



Aesthetic Continuum at The Institute

Case Selection & Objectives for Hands-On Course

The goal of this course is to challenge and educate you, without overwhelming you. With this in mind, case selection becomes a very important factor. The type of case we would like you to bring can cover a wide range of possibilities. Remember, clinic time runs for five hours, which includes the time needed for impressions and provisionalization, so the case must be one which can be accomplished within this time frame. An ideal case would be one with anterior (described below) needed.

Case Information

Clinical Case Recommendations:

- Veneer and anterior crown cases involving diastema closures, discoloration, instant orthodontics, tooth lengthening or combinations of these situations.
- Combination cases where crowns & veneers are needed are also acceptable.
- We recommend restoring the anterior 8-10 teeth, so we can re-establish an aesthetic buccal corridor. During the training session, we will discuss the 4 and 6 teeth restoration cases, and why those should be avoided. Please keep this in mind as you select your case and communicate with your patient.
- Each case must be pre-approved by your clinical mentor

What is the ideal case?

Since tissue health plays such a vital role with both impression taking and control of hemostasis during cementation, the patient's gingival health should be as close to ideal as possible. Please bring a patient to the course that has had a comprehensive exam and cleaning within the last 6 months. Your patient must have good periodontal health. Also required will be a current full mouth radiograph series, recent periodontal charting (within the last year) and duplicate study models. The patient must be ready, willing and able to have all their teeth restored. They must be able to physically withstand the rigors of having 4 hours (or more) of "dental chair" time each day of treatment. Consequently, they need to be receptive to local anesthesia. They should be medically and emotionally sound.

What is needed to approve your case

All cases must be pre-approved by your clinical mentor prior to the course. Upon making your initial selection, please obtain the following items:

- Duplicate models of the case
- VPS impressions – upper and lower
- Digital photos
- Duplicate current radiographs
- Stick bite
- Recent periodontal charting (within the last 3 months)
- Copy of the patient's health history (must be sent / completed prior to the course)
- Proposed treatment plan

Again, if you have any questions, about case selection, please do not hesitate to call your clinical mentor.

FAQ's

- Is a patient provided like the Dr. Leadership hands-on courses?
 - The Aesthetic Continuum is a premier course that is a huge opportunity for you to create a beautiful smile, and have those in your own community see the work you do. For this reason we ask that you begin looking for a suitable patient from your own practice right away.
- What if I can't find a patient?
 - We are here to help you and will do everything we can to find a patient for you. Again, a patient from your practice, or a team member from your practice is the best patient for this course.
- What are the dates?
 - March 24, 2012 will be a treatment planning session – Doctor only
 - April 20 & 21, 2012 will be the lecture and prep weekend – Dr | DA | Pt.
 - May 18 & 19, 2012 will be the lecture and seat weekend – Dr | DA | Pt.
 - NOTE: Patients are only seen on Saturday.
- What is the cost to the patient?
 - Please let your patients know the TYPICAL fee for 8 – 10 teeth is \$10,000 - \$12,000.
 - The fee at the Aesthetic Continuum is a flat fee of \$3000. Their travel expenses and hotel arrangements are NOT included in this fee. It is their responsibility.
- Is the cost the same if the patient is a team member from my office?
 - Yes, the fee is the same. However, we can offer to employees of Heartland Dental Care payroll deduction so they can make payments.
 - We prefer that all other patients pay in full at time of service.
- What if my patient has dental insurance?
 - Patients will be asked to pay in full at time of service. We will not submit insurance as a portion of the patient's payment at time of service. Rather, Insurance will be submitted after the seat visit and the patient will be reimbursed any payment from their insurance benefit. Typically, because treatment is cosmetic in nature, most patients should not expect their full maximum yearly allowance. It is best to preheat them to this early so their expectations are appropriate.
- What if my patient can't pay in full?
 - It is best to select another patient. If all efforts are exhausted in selecting another patient, we can work with the patient. Please just let us know.
- When is the deadline for finding a patient?
 - We will have a deadline of February 1 for patient approval. IDEALLY, we would like for you to bring your patient models and digital photos to the Dr. Leadership course in December. Cases can be approved via email submission if you have not found a patient by December 9.
- Who will my mentor be?
 - We will need confirmation from everyone and determine mentor assignments after we have completed the roster for the program.
 - Patient selection and approval is the first step.