

## Implant mentor program 2024

### Session four

Dr. Ali Afshar  
Dr. Bill Holden  
Sunday March 24<sup>th</sup>, 2024

## Course schedule for today:

### SESSION 4

Sunday March 26<sup>th</sup>

9 a.m. to ?

- Debrief from live surgery day
- Implant maintenance and recall frequency
- Ordering lists, setup, and implementation in your practice
- Marketing
- Fees and codes
- Final exam
- Handouts/USB docs, and the future

## Debrief from live surgery day



4SUN1

## A few reminders on equipment processing and sterilisation...

- Use rinsing tip to clean out internal irrigation drills
- Implant surg kit comes apart
- Torque wrench comes apart
- Extra dish of saline for bits n parts after use
- Some implant handpieces comes apart
- The implant motor and cord are autoclavable, note motor cap
- Reprocessing healing abutments, etc., if tried in

### A few reminders on sterile technique and safety...

- Patient draping
- Scrub/gown mechanics for clean technique
- Tray and surg kit lids
- Use gravity when carrying implant on handpiece
- Beware the cookie cutter: take it out of the handpiece!
- Where to place implant drill when not in use
- Trapping suture needles, care with scalpel blades

### And a few more things we need to review...

- 850/30 protocol: benefits and risks, what about 1000 rpm?
- Importance of precise incisions and deliberate flap reflection
- Use Molt curet and use adjacent tooth as a fulcrum
- Set out your chosen drill sequence once you have settled on implant size
- Get in and get out—NO good comes of prolonged surgery
- Talk to your patients, they are nice people!

#### Closure Screw and Healing Abutment Portfolio for NC platform

#### Closure Screw and Healing Abutment Portfolio for RC platform

BLT	NC	024.22245		Sterile NC Healing Abutment conical	Height 3.5 mm, Ø 3.6 mm	Titanium
		024.22265		Sterile NC Healing Abutment conical	Height 5 mm, Ø 3.6 mm	
	RC	024.42245		Sterile RC Healing Abutment conical	Height 4 mm, Ø 5 mm	
		024.42445		Sterile RC Healing Abutment conical	Height 4 mm, Ø 6.5 mm	

The most common HAs you will use are:

- RC 4mm molar (6.0mm Ø)
- RC 6mm molar (6.0mm Ø)
- RC 4mm bicuspid (4.5mm Ø)
- NC 3.5mm bicuspid (4.8mm Ø)
- NC 5mm bicuspid (4.8mm Ø)

### Implant maintenance and recall frequency



4SUN2

## Review...healing times

How long until you can restore your lower implant?

12 weeks

And for an upper implant?

12 weeks minimum, often 16

And if poor initial stability or impaired healing?

6 months

*remember these are all minimums*

## Evaluating an implant: what am I looking at?

1. PA at bitewing angle, to assess crestal bone
2. Tap implant (it should ring like a bell)
3. Check implant and adjacent teeth for mobility
4. Screw access sealed and not worn
5. Check occlusion with articulating paper
6. Check contacts with floss
7. Press on marginal gingiva from six aspects
8. Probe implant if any suspicious areas

## Recall frequency...

...pretend it's an endo.

- Follow up check and PA in ~6months
- Check crestal bone height on posterior implants w routine bitewings
- Check occlusion and contacts on implants at regular recalls

*\*\*\*If an implant or implant restoration is going to have a problem, often it is in the first several months.\*\*\**

## Homecare and implants

### Single tooth implants:

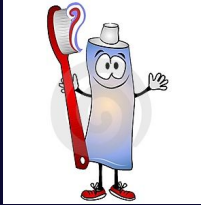
Regular protocol PLUS you need to show the patient how to floss right up to the fixture.

If large embrasure spaces, consider Rx Soft Pics or similar.



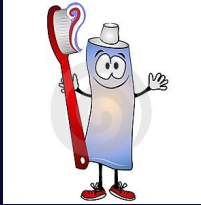
### Homecare and implants

Overdenture abutments:  
Rotary toothbrush is pretty well mandatory  
24 hour wear of overdentures is not desirable



### Homecare and implants

Bars and fixed hybrids:  
Most patients will have a WaterPik, Water Flosser, or Hydro Floss  
Floss threaders/Superfloss another option  
24 hour wear of overdentures is not desirable

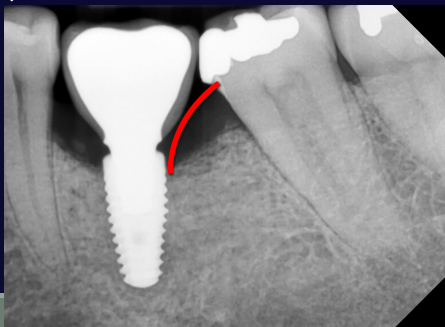


We generally probe the peri-implant sulcus only when there is a reason, not as a random screening tool.  
We DO, however, press on the peri-implant tissues with an instrument. Six aspects, MB B DB DL L ML.  
Remember, exudate = bad news.



### Plastic probes

-not because metal will scratch the implant, but because the flex lets you get into the implant sulcus.



## Office hygiene procedures

- Scaling implants and prostheses
- Plastic scalers are worthless
- Graphite are almost worthless
- Titanium scalers are actually not that bad, we have a few sets
- Plastic Cavitron tips available for use on metal
- Some suggestion that plastic probes and Cavitron tips leave residue on the implant ☹️

## Office hygiene procedures

¿Should you scale around implants?

Calculus and plaque around implants are a much larger concern than a small amount of possible scratching of the implant surface.



## Irrigating inside/around implants...what to use?

- Chlorhexidine?
- Hypochlorite (bleach)?
- Hydrogen peroxide?
- Betadine?
- Essential oils (Listerine, etc.)?
- Vodka?

Sadly there is no one great choice.

## Setup and implementation in your practice (!)



4SUN3

## Getting ready for your first patients in your own office

- Get your staff on board
- Choose good starting cases and BOOK them
- Use the implementation sheet to make sure you have everything you need
- Involve your rep early
- Keep good records
- Ask us for help, and share your first cases with the group

## Get your staff on board...

- Make an official announcement to all of them
- Make it about the patients, not the \$\$
- Spend time with your front end reviewing fees, codes, appointment lengths, and typical appointment sequencing
- Spend time with your back end explaining the procedure and what to expect
- Help at first with setup and takedown
- Consider sending an assistant to our training course
- Say Thank You! A lot!

## Set up for success

- Where should you store your implant stuff?
- Which is the best **operatory** in your clinic?
- Where will the tray, drill unit, etc. go?
- **Do you have an assistant who is better at surgery?**
- What is the best time of day/week for implant placement appts?

## Involve your rep early. A great rep will...

- Make sure you have everything you need
- Unpack and setup surg kits and drill units
- Help your staff with operatory setup and infection control
- Be there to make sure everything goes smoothly
- Loan you any obscure parts or equipment
- *Possibly* bring donuts



### Get going!

Make your first cases enjoyable through good case selection and preparation.

Be a hero, not a goat.



### Suggested adjustments to the Straumann BLT surgical kit

- Add one Straumann short guide pin
- Add lance drill, Straumann calls it a needle drill 026.0054, or Meisinger from Surgical Room
- Buy 4.0 and 4.7mm (or similar) cookie cutters, but bag separately
- Optional: remove round burs and bag separately
- Add one Lindemann or Kirschner bur
- Buy bone profiler size 2 with guides, bag separately

### Additional guide pins

#### RD Position Indicator

RD Position Indicator - Ø 2.2mm, AH 5.5mm, L 8mm, Ti

Category: Surgical Instruments - B&B Ceramic - Surgical Planning Aids - for Regular Diameter D&B Ceramic Implant Mouthpiece



1 **W Add to cart**

W Add to saved cart

7 pieces available

**Product details**

Ref. Reference	031343
Diameter	Ø 2.2 mm
Abutment Height	5.5 mm

Direction Indicator Ø2/Ø2.4-2.8 mm



**Direction Indicator Ø2/Ø2.4-2.8 mm**

Number: 32112

\$53.00

Qty. 1

Straumann short 2.2 mm guide pin #031.143

Nobel long 2mm guide pin #32113

### Lance drill options

#### Surgical Room (Meisinger)



MEI-186RF-018-RA Pilot Drill - Lance Type - Latch (RA) 1.8mm




MEI-187RF-018-RA Pilot Drill - Lance Type - Latch (RA) (1.8mm with stop)

#### Straumann

- Needle Drill - short, Ø 1.6mm, L 33mm, stainless steel  
REF: 026.0054 ✓  
more than 20 pieces available
- Needle Drill - long, Ø 1.6mm, L 41mm, stainless steel  
REF: 026.0056 (long)  
more than 20 pieces available
- Needle Drill - long, Ø 1.6mm, single use, TAN  
REF: 027.00075 (single use)  
9 pieces available


**Machine tissue punches**  
("cookie cutters")

**Straumann**




Avail in 3.4 4.0 4.7 mm

**Surgical Room (Meisinger)**



**Henry Schein (ACE)**



and many more suppliers

**Kirschner or Lindemann drill—**  
Surgical Room or Henry Schein  
(make sure latch)



Lindemann Carbide Bur - HM162 - RA L type 1.6mm

Use your **local pharmacy!**  
They can order insulin syringes  
dexamethasone solution  
gentamycin solution (compounded)

If they can't, try  
**Dispensaries Wholesale** 426-1664  
Or get compounded items through  
**Strathcona Pharmacy** 432-0394

Medical supply companies, e.g. **Canada Medical**, **Source Medical**, **Medi-Mart**, **Stevens**, and especially **Value-Med** (valuemed.ca) for dental items

They can supply CSR wrap  
Iodine cups (also from dollar store)  
Saline and syringes  
Disposable towels, drapes, gowns



**valuemed.ca**

Based in Edmonton, this is our main source for surgical infection control supplies.



The best price on irrigation tubing is usually either the implant companies themselves, or **Precision Dental Handpiece** out of Vernon BC.

Our "Holden Implant Surgical Packs" are put together by **The Surgical Room** out of Markham ON. *Currently back-ordered.*

The Cadillac of implant stores is **Salvin Dental Specialties** in North Carolina. They have everything. Not cheap.

A Canadian grafting and instrument source is **Citagenix**, and they have a local rep. They were recently bought by Hansamed, the Canadian Geistlich reseller.

Improv implant cement is now discontinued.

Your **dental supply company** can supply

- Most hand instruments
- Irrigation tubing (usually under parts) but expensive
- 8.5 x 15" sterilisation bags
- Surgical gloves
- Several sizes CSR wrap

**Henry Schein** sells ACE surgical supplies, incl RCM6 membranes, RCTape, RCPlug, and common instruments including tissue punches and Kirschner burs.

### Bone

We often bring in our bone grafting materials in large orders. This is not practical for your offices. The good news is that the implant companies and The Surgical Room now re-sell the simple products you will require.

**Straumann** and **The Surgical Room** both sell LifeNet Oragraft Min Cort 0.5cc

other sources are Community Tissue Svcs, Salvin, Citagenix, BioHorizons, Rocky Mtn, etc.



And the giant plastic organiser boxes that fit all the little sterilisation bags full of bits and parts... come from **Practicon**



Extra-tall 16 Compartment Tuff 'Tainer Box  
Unbreakable all-purpose divider boxes organize, store, protect and transport smaller supplies

The multi-purpose Extra-tall 16 Compartment Tuff 'Tainer® Box stores, organizes and protects supplies from airborne contaminants. "Lock-in" grooves with removable dividers allow for an infinite variety of compartment combinations and sizes. Hinged lid snaps tightly shut with two locking clasps. Made in USA of tough, translucent polypropylene plastic. Surface disinfect only. Features built-in handle and feet for upright storage. Measures 15 5/8"L x 9 1/2"W x 3 1/8"H. Individual compartments are 3 3/4"L x 2 1/8"W x 2 7/8"H.

### Ordering

You can get almost everything you need between **Straumann**, **Valuemed**, and **The Surgical Room**

The Cheat Sheet that explains where we order stuff is on your handout disk.

But it won't help your staff if you don't actually share it with them.



### Marketing



4SUN5

### Ten tips for selling this therapy

1. Use visual **models** of the arch
2. Show patients a **dummy implant**, and let them handle it.
3. Refer to **quality of life**, as opposed to clinical need.
4. Use **flat fees** to eliminate fear of the unknown.
5. Make sure **everyone** in your office is on board.
6. Be **confident**.
7. Use **testimonials**.
8. Use the **eyeglass analogy** (or other prosthesis).
9. Emphasize that it is the **best from a range** of options.
10. **Plant the seed!**

### Implant fees and codes

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4SUN6

**Surgical fee must cover:**

- Cost of implant fixture
- Cost of disposable products
- Over time, the cost of reusable products
- Over time, the cost of drill set, surg kit, etc.
- Over time, the cost of training
- Clinic overhead
- Some profit at the end to feed your family

**Restorative fee must cover:**

- Cost of abutment and laboratory charges
- Cost of disposable products
- Over time, the cost of reusable products
- Over time, the cost of restorative kit
- Over time, the cost of training
- Clinic overhead
- Some profit at the end to feed your family

**Sample placement calculation:**

• Implant	\$485
• Healing abutment	65
• Disposables	100
• Reusables	80
• Drill set/surg kit	160
• Training	100
• 2hrs overhead	420
• Profit	<u>750</u>
<b>total</b>	<b>2160</b>

**Sample restorative calculation:**

• Lab fee & parts	800
• Disposables & reusables	160
• Restorative kit	30
• Amortisation on IOS	50
• 1hr overhead	210
• Profit	<u>750</u>
<b>total</b>	<b>2000</b>

**Our sample calculation:**

Surgical fee would be \$2160  
 Restorative fee would be 2000  
 total 4160

Profit would be \$1500

Obviously this is just a sample exercise and your clinic's situation is unique.

### What do Ali and Bill charge?

2024 typical fees...

- STI to completion **\$4745**
- STI to healing abutment **\$2485**
- Implant crown incl lab **\$2260**

incl CBCTs at pan fee, meds, minor grafting, radiographs, follow-up, witty banter

Basically implant + crown = approximately **\$5K**.

# 27205

Crown ceramic/porcelain  
 Restorative Permanent Implant

### What if you are an Associate?

Figure things out with your Principal BEFORE you start.



- Who owns the surgical kit?
- Who owns the inventory?
- Are parts you supply part of "lab"?
- Is a different % of collections needed?

And remember: if you leave, a copy of the **Implantable Device Record** goes with you.

### Dental insurance plans

Myth: "insurance won't touch implants"

- More than 50% of dental plans cover some portion of the implant procedure
- In some cases, alternate benefit clause applies
- Note the GWL adjacent tooth rule
- Note that some plans will not pay for the implant placement until the crown is in
- And after 40 years, the annual maximum is *still* \$1500 [sigh]

## Assignment of benefits

- Never a great idea to accept assignment
- Especially risky with implants
- Will put you in a bad position if there is a disagreement between pt and their carrier

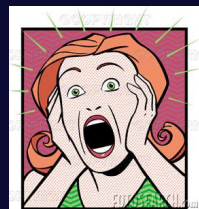


## Payment plans

- Implants have a “built-in” payment plan!
- We offer three monthly post-dated cheques
- You are not a bank



## Final exam



4SUN7

## Paperwork and handouts thumb drive



4SUN8

## What to do next?

Place some implants! Lots of implants!

You will get **much** more out of your next course if you already have a bunch of implants under your belt.

- Grafting and anterior/aesthetic courses
- Mini-residencies (we hate that term)
- Cadaver courses
- Study clubs
- Our implant seminar series
- Maxi-courses or similar



1. Get your staff on board.
2. Acquire a system, stock, and sundries.
3. Set fees, create paperwork.
4. Plan ideal appointment time, operatory, staff.
5. Book patients and treat them.
6. Repeat 5. above.

# Thanks!

Ali and Bill

