

# Schedule At A Glance

**Friday, September 15, 2006**

**8:00 am - 5:00 pm**

**F1** "Strategy For Value Based Prosthetics" Hands-on  
Alice Sager, CDT

**Saturday, September 16, 2006**

**Free Table Displays Registration Hours**

11:00 am - 3:00 pm    8:00 am - 3:30 pm  
(light refreshment will be served at 11:30 -12:30)

**Infection Control Viewing/complete with quiz shown throughout the day**

**9:00 am - 11:00 pm**

**S1** " Strategy For Value Based Prosthetics"  
Alice Sager, CDT

**S2** " Power Of The Spoken Word"  
V.J. Singal

**S3** "The Endless Possibilities Of CAD/CAM"  
Nelson Rego, CDT

**11:00 am - 1:00 pm**

**S4** "Fit, Function, Esthetics & Becoming A "Dental Resource"  
For Your Customers"  
Jason Garanzuay

**1:00 pm - 3:00 pm**

**S5** "Design Considerations For Implant Assisted Removable  
And Combination Cases"  
Paul Binon, DDS, MSD

**S6** "Plan For The Future Or Run For The Hills"  
Gary Maxon, CDT

**S7** "Wha D'ya Gonna Do Now?"  
Curtis E. Jansen, DDS and Frank Mercurio

**3:00 pm - 5:00 pm**

**S8** " Let's Talk Dentures And Beyond"  
Vincent Verderosa

**S9** " Merchandising Your Wares"  
V. J. Singal

**S10** " The Comprehensive Checklist: A Blueprint To  
Predictable And Beautiful Cosmetic Results"  
Fred Peck, DDS and Dwight Rickert, CDT

**Hello San Francisco.....**

**What is it about San Francisco, California that makes it known as one of the world's most popular U.S. destinations? The Grand Hyatt Hotel located downtown is conveniently located on Union Square in the heart of the shopping and theater district; within walking distance of cable car line, BART, Chinatown, SBC Park, financial district and the Moscone Convention Center.**

**The California Dental Association is having their annual Fall Scientific Session at the Moscone Center on Friday, Saturday and Sunday- September 15, 16 and 17, 2006. It's a perfect time to have your dentists join you at the meetings.**

**Grand Hyatt Hotel San Francisco  
345 Stockton Street, San Francisco**

**Reservations 800-233-1234 or 415-398-1234  
Special Room rate of \$215.00 - Mention California Dental Lab Assn.**

Friday, September 15, 2006

# F1

**8:00 am - 5:00 pm**

**“Strategy For Value Based Prosthetics”**

**Alice Sager, CDT**

There is no longer the need to fabricate “False Teeth” with artificially designed denture teeth. We can now confidently replace the loss original dentition of the Fully or Partially edentulous patient with a natural “Bio-Logical” prosthesis.

This special **hands-on** course by Alice Sager, CDT, is designed to introduce and instruct dentists and technicians to the philosophy and the technique of a NEUROMUSCULAR guided denture. You will be introduced to the only denture teeth on the market to support this concept. The techniques discussed will include:

- \* Impression technique.
- \* Occlusal Bite records.
- \* Articulation.
- \* Occlusion & Set-up Technique.
- \* Selective Grinding Procedures-Laboratory and Clinical to maintain “Bio-Logical” movement.

Based on this “Bio-Logical” theory of denture therapy a removable prostheses can and will be delivered to the patient with Predictable, Productive, and Profitable results. AND this makes our denture “Value Based!”

**Required materials:** Vident will supply the model, denture teeth, base plate wax, and Kavo Protar articulator for use in the course. Please bring your favorite denture set-up/waxing instruments. **Extras from Vident** 1x28 set of Physioden Denture Teeth and model that is yours to keep.

*Approved for 9 hrs of Scientific Credit-class size is limited. With appreciation to Vident*

**Alice Sager, CDT** is a recognized graduate of the Dental Laboratory Technology Program from the 916 Vocational Technical Institute in White Bear, Minnesota. Ms. Sager became a Certified Dental Technician in 1985, specializing in dentures. She has managed and trained denture technicians in both large and small full service laboratories. Alice has trained in Germany at VITA in aesthetic anterior tooth arrangement and proper posterior occlusal concepts. She holds a certificate in the Swissedent denture set-up procedure. She is a member of the American College of Prosthodontics Technical Alliance, the NADL, an active member of the Idaho State Dental Lab Association and is the current chairperson for the Advisory Board for the Dental Laboratory Technician Program at Idaho State University.

**Saturday, September 16, 2006**

## **Infection Control Viewing complete with quiz**

**Once again** we will be offering the time you choose to view the NBC Approved "Effective Infection Control in Today's Laboratory" video answer the 10 question quiz and you've completed your requirement for CDT renewal.

# **S1**

**9:00 am - 11:00 am**  
**"Strategy For Value Based  
Prosthetics"**  
**Alice Sager, CDT**

There is no longer the need to fabricate "False Teeth" with artificially designed denture teeth. We can now confidently replace the loss original dentition of the Fully or Partially edentulous patient with a natural "Bio-Logical" prosthesis.

This exciting lecture is designed to introduce and instruct dentists and technicians to the philosophy and the technique of a NEUROMUSCULAR guided denture. You will be introduced to the only denture teeth on the market to support this concept. The techniques discussed will include:

- \* Impression technique.
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*Approved for 2 hrs of Scientific Credit.  
With appreciation to Vident.*

# **S2**

**9:00 am - 11:00 pm**  
**"Power of the Spoken Word"**  
**V. J. Singal**

**Want to learn how to communicate with impact?** This session comprises numerous stories involving well-known Americans communicating something of great importance. In some instances, the choice of words is imaginative and sharply bolsters the speaker's impact. In other cases, the triteness of words clearly diminishes the communicators' personality, message and ideas. The anecdotes will sharply raise one's consciousness about how word choice can easily strengthen or trivialize a message. The participants will also get to practice some of the concepts and techniques that

flow from the anecdotes.

**V. J. Singal**, a communication coach, trainer and speaker, is the author of **The Articulate Professional**, an acclaimed book endorsed by top executives., and Words of the Month, an Internet feature now being subscribed to by over 160, 000 high-achieving professionals. He has an MBA with Distinction from Northwestern University's Kellogg School of Management. His opinions have been published in The Wall Street Journal and The Economist, and aired on the BBC and CNN Headline News. He has given seminars and workshops for many Fortune 100 corporations including, Exxon Mobil, Parke-Davis Pharmaceuticals, and the City of Houston.

*Approved for 2 hrs of Professional Development.*

# **S3**

**9:00 am - 11:00 pm**  
**" The Endless Possibilities Of  
CAD/CAM"**  
**Nelson Rego, CDT**

This course will explore the exciting new world of CAD/CAM, attendees will learn the true costs, hazards and benefits of CAD/CAM ownership as opposed to Outsourcing. New materials will be discussed as well as advanced treatment planning using multiple types of materials.

**Nelson Rego, CDT** owns and operates "Smile Designs by Rego", a progressive dental laboratory specializing in ceramics in Santa Fe Springs, California. Nelson and Juan Rego. CDT established the laboratory in 1980. Mr. Rego is a certified dental technician who has studied with some of the best dentists and ceramists in dentistry today. He has written several articles pertaining to dental materials and

techniques which have appeared in many of the leading dental journals. He is also an evaluator and speaker for several dental product manufacturers including Ivoclar Vivadent, Vident and Axis Dental.

*Approval for 2 hrs. of Scientific Credit.*

*With appreciation to Ivoclar Vivadent*

## S4

**11:00 am - 1:00 pm**

**"Fit, Function, Esthetics & Becoming A 'Dental Resource' For Your Customers"**

**Jason Garanzuay**

A detailed power-point lecture will be presented showing the steps to take for a successful, low-stress relationship between the dentist and the dental laboratory. The course is useful on a daily basis and can be implemented immediately in the dental practice. **Course content includes:**

**The Evolution of Cosmetic Dentistry:** Porcelain veneers-the beginning, increasing demand for cosmetic dentistry, polychromatic ceramics, crown checklist, advanced anterior esthetics.

**Occlusion-Oriented Full Mouth Rehabilitation:** Basics of occlusion, phonetics, display at rest, incisal edge alignment, adequate anterior guidance.

**The Science of Shade-Taking:** Solving problems of color and lighting, shade mapping, simplifying dental photography, improving conventional shade-taking, digital shade-taking technology.

**Clinical Secrets: Getting It Right The First Time:** Impression troubleshooting and materials, incisal edge matrix, soft tissue considerations, the virtues of the solid model, occlusal and interproximal contact troubleshooting, transfer die technique for perfect margins, model discrepancies and equilibration, fabricating crowns under partials, Rx communication and more.....

**Advanced Restorative Systems-**

**What's Available, How To Choose:**

Low-abrasion ceramics to metal, alumina/zirconia ceramics, CAD/CAM systems, Feldspathic all-ceramics, pressable ceramics, polyglass systems.

**Building A Successful Cosmetic Practice-**Marketing/patient education, image building, clinical skills, laboratory relationships.

**Outsourcing-**provide your customers with the latest technology without the large investment.

**Jason Garanzuay** is Director of Operations at Authentic Dental Lab in San Antonio, Texas, a full service lab ranked in the top 1% of dental labs in the country. Jason has been working at Authentic since 1995, after attending The University of Texas at Austin Business School and was named Director of Operations in 1998. He has been Course Director for over 200 courses, and has provided CE Programs for over 30 state and regional dental meetings.

*Approved for 2 hrs of Scientific Credit*

## S5

**1:00 pm -3:00 pm**

**"Design Considerations For Implant Assisted Removable And Combination Cases"**

**Paul Binon, DDS, MSD**

The treatment planning, design options, mechanical and biomechanical considerations for removable and combination cases restored with implants will be presented and analyzed. Parts and pieces, a review of the good the bad and the ugly. Special emphasis on combination case, do and don't, how to set yourself up for success and avoid failure. We will look at why implants fail and what you can do as skilled dental technician to avoid catastrophic failures.

**Dr. Binon** graduated from Creighton University, School of Dentistry. He received a National Institute of Health Fellowship to Indiana University, where he earned a Masters degree in material science and completed a three year graduate residency program in Prosthodontics.

He has combined a private practice in Roseville, Ca. with two academic faculty appointments, implant dentistry research, and has taught and lectured throughout the world. He is recognized internationally as an authority on implant dentistry, biomechanics and implant components. He is a Fellow of the Academy of Osseointegration and holds memberships in The American College of Prosthodontics, The International College of Prosthodontists, The American Academy of Fixed Prosthodontics, The Pacific Coast Society for Prosthodontics, and the John F. Johnson Advanced Prosthodontic Society.

*Approved for 2 hrs of Scientific Credit*

## S6

**1:00 pm - 3:00 pm**

**"Plan For The Future Or Run For The Hills"**

**Gary Maxon, CDT**

The following objectives are the key areas Mr. Maxon believes laboratory owners need to address in order to not only have a profitable business, but also one which brings satisfaction and a quality of life for both the owner and the employees for now and into the future.

**Course Objectives:**

- \* Where can we find dental technicians
- \* What is the future of all ceramics
- \* Should I consider outsourcing
- \* How do we combat off-shore
- \* What is the future of CAD/CAM

**Gary Maxon, CDT** has been a dental technician since 1960 and began his training in the U.S. Navy. Upon completion of his service commitment he went to work for Elliot La Friener at Beverly Dental Ceramics in Beverly Hills, California. In 1970, Gary opened his own laboratory in Beaverton, Oregon. A few years later he sold the laboratory to LifeMark Corporation. Gary was Vice President and regional manager of several LifeMark Laboratories.

In the mid 80's Gary worked with John Ness at Productivity Training Corporation and spent years giving technical and management seminars. He also helped Josh Green develop the Pro/Pay Technical Based Compensation System and developed Dental Management Systems which provided management and compensation seminars designed to help laboratories run their laboratories as a business.

Gary is currently the Senior Manager of Education and Training for D4D Technologies and is helping to develop the New E4D CAD/CAM System for dentist and dental laboratories.

*Approved for 2 hrs of Scientific Credit*

## S7

**1:00 pm - 3:00 pm**  
**"Wha D'ya Gonna Do Now?"**  
**Curtis E. Jansen, DDS and Frank Mercurio**

Over the past several years there has been a tremendous growth in implant dentistry. This lecture explores the following areas: implant restoration, trouble shooting and the restorative laboratory interface. Hear the clinical and technical points of view.

**Dr. Jansen** completed his D.D.S.

degree as well as his Prosthodontic education at the University of Southern California School of Dentistry. After practicing in Westwood, California he accepted a full time teaching position at the University of Southern California School of Dentistry. He was later appointed as Director of Implant Dentistry in the Department of Restorative Dentistry. Dr. Jansen has presented lectures on various subjects emphasizing Restorative, Esthetic, and Implant Dentistry to groups of specialists, dental associations and study clubs. Dr. Jansen is an Associate member of the American College of Prosthodontics, and an active member of the Academy of Osseointegration and the European Association for Osseointegration. Currently, Dr. Jansen has a full time practice limited to prosthetic dentistry and a dental laboratory in Monterey, California.

**Frank Mercurio** has owned and operated Mercurio Dental Arts in Kensington, California for over 30 years. After receiving his AA degree in dental technology from Diablo Valley College in Concord, California in 1969, Frank studied gnathological full-mouth wax-ups with Dr. Jack Hockel and Dr. Peter K. Thomas. Frank has been actively involved with restoring implants since the early 1980's. For the past eight years, Frank has collaborated with Dr. Curtis E. Jansen of Monterey, California on extensive full-mouth reconstruction and implant patients. Frank currently divides his time between Mercurio Dental Arts in Kensington and Monterey California.

*Approved for 2 hrs of Scientific Credit*

## S8

**3:00 pm - 5:00 pm**  
**"Let's Talk Dentures And Beyond"**  
**Vincent Verderosa, CDT**

We will discuss:

- \* How to fabricate custom trays that will help reduce chair side adjustments
  - \* Bite rims that will help reduce resets
  - \* Compare bite rims to intra oral tracing device. Which will give a better bite relationship?
  - \* Techniques we can share with our accounts to help pick the right anterior teeth for their patient
  - \* Stress Balancer, what is it? How can it help the TMJ patient?
  - \* How Biter recorders can be used for greater success with your night guards
  - \* Loads of information, lots of fun!!!
- Please join us
- \* Bring questions, we will answer them together

**Vincent Verderosa, CDT, MDT**, has 30 years of experience in the dental laboratory industry. He has earned his certification in removable prosthetics. He owned and operated Greenrose Dental Lab on Long Island, NY for 16 years. Presently, he is Senior Laboratory Technician at Stony Brook University School of Dental Medicine. Vincent has lectured across the United States on all phases of denture construction, Centerline Technology, Bite recorders and Linear Occlusion. He is the founder and owner of Denture University a company dedicated to dental technology and education for the dental technician. He is member of the American College of Prosthodontics Technical Alliance, Consultant for Centerline Dental Technology. He has done consulting for company's such as Ivoclar, Darby, GC America and Valplast.

*Approved for 2 hrs of Scientific Credit*

# S9

3:00 pm - 5:00 pm

## S9 "Merchandising Your Wares"

V. J. Singal

During this two hour workshop, V. J. presents some of the juiciest (OR most worthwhile) ideas from several of his marketing/sales communication workshops including **"Self-introductions** that, in a mere 2 or 3 sentences, help distinguish your company and also spark listeners' curiosity," **"Capturing the moment:** Some simple skills to create an extremely positive first impression," **"Cold calling:** Developing a precisely worded cold-calling sales opening," **"The one-word brand equity concept,"** **"Techniques** to project conviction, enthusiasm, and the quality of being unrelenting."

**V. J. Singal**, a communication coach, trainer and speaker, is the author of **The Articulate Professional**, an acclaimed book endorsed by top executives., and **Words of the Month**, an Internet feature now being subscribed to by over 160, 000 high-achieving professionals. He has an MBA with Distinction from Northwestern University's Kellogg School of Management. His opinions have been published in The Wall Street Journal and The Economist, and aired on the BBC and CNN Headline News. He has given seminars and workshops for many Fortune 100 corporations including, ExxonMobil, Parke-Davis Pharmaceuticals, and the City of Houston.

*Approved for 2 hrs of Professional Development.*

# S10

3:00 pm - 5:00 pm

## "The Comprehensive Checklist" A Blueprint To Predictable And Beautiful Cosmetic Results"

**Fred H. Peck, DDS and Dwight G. Rickert, CDT**

This program focuses on how the "Comprehensive Checklist" is used to communicate information from the restoring dentist to the laboratory technician. Each step is reviewed in detail and you will see the many exceptional materials available to achieve predictable and beautiful results for your cosmetic patients.

**Dr. Fred Peck** is a third generation dentist practicing in downtown Cincinnati. He has been focusing his practice over the past several years on full mouth reconstruction and cosmetic treatments with a high tech approach. He is a member of the ADA, Ohio Dental Association, Cincinnati Dental Society, The American Equilibration Society, Midwest Society of Periodontology and an Accredited member of the American Academy of Cosmetic Dentistry. He is on the Board of Directors of Dental Care Plus and chairman of the utilization review/quality assurance committee.

Dwight Rickert is a 4th generation dental technician. He began his career over 30 years ago working for his father, who owned a full service laboratory in Michigan. In 1996, he became a Certified Dental Technician in the specialty of Ceramics. His continuing education credits include; Dawson lectures I, II, III, 5 different hands-on courses with Lee Culp and IOAD; Oral Design with Willi Geller.

He has attended the American Academy of Cosmetic Dentistry Scientific Sessions and in 2006, won a Silver award in the AACD's Annual Smile Gallery

Competition. He is also a member of the Board of Directors of the Commercial Dental Laboratories of Indiana, currently serving as Treasurer.

*Approved for 2 hrs of Scientific Credit*

### Please note:

**CDLA has engaged these clinicians as independent contractors to conduct these clinics and is not responsible for the contents of the clinics. CDLA does not endorse or advocate the use of any product or techniques employed in the clinics.**

# REGISTRATION FORM

Please print or type - One form per person

NAME \_\_\_\_\_ CDT ( ) RG ( ) DDS ( )  
 LABORATORY \_\_\_\_\_ PHONE ( ) \_\_\_\_\_  
 STREET \_\_\_\_\_  
 CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

	CDLA/NADL/CDA member	Non Member	Total
<b>FRIDAY, Sept. 15, 2006</b>			
<b>F1 Sager Hands-on</b>	<b>\$295.00</b>	<b>\$345.00</b>	\$ _____
<b>SATURDAY, Sept. 16, 2006</b>			
<b>9:00 am - 11:00 am</b>			
<b>S1 Sager</b>			
1st Person from Lab/Office	55.00	65.00	\$ _____
Add'l Persons samelab/office	50.00	60.00	\$ _____
<b>S2 Singal</b>			
1st Person from Lab/Office	50.00	60.00	\$ _____
Add'l Persons samelab/office	45.00	55.00	\$ _____
<b>S3 Rego</b>			
1st Person from Lab/Office	55.00	65.00	\$ _____
Add'l Persons samelab/office	50.00	60.00	\$ _____
<b>11:00 am - 1:00 pm</b>			
<b>S4 Garanzuay</b>			
1st Person from Lab/Office	50.00	60.00	\$ _____
Add'l Persons samelab/office	45.00	55.00	\$ _____
<b>1:00 pm - 3:00 pm</b>			
<b>S5 Binon</b>			
1st Person from Lab/Office	55.00	65.00	\$ _____
Add'l Persons samelab/office	50.00	60.00	\$ _____

	CDLA/NADL/CDA member	Non Member	Total
<b>S6 Maxon</b>			
1st Person from Lab/Office	50.00	60.00	\$ _____
Add'l Persons samelab/office	45.00	55.00	\$ _____
<b>S7 Jansen</b>			
1st Person from Lab/Office	55.00	65.00	\$ _____
Add'l Persons samelab/office	50.00	55.00	\$ _____
<b>3:00 pm - 5:00 pm</b>			
<b>S8 Verderosa</b>			
1st Person from Lab/Office	50.00	60.00	\$ _____
Add'l Persons samelab/office	45.00	55.00	\$ _____
<b>S9 Singal</b>			
1st Person from Lab/Office	50.00	60.00	\$ _____
Add'l Persons samelab/office	45.00	55.00	\$ _____
<b>S10 Peck</b>			
1st Person from Lab/Office	55.00	65.00	\$ _____
Add'l Persons samelab/office	50.00	60.00	\$ _____
Infection Control Viewing	25.00	35.00	\$ _____
Table Top Displays	Free	Free	
<b>TOTAL AMOUNT DUE</b>			<b>\$ _____</b>

**Registration Deadline: Receive by 9/5/06 No Show=No Refund**

Ways to Register

By Mail: Return Registration Form(s) to:  
 CDLA 39270 Paseo Padre Pkwy #730, Fremont, Ca. 94538

By Fax: Using a Mastercard/Visa fax registration form to 360-666-8645

For more information call CDLA at 800-532-2352 or email [cdla@attglobal.net](mailto:cdla@attglobal.net)

Payment:

Check enclosed payable to CDLA check # \_\_\_\_\_

\_\_\_\_\_ Charge \_\_\_\_\_ Mastercard \_\_\_\_\_ Visa card # \_\_\_\_\_

Exp. date \_\_\_\_\_ Signature of card holder \_\_\_\_\_