



ASHTELDENTAL

DENTAL OFFICE SOLUTIONS

vol. 0206



February Special!

PERSONALIZED BOUQUET OF FLOWERS

Ashtel Dental IT products help brighten people's smiles everyday...

To thank you for your continued business with us, we'd like to send you or a loved one a beautiful bouquet of flowers with every purchase of an Ashtel Dental IT product.

Order Today for your FREE Bouquet! (valid from Feb. 1 - 28, 2006)

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www.ashteldental.com

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All postcards are cut to 5.25" x 4"



MORE OPTIONS

one of the only companies to CUSTOMIZE BOTH FRONT AND BACK*

FRONT

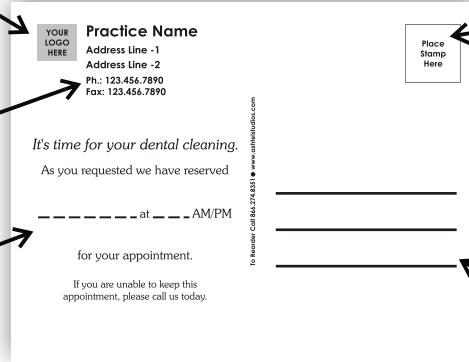


Put Your Own Logo here.

Include any of your practice's information

Create a custom message or choose from our templates

BACK



Optional Stamp Box

Add or Remove Address Lines

¡ Todos los artículos están disponibles en español !

All items are available in Spanish!

*One-time setup fee of \$9.95 for front customizations, first design waived with the mention of this ad. Custom backs are always FREE!

SAVE UP TO 65%

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| Quantity | OUR Price | Smart Practice | savings | Sharper | savings | Medical Arts Press | savings | Patterson/ Colwell | savings |
|----------|-----------|----------------|---------|------------|---------|--------------------|---------|--------------------|---------|
| 100 | 15.00 | not listed | -- | not listed | -- | not listed | -- | 31.00 | 52% |
| 200 | 20.00 | 59.00 | 66% | 53.00 | 62% | 39.00 | 49% | 39.00 | 49% |
| 250 | 35.00 | not listed | -- | not listed | -- | not listed | -- | not listed | -- |
| 300 | 40.00 | not listed | -- | 73.50 | 46% | not listed | -- | not listed | -- |
| 400 | 48.00 | not listed | -- | 88.00 | 45% | 62.00 | 23% | 63.00 | 24% |
| 500 | 55.00 | 84.00 | 35% | 97.50 | 44% | not listed | -- | not listed | -- |
| 1000 | 94.00 | 142.00 | 34% | 175.00 | 46% | 119.00 | 21% | 119.00 | 21% |
| 2000 | 165.00 | not listed | -- | 340.00 | 51% | 224.00 | 26% | not listed | -- |
| 2500 | 199.00 | 299.00 | 33% | not listed | -- | not listed | -- | not listed | -- |

Additional quantities available upon request. All price comparisons are based off of January 2005 issue catalogs. Percentages are rounded to the next closest whole number.



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FEATURED DESIGNS

Flower Power !



R200533



R200531



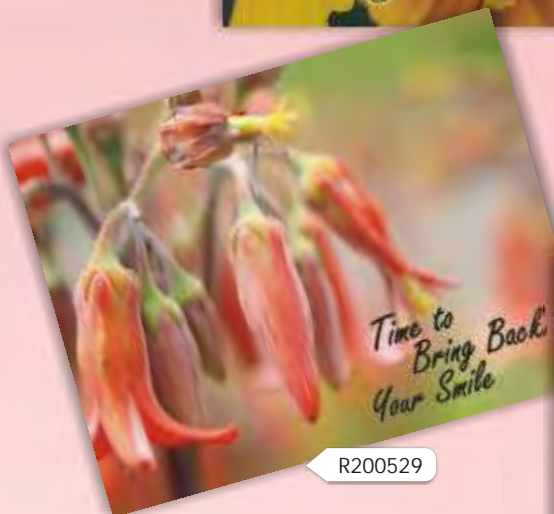
R200552



R200516



R200558



R200529



R200523



R200514



R200556



R200557

we're one of the only companies to CUSTOMIZE BOTH FRONT AND BACK*

FRONT

BACK



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Create a custom message or choose from our templates

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 Fax: 123.456.7890

It's time for your dental cleaning.
 As you requested we have reserved

_____ at _____ AM/PM

_____ for your appointment.

If you are unable to keep this appointment, please call us today.

Place Stamp Here

1-800-822-2222 • www.dentalsite.com

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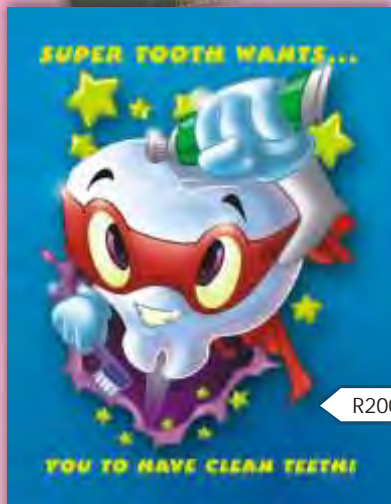
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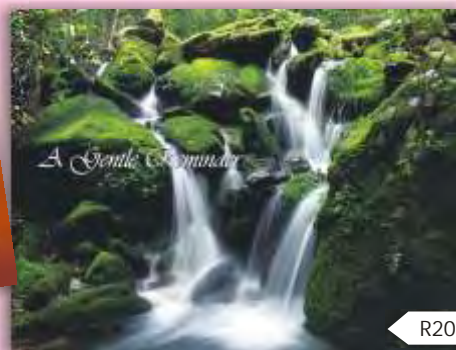
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R200455



R200454



R200430



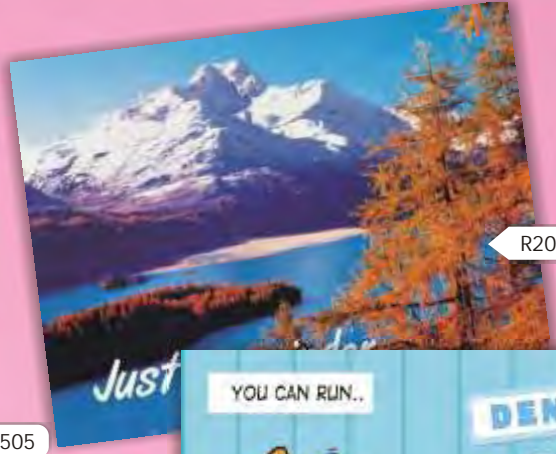
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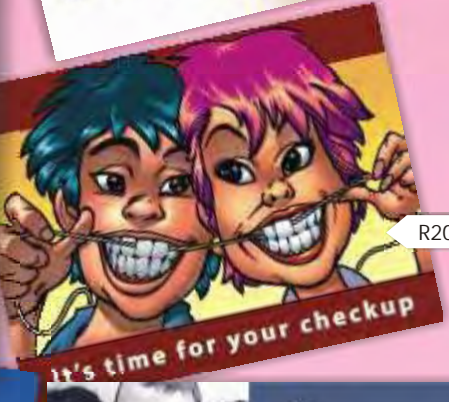
R200453



R200505



R200560



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* Offer is only valid until February 28, 2006

Design Examples



WB8501



WB8508



WB8509



WB8510



WB8507



WB8506



WB8503



WB8502

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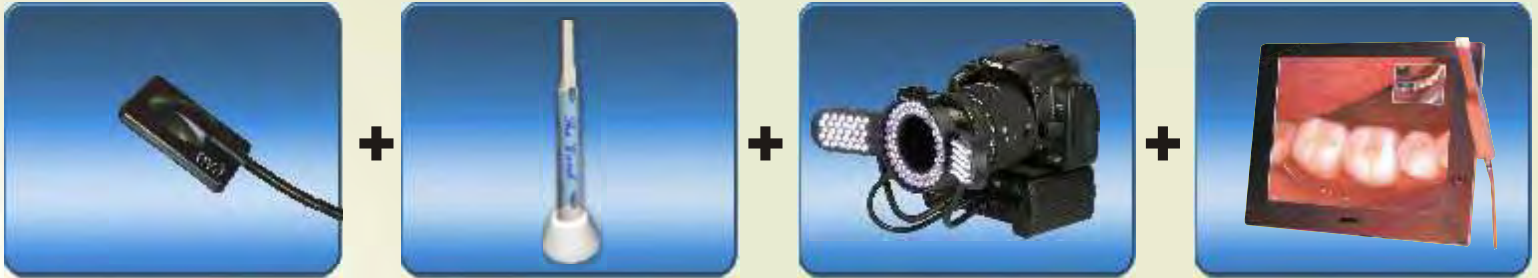
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Featuring

Ashok K. Patel, MDS, DMD

**Sunday
March 5, 2006
Time
9:00 AM to 5:00 PM**



**LOCATION
SHERATON CERRITOS HOTEL
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Dentistry & Implant
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March 5, 2006

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Phone # _____ Fax # _____ E-Mail Add: _____

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|--------------------------------------|-------------------------|-------------|-------------------|
| Pre-Registration Before 2/27/2006 | \$85.00 | \$110.00 | \$50.00 |
| After 2/27/06 & On-Site | \$105.00 | \$135.00 | \$65.00 |

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For Credit card Payment, please call (714) 638-7111

Mail the REGISTRATION with check to: 4195 Chino Hills Pkwy, #522 • Chino Hills, CA 91709

Cancellation Policy: Cancellation 7 days prior to the Seminar, a one-time credit will be issued for the next seminar.
No refund or credits will be given, if cancelled within 7 days of the seminar.

For more information call: (951) 532-2741



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(A NON-PROFIT ORGANIZATION)

4195 Chino Hills Parkway, Unit 522 • Chino Hills, CA 91709 • 951-532-2741 • www.ida-ca.org

Getting Started in Implant Dentistry & Implant Supported Over Dentures

Sunday, March 5, 2006 - Cerritos, California

Ashok K. Patel, MDS, DMD



A Tufts University (Boston) graduate, Ashok Patel has completed Implantology program from Harvard School of Dental Medicine (Boston) in 1989 and is involved in surgical and restorative phases of Implantology since then. He maintains a full time private practice in Waltham, Massachusetts and Nashua, New Hampshire (USA). He also has completed post graduate training (MDS) in Periodontology from India and a certificate course in straight wire orthodontics from Progressive Orthodontic Institute in California.

Dr. Ashok Patel has surgically placed and restored thousands of implants since 1989, and has helped hundreds of patients with desirable restorations to make a significant difference in their lives. He has also trained many dentists across the country and in other countries to treat patients with implant supported restorations through seminars, lectures, conferences, workshops, surgical demonstration and training programs. He was fortunate enough to join one of the finest dental schools in the world, TUFTS (Boston) and had the honor of obtaining implant surgical and restorative training at the most prestigious, HARVARD University School of Dental Medicine.

Getting started in Implant Dentistry

Implant Dentistry is rapidly becoming a fascinating field throughout the world. Several different types of implant procedures help many patients restore their dentition where conventional dentistry fails in meeting patient's goals and desires. Lack of knowledge amongst general dentists practicing in many parts of the world regarding these procedures along with inadequate training programs have been a big hurdle in adding this modality in everyday practice. With dentistry flourishing everywhere, it might be the right time for many practitioners to at least get acquainted with this fascinating field.

Understanding of certain basic concepts is of prime importance for long term success of the implant procedures with predictable results. The presentation will provide relevant information necessary for getting started in implant dentistry to generate interest amongst the attendees.

Implant Supported Over Dentures

Several years of continuous authentic clinical research and experiences of many clinicians throughout the world has helped emerge Implant Dentistry as a fascinating field. One of the most commonly practiced procedures throughout the world is Implant Supported Over Dentures. Thousands of people suffer from ill-fitting loose and unstable full dentures. This particular procedure can be extremely rewarding for the patients as well as for the dental practitioners.

Anterior mandible provides favorable quality of bone for implant placement. It is also by far the safest area for surgical placement of implant, especially for the beginners. Once the implants are integrated in bone with adequate stability, over denture fabrication requires just few additional clinical and laboratory steps over conventional denture fabrication.

Above facts make "Implant Supported Over Dentures" a very important, enjoyable and rewarding procedure for the beginners in Implant Dentistry. This Presentation will address simplified steps of the entire procedure and provide relevant information in easy to understand, simple language.

SUPPORTED BY: PEARSON DENTAL SUPPLY CO.

CONTINUING EDUCATION SEMINARS 2006

| | | |
|--------------------|---|------------------------------|
| January 22, 2006 | Oral Surgery | Dr. Lawrence Gaum |
| March 5, 2006 | Oral Implantology | Ashok K. Patel, MDS, DMD |
| May 7, 2006 | Periodontics | Hessam Nowzari, D.D.S., PhD. |
| July 16, 2006 | Prevention and Management of Dental injury | Ray Paddila, D.D.S. |
| September 10, 2006 | Precision Based Endodontics | Tom Massarat, D.D.S., MS |
| November 5, 2006 | OSHA Compliance, Infection Control & Dental Law | Leslie Canham, RDA |





California Dental Institute

Continuing Education.....as it should be

Presents

ADVANCED ENDODONTICS MADE EASY



California Dental Institute Presents: Dr. David C. Brown B.D.S., M.S.

Dr. Brown is Assistant Professor in Endodontics at the University of The Pacific in San Francisco. He is a Diplomat of the American board of Endodontics. He received his BDS from Newcastle Upon Tyne, England and MDS in Operative Dentistry. He completed the specialists program in Endodontics and obtained a Masters in Endodontics from Indiana University, USA. He has lectured widely in the UK and USA.

Topics of discussion:

1. Making the endodontic diagnosis.
2. Taking the stress out of access cavity preparations.
3. Finding that difficult canal.
4. Modern concepts of canal preparation, including crown down concepts and nickel titanium rotary file techniques.
5. Canal obturation - latest methods.
6. Treating the endodontic emergency.
7. Reducing post-operative discomfort.
8. Management and prevention of endodontic failures.

Tuition \$ **99.00**

- \$59 Staff
- \$25 Additional for on-site registration

Seminar and Registration Times:

- Registration from 8:30 a.m. - 9:00 a.m.
- Seminar from 9:00 a.m. - 5:00 p.m.

Seminar Tuition Includes:

- Continental breakfast
- Certificate of completion
- All attendees will earn 7 CE Units
CA and AGD approved

7 CE Units, CA and AGD Approved *Sunday, February 5, 2006*



Many Topics to Choose From

*Our Seminars Are Also Available On Video & DVD!
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Limited Seating...Register early!

Seminar Location: Four Points Sheraton, 700 West Huntington Dr., Monrovia, CA 91016 (626) 357-5211

For Registration Information Call 1-877-CDI-ED4U (234-3348) or Fax (909) 989-9964

or mail your check to: CDI P.O. Box 5123 Diamond Bar, CA 91765

California Dental Institute Presents:

Dental Practice Act / California Law Risk Management & Infection Control

7 CE Units



Dr. Arthur Schultz, J.D. received his dental degree from USC in 1970, and his law degree from Loyola University in 1977. Currently, Dr. Shultz is in private practice in Manhattan Beach, and is an associate at the law firm of Ford, Walker, Haggerty, and Behen. Dr. Schultz has lectured extensively on malpractice prevention both in California and nationally.

Seminar will discuss:

1. Scope of practice issues, informed consent and medical records.
2. Regulations regarding drug prescriptions.
3. Effective risk management to prevent losses.
4. Standard of care, legal standards and the claim process.
5. Many other dental practice act issues.
6. Infection control, staying healthy & proper exposure response.
7. Infectious disease concerns. Avoiding blood and body fluids.
8. Proper instrument management, and more.

**Required For
License Renewal**

Tuition

\$99.00

- \$59 Staff
- \$25 Additional for on-site registration

Seminar and Registration Times:

- Registration from 8:30 a.m. - 9:00 a.m.
- Seminar from 9:00 a.m. - 5:00 p.m.

Seminar Tuition Includes:

- Continental breakfast
- Certificate of completion
- All attendees will earn 7 CE Units
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Sunday, February 19th, 2006



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Presents

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This Program is for Dentists, Technicians and Dental Assistants
AGD and California Board Approved 8 hours of CE units

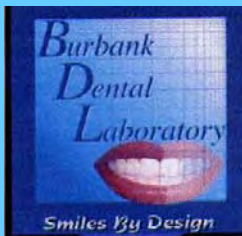
Sunday, March 12, 2006. 8AM---5 PM (Reg-7:30 to 8 AM)
Sheraton Cerritos Hotel. 12725 Center Court Dr. Cerritos, CA.
Speaker

K. Victor Kato, DDS

Dr. Kato attended the University of Detroit Dental School where gnathology was taught at the undergraduate level. He graduated in 1972 and studied for ten years with his mentor, Dr. Charles E. Stuart, one of the three founders of gnathology. For over thirty years he was a student of Dr. Gus Swab of San Diego, California, the most accurate gnathologist in the world. He also studied with Dr. Francis Johnson of Santa Barbara, California for over twenty years. Dr. Kato has applied the principles of gnathology to his practice from the beginning of his career and has successfully treated some of the most difficult full-mouth reconstructions and TMD patients. He has lectured nationally and has taught interested doctors how to provide comfort to their patients by treating the whole mouth.



Sponsored by:



This great learning experience is only \$89 for member dentists and \$59 for dental assistants. For information and registration call SCAGD:310-471-4916, 800-762-2511

The Exciting World of General Dentistry

Table Clinics:

Dr. Bob Carmody : **Diagnosing Occlusal Problems Clinically and on Mounted Casts**

Dr. Wayne Nakamura : **Esthetic & Functional Full Mouth Rehabilitation of Class III Patients**

A “Live demonstration” of a facebow transfer, centric relation record and cast-mounting will be demonstrated. You can bring your FMX and mounted casts of difficult cases for a free consultation, diagnosis and treatment plan.

Participants will learn the following:

- How to diagnose occlusal problems and a step approach to treatment planning.
- How to do a facebow transfer, centric relation record and mount the casts.
- How to do a diagnostic occlusal correction and diagnostic wax-up.
- How to sequence clinical steps in full mouth reconstructions.
- How to achieve mutually protected occlusion.
- How to do a remounting procedure.
- How to treat difficult TMD cases.

Join AGD ,the only association for general dentists. Enhance your knowledge and skills. Achieve the prestigious Fellowship, Mastership and Board certification in general dentistry. Join the network of general dentists in USA and Canada and practice general dentistry with confidence. Call SCAGD-(310) 471- 4916

Registration Form

(Please Print in Capital Letters)

License No _____ AGD No. if a member: _____
 Name _____ DR/RDH/DA
 Address: _____ City: _____ ST _____ ZIP _____
 Phone No _____ Fax No: _____ E-Mail _____
 Credit Card Visa /MC No: _____ Exp _____ Amount _____
 3-digit security code from the back of your card _____ Zip code of credit card Statement _____
 Cancellation Policy: Must be 7 days prior to the meeting for credit towards a future meeting.

Tuition: Due by March 6, 2006.

After due date

AGD Member \$89

\$99

Non-Member \$99

\$109

RDA/DA/RDH \$59

\$69

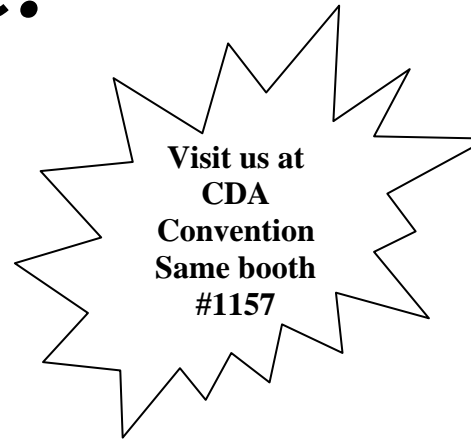
Full Buffet Lunch and Beverages Provided

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WINDOW OF OPPORTUNITY

If your not now securing 20 to 30 new patients a month and achieving a \$500,000 gross or more perhaps you're in the wrong place, or perhaps you do not have a marketing system that provides you enough patients to fill a 4 day practice. New patients are the driving force behind a thriving practice.

There are numerous methods of marketing and some are effective in one location and not in another location. Trial and error sometimes is necessary to find the most effective method for your location. P.P.S., Consultants are available to help you prepare your practice for sale as well as give you options that have been effective for others.

Scores of individual dentists have tried marketing, spending Thousands of Dollars with little success and then decided marketing was not for them, and learned to be happy with what they have been able to generate without marketing.

Marketing rarely worth the effort if it is done with no goals or no plans for success. Marketing is a function not only of money but also the period over which you spend your marketing dollar. In other words a successful marketing program is a function of both time and money. It is better to divide your marketing money over 52 weeks and do something each week. To a certain extent you can tweak your marketing programs over time to zero in on an effective marketing campaign for practices.

Dean, Wally, Ray, Edna and I have literally visited thousands of offices and believe we can help you sell your practice as it exists now or can help better prepare you for a future sale when your practice is groomed for the maximum selling price.

Window of Opportunity – This is the best time in history to cash in on your practice. You can take advantage of what you know works for you and apply your skills in a new location with more favorable demographics or retire.

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Tom Fitterer
President