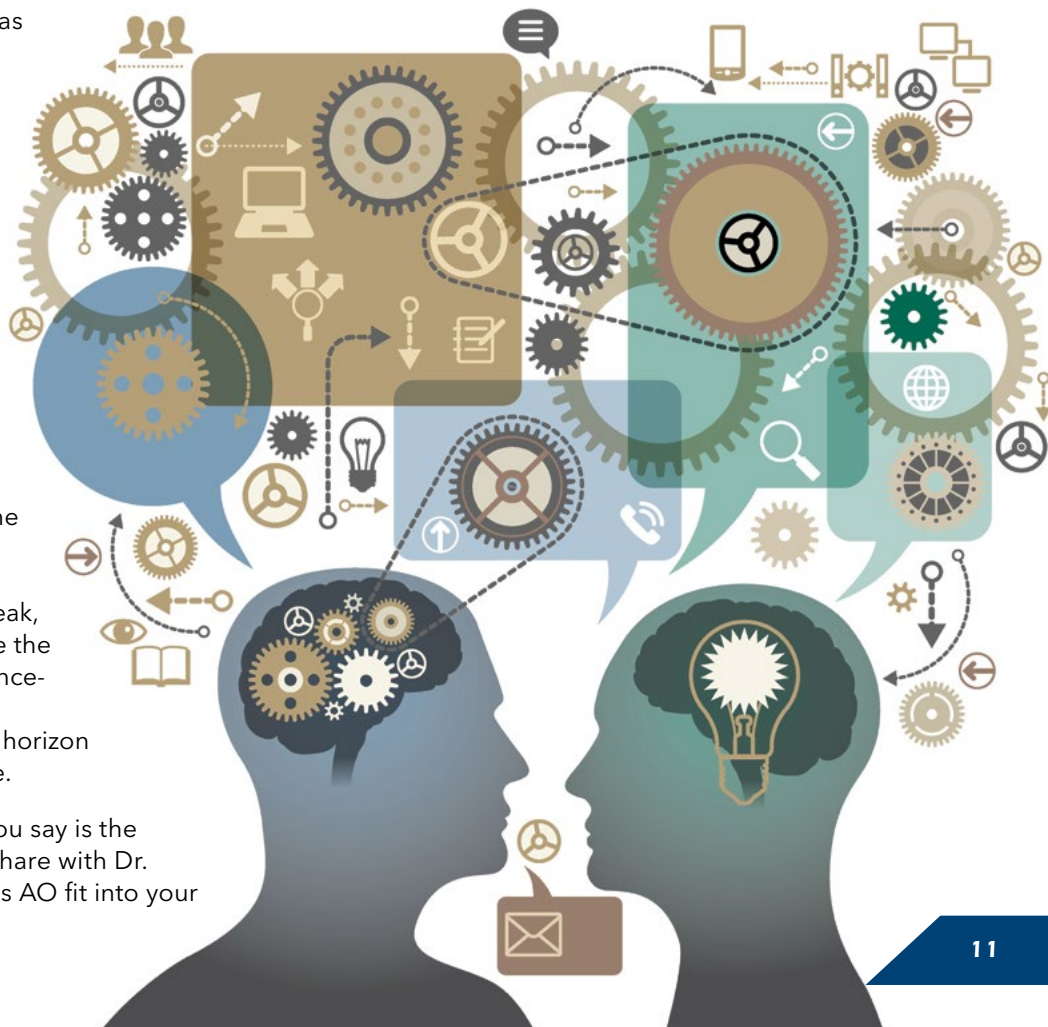
HKM: Dr. Thomas, what would you say is the common thread that you share with Dr. Suttle and Dr. Hutchens and where does AO fit into your practice philosophy?

JT: I believe all three of us agree, AO is the only professional organization that draws all disciplines of dentistry together with a focus of promoting high quality implant treatment through an evidence-based, interdisciplinary approach.

HKM: Dr. Hutchens, is there anything else you would like to add?

LH: I am very appreciative and fortunate to have so many people that are responsible for where I am today. Reflecting on this is one of the first thoughts that come to mind in the morning as I work to organize my day. These are a collective group of individuals, who, like Jeff, have taken the time, gone out of their way, and worked to pull me along and allow for my personal growth and learning. These are very patient people, trust me. I can't thank Jeff enough for his patience with someone right out of residency who has a world to learn.

HKM: Thank you, gentlemen. In talking to all of you, what stands out the most is the mutual respect and admiration you have for one another. Even though your professional relationships have differed, you all demonstrate the unquestionable importance and benefits of mentoring each other. You have created a "culture" that embodies the principles and high standards all clinicians should strive for in our profession.



AO: An integral part of my continuous clinical, didactic and professional growth

By Abhishek Patel, BDS, MSD, Academy News Guest Contributor

My career path towards periodontics and implant dentistry started back in 2005 in India. After graduating from dental school there, I worked as a general dentist for two years before moving to the U.S. to attain a master's degree. Following that, I entered a three-year residency program in periodontal and implant surgery at the University of Louisville, KY. I was then fortunate to join the University of Louisville's Periodontics Department as a clinical faculty member, and I am currently the course director of implant dentistry for undergraduate and graduate students.

I became a member of the Academy of Osseointegration (AO) in 2013 as I was impressed by the benefits it provided. The Academy is a platform to not only attend lectures at the Annual Meeting but also to stay up to date with current trends in implant dentistry by a subscription to the *Journal of Oral & Maxillofacial Implants (JOMI)*, online literature, and scientific live webinars. The live webinars are very informational, user friendly, and provide a space to ask questions and interact with the speakers in real time which is not always possible during the Annual Meeting due to time constraints.

I attended an AO Annual Meeting for the first time in 2014 and have been a regular attendee since then. My first experience with AO was filled with excitement and I was impressed with the amazing opportunities it provided for young professionals like me through its numerous resources, one of them being the Young Clinicians Committee (YCC). The Annual Meeting was an opportunity to learn from the experience of national and international speakers, which reinforced a deeper understanding of the science behind implant dentistry. One of the things I admire about AO is the lectures and topics are evidence-based and there are always good take-home points that help drive your clinical practice to the next level. The speakers show clinical cases with a rationale behind each treatment modality backed with scientific literature.

Every year since 2014, I have been an active attendee of the YCC reception. This event was a great networking opportunity, and committee members were very friendly and welcoming. While I was still in residency at that time, it was good to meet and interact with colleagues from around the world who were similar in age. The YCC reception served as a platform to discuss pearls and pitfalls with colleagues who were academicians, residents,



researchers or clinicians. I was impressed that the reception provided

Dr. Abhishek Patel

a magnitude of exposure, opportunities and a chance to not only interact and network as professionals but to also build friendships. I believe that by providing a platform where new clinicians and experienced clinicians come together, the YCC has created an amazing opportunity of growth for young clinicians.

Dental schools teach what is necessary for day-to-day clinical practice, but there is limited exposure to networking opportunities for recent graduates and young clinicians. The YCC has been an integral part in bridging this gap and has provided a useful resource to new graduates through its annual reception. In addition, YCC's new initiative to deliver an interactive session for young clinicians with an accomplished speaker during its annual lunch and learn is commendable, as it provides a chance for young clinicians to learn and ask questions in a smaller setting.

Since residency, I have had the opportunity to work with various clinical research projects and have presented them at AO's Annual Meeting. I continue to attend the Annual Meeting each year, and I look forward to the meeting and lectures next year. I am certain that it will further enhance my knowledge, clinical skills and professional development. Having experienced it first hand, I strongly encourage new graduates and young clinicians to join AO and reap the endless professional development and networking benefits AO and YCC provide to its members.

Dr. Abhishek Patel is a Diplomate of the American Board of Periodontology, Assistant Professor, Graduate Periodontics, University of Louisville School of Dentistry, Louisville, KY. He also serves on the Academy's Young Clinicians Committee.

AO Outstanding Dental Student Award profile: Dr. George “Derrick” Pylant IV

*Dr. Pylant’s dedication to excellence and learning is evidenced by his interests and accomplishments during his dental education. He was significantly involved in teaching, mentoring, and providing dental care to underserved communities throughout dental school. He was also recognized for research both at Texas A&M College of Dentistry and at the Hinman Student Research Symposium. Dr. Pylant recently received the Outstanding Dental Student in Implant Dentistry Award, one of 57 awarded by AO in 2019. Below are remarks from Dr. Pylant as interviewed by AO Young Clinicians’ Committee Chair and Academy News Editorial Consultant Dr. **Jose Garcia Montemayor**.*

JGM: What are you looking forward to/hoping to gain via your new association with the Academy of Osseointegration now that you have received its Outstanding Dental Student in Implant Dentistry Award?

GP: I am looking forward to the opportunity to be a part of the Academy of Osseointegration and taking part in the educational and research opportunities that the Academy offers. As a future periodontist, who is significantly interested in implant dentistry and applications of “digital dentistry,” I look forward to the opportunity to collaborate with and learn from other members in AO.

JGM: What do you see as the benefit of being a member of an international dental association such as AO?

GP: Being a member of any international organization has many benefits, the greatest of which I see is the ability to collaborate and learn from different perspectives and clinicians from around the globe. Specifically, with AO, there is a wealth of knowledge being generated internationally from research, education, collaboration, and development. This type of environment fosters learning and excellence in all aspects of dental implant practice, which ultimately enriches the lives of our patients.

JGM: What will you be pursuing in your postgraduate studies?

GP: I am currently pursuing a Master’s in Oral Biology and a Certificate in Periodontics at Texas A&M College of Dentistry.

JGM: Has there been any particular focus to date of your collegiate research?

GP: To date, I have only been involved with research during my undergraduate career in dental school. I had the opportunity to assist in investigating the neural pathways that modulate orofacial pain with the long-term goal of potentially finding a target for pharmaceutical interventions. I am currently investigating new topics to research during residency.

JGM: What is one key change or development that is occurring or you believe will occur in implant dentistry?

GP: I believe that over the next several years we will begin to start seeing more research and developments into new treatments for peri-implantitis. As more implants are placed annually, more patients may be needing treatment for peri-implantitis or implant failure, and new treatment and management strategies will be critical in stabilizing and potentially repairing failing implants.

JGM: Your father is a periodontist and your mother a general dentist. How did their careers motivate you to pursue dentistry? Did the fact that they are both alumni of Texas A&M motivate you to attend there?



Dr. George Pylant IV (at right)
with Dr. Lawrence Wolinsky, Dean,
Texas A&M College of Dentistry

GP: Surprisingly enough, I began college wanting to pursue a career in medicine. However, I discovered while working at my parents' practice through hands-on experience in the lab and chairside assisting that I would really enjoy dentistry. I've always enjoyed details and working with my hands, and what better way to combine those two things with making a lasting impact on people's health than dentistry. Seeing the fulfillment and satisfaction in their practice definitely helped motivate my pursuit of dentistry.

When it came time to apply and attend dental school, I wanted to be part of a program with a rigorous pre-clinical academic and laboratory component, as well as a demanding clinical component requiring completing a lot of dental procedures while in school. I found that Texas A&M College of Dentistry (formerly Baylor College of Dentistry) exceedingly met both of these criteria and would offer me the opportunity to get the very most out of my four years of dental school. I am proud to be part of the same institution that both my parents were a part of (despite its change in name). It was one of the best decisions I have made. I have made incredible lifelong friends, learned a great deal about dentistry, learned from incredible faculty, challenged myself intellectually and clinically, and most importantly met my beautiful wife, Jennifer, here. She will be graduating in May 2020. Both of my parents met at Baylor as well. Isn't it funny how history repeats itself?

JGM: At Texas A&M College of Dentistry, that must have been a proud day when you received the Academy of Osseointegration award. Can you describe the experience? What was your reaction when you first learned of receiving the award?

GP: It was a very happy day. The greatest part of the entire awards ceremony was sitting alongside approximately 20 or so of my classmates and friends and getting to see each of us recognized and awarded. I was filled with a lot of joy being a part of that, as we all had worked so very hard over the past several years. As for my own experience, I was quite surprised, as each of the awards and recipients were unknown to us until that night. It was an honor.

JGM: Is there anything else you would like to add?

GP: I would like to thank the Academy of Osseointegration for selecting both myself and other students across the country for the Outstanding Dental Student in Implant Dentistry Award, I am very blessed. I also would like to thank AO for the opportunity to share about myself and my experiences. It is a pleasure. Thank you!

Since being first introduced in 2005, more than 750 students across the country have been honored with AO's Outstanding Dental Student in Implant Dentistry Award. For a full listing of the 2019 recipients, please see the Academy's website at: <https://osseointegration.org/nearly-60-outstanding-dental-students-honored-by-ao-for-2019/>

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What's next?

Implant treatment makes big difference in life of Michelle McDaniel

The following patient testimonial about life changing dental treatment was made possible by a Charitable Grant bestowed by the Osseointegration Foundation. Available only to AO members, this program provides financial assistance (up to \$10,000) to improve the quality of life for patients. For more information and to consider applying for this extraordinary grant opportunity, go to osseointegration.org/grant-programs/.

Michelle McDaniel acknowledges she was “in a bad place” when she contacted Academy of Osseointegration (AO) member Dr. **William V. Argo, Jr.** in his Macon, GA office in November 2017. Then 40, divorced and suffering the effects of severe migraine headaches, she and her daughter had moved in with her father and stepmother in Tifton, GA, a country town about 100 miles south of Macon.

Ms. McDaniel had suffered from severe migraine headaches for nearly 30 years. They had worsened after her mother’s death in 2007 and her divorce in 2013. Her physician in Tifton, **Cynthia L. Sumner, MD**, said disabling conditions, including the migraines, Hashimoto’s thyroiditis, and anxiety disorder, made it possible for her to work only three half days a week. Previous doctors had treated the migraines with increasing doses of opiates until she could no longer function normally, had to quit her job, and went through acute opiate withdrawal psychosis.

When she came to Dr. Argo’s office, Ms. McDaniel had no healthcare benefits and many problems with her teeth. Dr. Argo found her “very shy, self-conscious of her teeth, suffering pain on and off with infections, which triggers more migraines. She could eat only soft food.” He concluded that her severe dental problems could be worsening the migraines. Ms. McDaniel asked him if he would be willing to apply for an Osseointegration Foundation (OF) grant to “get her teeth fixed.”



“Michelle had struggled with her many medical issues and was in the midst of a ‘low time’ in her life,” Dr. Argo says. “After talking with her and understanding her story, I knew that I wanted to do what I could to help a very sweet lady regain her self-esteem and move forward with the plan she had for her life.”

He contacted AO Director of Education **Kimberly Scroggs** for guidance on how to submit an application for an OF grant. After supplying the necessary dental and medical documentation, the grant was approved. Dr. Argo then

contacted a very good restorative dentist in Macon, Dr.

Amber P. Lawson, to see if she would be interested in helping with the restorative plan of treatment for Michelle. “She immediately agreed and joined our team along with **Casey Martin** from Nobel Biocare and our local dental lab technician, **Glen Haskins**,” he says.

“Our treatment plan basically consisted of improving her smile by replacing tooth number 10 and providing her with posterior occlusion to stabilize her bite and provide the ability to properly masticate food. We also performed some periodontal therapy,” Dr. Argo explains.

In June 2018, the implants were placed in the position of teeth numbers 10, 18, 20 and 31. A subepithelial connective tissue graft was also placed on the facial aspect of number 10 in order to improve the gingival contour and emergence profile. The implants were restored in November 2018 by Dr. Lawson. Estimated cost for the treatment, all donated or covered by the grant, was \$9,010.

Ms. McDaniel was delighted with the outcome. She wrote a letter of thanks to AO and Drs. Argo and Lawson, saying, “They are such wonderful people—like angels from above if you ask me. The difference the implants have made in my life is so awesome. I started dating again. I work at two non-profits in my town (Lifehouse, family mentorship, and House of Hope, a women’s homeless shelter). I’m now back in college, too, and even made an ‘A’ last quarter. I just can’t wait to see what the future holds. It’s just wonderful to live and love and chew gum again.”

Later, a July 2019 letter from Michelle to Dr. Argo reports that her doctor has now cleared her to work full time, and she is looking for a job with benefits. “Things are getting better for me every day, and I can’t say thank you enough. You really helped me get out of a bad place and start moving forward.”

“As part of its mission, the Osseointegration Foundation is pleased that its Charitable Grant Program and AO members can partner to achieve such positive outcomes for individuals like Ms. McDaniel who have suffered from a lifetime dental deficit and are otherwise unable to receive needed dental therapy due to economic restraints,” said OF Charitable Grants Committee Chair **Edward D. Karateew**, DDS, Chicago IL.



Michelle
McDaniel
(after)

"Evolving Technologies": AO 2020 Annual Meeting Preview

"Evolving Technologies in Implant Dentistry" is the theme of the Academy's 35th Annual Meeting to be held March 18 - 21, 2020 at the Washington State Convention Center in Seattle, WA.

According to 2020 Annual Meeting Program Chair, AO Fellow **Craig M. Misch**, DDS, MDS, Sarasota, FL, the 2020 Annual Meeting will take a near future perspective of technology that is successful for clinicians and can incorporate into their practices right away. The goal is to invite experts in technology from all over the world to share different methodologies that may improve outcomes or streamline dental implant therapy for patients, and discuss technology that is current, cutting edge and available to clinicians.

"My goal will be for clinicians to walk away from the meeting with techniques and methodologies that may have been sitting on the sidelines and weren't incorporated into their practices, but maybe now they'll feel more comfortable using those after the meeting," said Dr. Misch.

Programming for the 2020 Annual Meeting will include surgical and prosthetic tracks. The surgical track will include Virtual Planning/Guided Surgery for the morning plenary session and Technology for Bone Augmentation in the afternoon. The prosthetic track will present "Update on New Materials/Technology in the morning and "Digital Prosthetic Dentistry" for the afternoon portion.

With a theme of "Innovation and Technology," the Opening Symposium will feature Keynote Speaker **Catherine Mohr**, MD, MS, Sunnyvale, CA, President of the Intuitive Foundation, a global technology leader in minimally invasive care and the pioneer of robotic-assisted surgery. **Dennis P. Tarnow**, DDS, New York, NY, will moderate the Closing Symposium that will discuss minimally invasive versus reconstructive approaches to implant dentistry.

One main programming change will be the scheduling of AO's Hands-on Workshops. Previously held on the Wednesday immediately preceding its Annual Meeting, Hands-on Workshops will instead be held during the course of the 2020 Annual Meeting in order to better accommodate attendee schedules. AO's Pre-conference courses, which provide attendees a head start on their 2020 Annual Meeting experience and the opportunity to earn CE credit toward the AO Certificate in Implant Dentistry, will still be held on the Wednesday of the Annual Meeting (March 18, 2020).

Other plenary sessions will include treatment planning decisions, and continuation of AO's ever-

popular Morning with the Masters on Friday morning and Lunch with the Masters sessions on Saturday.

On the social side, the Academy's President's Reception will be held at the Museum of Flight, the largest private air and space museum in the world located just south of Seattle. While attending this iconic AO event, meeting registrants and their guests will be provided a unique opportunity to tour the 787 Dreamliner, Concorde, Space Shuttle Trainer, and the William E. Boeing Red Barn, historic birthplace of the Boeing Airplane Company. As AO's 2020 Annual Meeting approaches, more details will be forthcoming about this special event - one that aeronautical enthusiasts and all attendees will not want to miss!

In conclusion, Dr. Misch says, "I consider the AO Annual Meeting the pinnacle of all of implant dentistry conferences. It is a great opportunity to hear from the 'crème de la crème' in the field presenting on cutting edge technologies and providing evidence-based solutions to how we manage our patients in clinical practice. It's also a chance to meet and share our passion with other specialists and general dentists and learn from each other."



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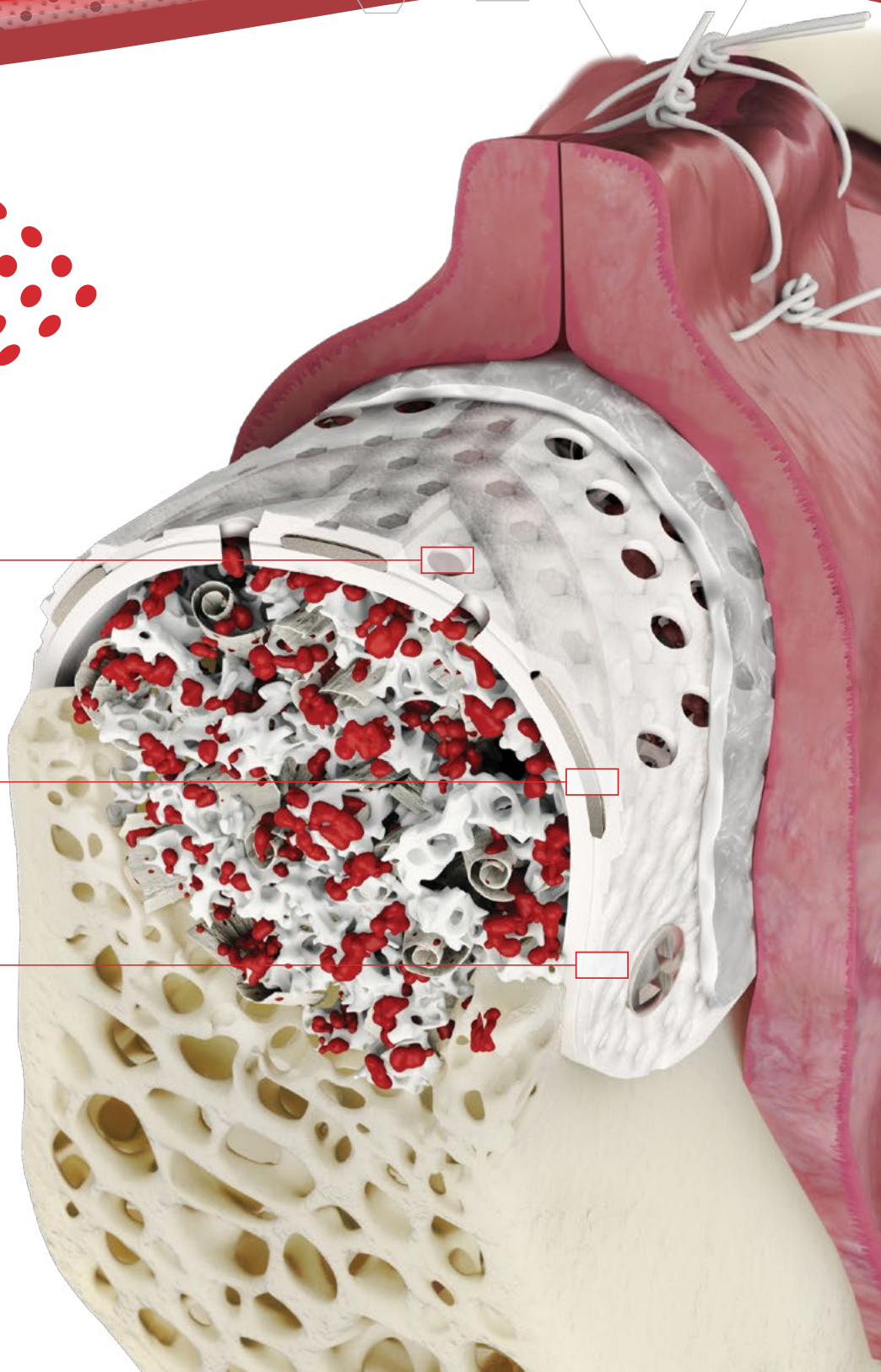
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To quote a leading business author, the late **Peter Drucker**: "The market is all about relationships." All practices are about relationships. If time is spent listening to the patient, explaining problems and treatment solutions to the patient in a clear, non-threatening manner, and instilling value in the proposed therapies, patients will respond positively. Except for patients who cannot feed and shelter their families, no one refuses therapy due to cost. No one refuses therapy because of fear or time. Patients refuse therapy due to a lack of perceived value. Value is the ultimate ace card.

One of the keys to instilling value is the employment of hedonics, the transformation of a need into a desire. When a clinician first meets a patient, the clinician should listen, not initiate a soliloquy. Listen to the patient's perception of his or her problem(s). Learn about the patient's value system as it pertains to these problems. Present the proposed therapy so that it fulfills the patient's desires, while addressing their needs. Give the therapy unbounded value for the patient. Acceptance of comprehensive care will follow.

Don't forget to include more imagined or real problems:

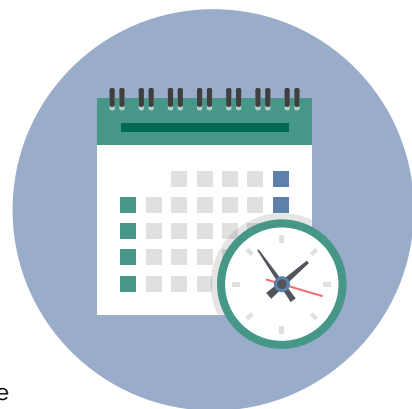
- Corporate dentistry is stealing our patients
- Insurance companies are dictating treatment
- Insurance companies are chopping reimbursement

Nobody steals our patients. We lose our patients through poor treatment of them as human beings, inattentiveness, lack of patient education and failure to make them feel special and important. Rather than posing a threat, corporate dentistry offers private practitioners a number of advantages, from forcing us to assess and strengthen our practices, to raising consumer awareness. If we are prepared with multilevel plans to use such increased consumer awareness to our advantages, corporate dentistry becomes a formidable ally in our quest for sustained, high quality practice growth.

Similarly, the ever-evolving challenges posed by insurance companies are not insurmountable. However, a well thought out, innovative program is required. Unfortunately, the scope of this topic demands its own forum.

In the meantime, we must objectively face ourselves, and act according to what we see. The results will be stunning.

AO events and CE calendar



2019

September 11

Live Webinar: "How to Apply for the AO Certificate in Implant Dentistry"

Steven I. Present, DMD

September 25

Live Webinar: "Troubleshooting With Soft-tissue Complications Around Implants"

Giovanni Zucchelli, DDS, PhD

October 9

Live Webinar: "Technical Complications in Implant Prosthodontics"

Despoina Bompolaki, DDS, MS

October 16

Live Webinar: "Implant Maintenance for the TEAM"

Anita H. Daniels, RDH

October 24

Live Webinar: "Comparison of Different Bone Grafting Techniques"

Matteo Chiapasco, DDS, MD

November 7

Live Webinar: "Risk Assessment"

Donald A. Curtis, DMD

November 12

Live Webinar: "Immediate Loading Protocol for Severe Malocclusion Cases"

John Chang, DMD, MMSc

December 12

Live Webinar: "New Concepts in Guided Implant Surgery"

Gary Orentlicher, DDS, MD

2020

January 5/6

Joint conferences with Taiwan Academy of Osseointegration and the Asia Pacific Society of Osseointegration

- "Using Titanium Mesh and Bone Proteins to Enhance Bone Defects for the Implant Platform"

Jay P. Malmquist, DMD

- "Management of the Edentulous Maxilla with Hard and Soft Tissue Grafting"

AO Fellow Tara L. Aghaloo, DDS, MD, PhD

How to communicate like an FBI hostage negotiator

By Harriet K. McGraw, DDS, Academy News Editor

In interacting with patients and coworkers, there are different personality types, requiring differing approaches when communicating. At the Academy of Osseointegration's (AO) inaugural Leadership Institute earlier this year, it was shown that by identifying an individual as a thinker, a doer, a talker or a guardian/helper personality, one can communicate with them more effectively. Regarding employees, one can maximize their potential by aligning job responsibilities to their personality strengths. This information is applicable to all interpersonal relationships and, as dentists, specifically to our patients.

Knowing how to communicate information to patients with varying personality types is one thing, but being able to communicate in a way that affects their decision making process is another. As dentists, we often get caught up in the technical aspects of what we do and don't always address the emotional component.

In his book *Never Split the Difference*, **Chris Voss**, a former FBI hostage negotiator describes how he was able to diffuse tense and dangerous crises with criminals and terrorists by employing empathy. He quotes a brain study by UCLA psychology professor **Matthew Lieberman** that found "...when people are shown photos of faces expressing strong emotions, the brain shows greater activity in the amygdala, the part that generates fear. But when they are asked to label the emotion, the activity moves to the areas that govern rational thinking. In other words, labeling an emotion - applying words to a fear - disrupts its raw intensity¹." Chris Voss elaborates further by stating, "Labeling is a way of validating someone's emotion by acknowledging it. Give someone's emotion a name and you show you identify with how that person feels²."

It is easy to see how labeling patients' emotions, most often fears, can be a first step toward disarming their apprehensions toward treatment. Simply telling the patient you understand they may be fearful can be very disarming, making them more receptive to what you have to say. As an aside, I've found that many times fear can be cloaked as anger or negativity. Calmly addressing the source of the behavior can often work wonders in improving interpersonal interactions.

By disengaging the emotional part of the brain, the rational left brain can now be engaged. The rational brain informs the emotional side, where decisions are made. In support of this theory, Chris Voss references a groundbreaking study by neuroscientist

Antonio Damasio, "Studying people who had damage in the part of the brain where emotions are generated, he found that they all had something in common: They couldn't make decisions. They could describe what they should do in logical terms [rational left brain], but they found it impossible to make even the simplest decision. In other words, while we may use logic to reason ourselves toward a decision, the actual decision making is governed by emotion³."

Though dental implants have been part of dentistry for decades, they are still new to many patients. Add to that the fact "surgery" is involved in their placement and patients can understandably be fearful or apprehensive about proceeding with treatment. Addressing the technical aspects of a case will not be successful unless the emotional component is also addressed. You need to communicate like an FBI hostage negotiator!

References:

1. *Never Split the Difference* by Chris Voss with Tahl Raz
2. Matthew D. Lieberman et al., "Putting Feelings into Words: Affect Labeling Disrupts Amygdala Activity in Response to Affective Stimuli", *Psychological Science* 18, no 5 (May 2007): 421-28
3. Antonio R. Damasio, *Descartes' Error: Emotion, Reason and the Human Brain* (New York: Quill, 2000)

The Editor's Editorial is intended to contribute to the dialogue on issues important to implant dentists. The views expressed in the editorial do not necessarily reflect the policy of the Academy of Osseointegration or its Board of Directors. Readers who would like to comment or express a point of view on the editorial are invited to write to the editor via email at hkmcgraw@me.com. We will endeavor to publish pertinent comments or views when space permits.



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