



## SPEAKER INFORMATION

### Friday Speakers:



### Cathy Jugovic

#### **Presentation (In English): "Proper Scripting when Talking Finances/Financial Options"**

A meticulous and detail-oriented individual, Cathy enjoys analyzing complex information. Precision, accuracy, and organization are at the forefront of everything she does.

Having ran two successful Orthodontic practices, she knew she had a passion for helping people maximize their potential and profitability. She is an outgoing, free spirit. Her dedication to meeting new people makes her a pleasure to know.

**Program Description:** Scripting during fee presentation has never been more important! Finding a balance between giving too many or not enough payment options might be the difference between landing that paid in full or not. Be confident in explaining treatment cost and the value in what they will be receiving. All this will be covered in this lecture and much more!



### Yessi Rodriguez

#### **Presentation (In Spanish): "Proper Scripting when Talking Finances/Financial Options"**

A burst of positive energy! Yessi loves immersing herself in the numbers and creating data stories.

She started her career as a Scheduling Coordinator and discovered her true passion for Treatment Coordinating. She has a gift for discerning the facts during the exam. She is easy to talk to and can persuade any patient to sign on that dotted line to start their journey to an amazing smile.

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## Angie Menendez

**Presentation (In Both Spanish & English):** *“Understanding How the Office Team Needs to be The Doctor’s Second Pair of Eyes”*

Angie is someone who works well under pressure and excels in high-stress situations. She has cultivated her clinical skills through exceptional Doctors well versed in the art of bending wires, maneuvering computers, photography, and sales.

Angie has a reputation for making herself available for everyone in the office. She is passionate and an active listener along with being able to speak both English and Spanish. Her passion is sure to rub off on you!

**Program Description:** Everyone has an important role in an orthodontic practice, but sometimes it’s not clear how these roles should intersect in order to create a connected and effective workflow. Often what needs the most improvement is efficiency and communication. All this ultimately leads to how the team can best assist the doctor and act as a “second pair of eyes.” This is accomplished from thoroughly prepping the doctor on new patients to recording and entering visit notes and future treatment goals. With a workflow in place, you can increase turnover and the number of available chairs. Today you will learn how to find your practice own unique rhythm while creating synergy within the office.



## Dr. Dan Bills

**Presentation:** *“Is Virtual Our New Reality? Efficient and Effective Virtual Visits in the Orthodontic Office”*

Dr. Bills received his Bachelor of Arts degree in Biology from Lafayette College and his dental degree from Harvard University, both with Honors, after which he completed a three-year orthodontic residency at the University of Illinois. He is a Board Certified Diplomate of the American Board of Orthodontics and a Fellow of the American College of Dentists. He maintains a state-of-the-art private practice,

Innovative Orthodontics, with three locations in Southern New Jersey, just outside of Philadelphia. He has been honored as “Teacher of the Year” by the University of Pennsylvania Department of Orthodontics and by the Department of Dentistry at Virtua Hospital. He lectures regularly at academic institutions and orthodontic meetings, both stateside and abroad, and gives in-office courses about a variety of clinical topics as well as how to better utilize technology in the orthodontic office. One of his greatest passions is teaching his colleagues how to work smarter and, consequently, live better. Dr. Dan Bills describes himself as an avid - yet barely competent- golfer, boater and skier who enjoys spending as much time as possible with his wife Emily and his daughter Caroline.

**Program Description:** I used to feel that virtual orthodontic consults were simply a tool for quality orthodontic offices to provide potential patients with the convenient options they are requesting, and possibly engage these patients before they choose direct to consumer treatment — a marketing concept that has been working successfully in my practice for quite some time. However, an unprecedented global pandemic changed everything. We were forced to develop a complete virtual treatment platform to ensure that we could continue to manage our patients' treatment during mandated closure of our physical office. We made the decision to be virtually open to serve our patients even though our offices were physically closed. And serendipitously, my team and I learned a lot about the potential for virtual visits to enhance (not replace) our in-office patient experience to help us deliver quality orthodontic care in an effective, efficient, and convenient manner — a mindset change that is helping us thrive in challenging times.



### **Dr. Regina Blevins**

**Presentation:** *“Maximizing Success Treating Growing Patients with Invisalign clear aligners: Practice Growth and Scale and Keys to Successful Treatment Outcomes”*

Dr. Blevins started her career in dentistry in 1980 as a Dental hygiene graduate of C.S. Mott Community College. She attended the University of Michigan where she received her degree in Dentistry in 1987. Her appreciation and love for the fine art of the cosmetic side of dentistry led her to pursue her orthodontic graduate training at the University of Minnesota, where she received her certificate in orthodontics and

Master of Science Degree in 1991.

Dr. Blevins enjoys staying up to date on the latest developments in orthodontics by maintaining a rigorous continuing education schedule. She is a member of numerous professional societies and associations, and she served as president of the Minnesota Association of Orthodontists. She is the recipient of many awards including: #1 Invisalign Provider in Minnesota and #1 provider of Teen treatment worldwide; Invisalign Provider - Diamond Plus Status 9000+ historical cases; Align Tech Faculty member and was awarded Master Faculty status in 2018; and she is an International Lecturer on clear aligner techniques.

When she is not working, Dr. Blevins enjoys living an active lifestyle and spending time with her husband Tom and their four children. As a family, they enjoy yoga, Taekwondo (Dr. Blevins is a black belt), and spending time in their backyard cooking, gardening and relaxing.

**Program Description:** The lecture will cover the emerging digital tools for practice scale and efficiencies including Invisalign Photo Uploader, Virtual Appointments and Virtual Care. Cases shown will include Invisalign First, Invisalign with Mandibular Advancement, and more complex Teen cases.

### **Saturday Speakers:**



## Dr. Brandon Owen

**Presentation:** *“Digital Custom Braces: Unlocking The Digital Workflow For More Than Just Aligner Patients”*

Brandon Owen DDS, MS is the founder and CEO of KLOWen Braces, a fully custom fixed 7-7 (or 8-8) solution. His goal was to offer unparalleled value to both the orthodontist and the patients we serve, unlocking new levels of clinical excellence and efficiency. He was the winner of the 2019 OrthoInnovator Award from the AAO, holds numerous patents, and is a consultant for more than a dozen companies in the digital orthodontic space. He has lectured globally on the topics of Digital Orthodontics, TMD Management, and Lingual Braces. KLOWen is the first bracket company to receive investment from the AAO, and the AAO holds an observer seat on the KLOWen company board. He is a member of numerous societies involved with elevating the orthodontic/dental fields including: The Angle Society, ABO, CDABO, ICD, PFA, and numerous others.

**Program Description:** This presentation will offer insights into the value of custom digital treatment for fixed appliance therapy. While many are unlocking custom digital processes for their aligner patients, fixed appliances are still in a one-size-fits-all analog solution. Today we have options that allow us to use digital custom for every patient we see. This allows doctors to elevate their clinical excellence while unlocking unparalleled efficiency.



## Dr. Mehdi Peikar

**Presentation:** *“BRIUS: The Orthodontic System Combining Advantages of Aligners and Braces”*

Dr. Mehdi Peikar is a dentist, orthodontist, physicist, and inventor of BRIUS®. He received a master’s degree in condensed matter and quantum mechanics from the Physics Department at the University of Illinois at Urbana-Champaign. Dr. Peikar completed his Ph.D. in Biomechanics and Biophysics at Johns Hopkins School of Medicine Biophysics Department. He did his residency at the three-year residency program in orthodontics at UCLA.

**Program Description:** This lecture will introduce BRIUS orthodontic system and includes how the system works, which patients are suggested to start with, and presents some sample cases for each type of malocclusions.



## Dr. Negaar Sagafi

**Presentation:** *“BRIUS: The Orthodontic System Combining Advantages of Aligners and Braces”*

“Life is full of excitement and opportunity,” says Dr. Sagafi and as an awarded BRIUS Pioneer she intends to put forth for you that excitement and opportunity during her lecture.

A frequent lecturer on the future of orthodontics, Dr. Negaar Sagafi made her way as a native of Boston, Mass. to Bethesda, Md. in 2015.

After getting her fourth degree from Boston University, with the last one under Dr Anthony A. Gianelly in 2006, Dr. Sagafi entered private practice. While maintaining a full time practice, Dr. Sagafi also taught regularly as a clinical instructor and lecturer at the Boston University Orthodontics Department from 2009 to 2015. She served on the North East Society of Orthodontist for seven years finishing her term as co-chair of the scientific program. Simultaneously she served on the board of Boston University Orthodontic Alumni Society for six years.

She continues to lecture nationally and internationally on the latest techniques in orthodontics at conferences and on university level in Dubai, Rome, NY, Sienna, and Boston.

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## Paul Gange Jr.

**Presentation:** *“Buckle Up for a Crash Course in Bonding”*

Paul Gange Jr. has been involved in Orthodontics since 2008. He has become a leader in resolving difficult technical bonding issues through countless hours training clinical staff. His passion for research and development has influenced many new Reliance products and aided numerous research projects. Paul is a published author, lectures domestically and internationally at numerous universities, study clubs, constituent meetings as well as the AAO. His greatest fulfillment comes from hands-on training for doctors and staff in private offices.

**Program Description:** Attendees will experience a comprehensive review of the most critical stage of orthodontic treatment - the bonding appointment! Topics discussed will be artificial substrate preparation, bond failure reduction, failure diagnosis, various types of enamel preparation, decalcification prevention, and appliance delivery. Additionally, specific time will be assigned to demonstrate how clinicians can evolve with the digital wave without losing sight of the ever-changing critical bonding process.



## Chantel Dufour

### **Presentation:** *“An Orthodontist’s Secret Weapon: The Digital Assistant”*

Chantel has worked for Dr Dumore & Team for 12 years. Her experience with orthodontics started a long, long time ago, even before she worked for an Orthodontist. Chantel fell in love with the challenge and independence that Orthodontics provided. Chantel’s role at the office changed approximately 9 years ago to include the digital assistant position, which has given her the ability to continually learn the latest and greatest things that orthodontics has to offer.

uLab software is one of those tools that Dr. Dumore immediately incorporated into the practice and Chantel can attest that uLab has definitely changed the entire workflow for the better. The growth potential that the digital assistant role has provided her are endless.

**Program Description:** Meet Dr. Tim Dumore’s secret weapons — his experienced Digital Assistants (DA), Chantel Dufour and Ashley Rondeau. Learn how empowered DAs streamline the uLab workflow, increasing efficiencies for the orthodontist and improving the patient experience. They will share tips on how the team manages their day and how much Orthodontist time that saves. uLab owes a great deal to the input from Chantel and Ashley who were key beta users during the development of uLab’s platform. They have a combined 22 years of orthodontic experience and are consultants for uLab.



## Ashley Rondeau

### **Presentation:** *“An Orthodontist’s Secret Weapon: The Digital Assistant”*

Ashley Rondeau has worked for Dr Dumore & Team for 10 years now! Right out of school Ashley started working as an Orthodontic assistant, and shortly after took on the role of lab and digital assistant. Ashley loves the world of Orthodontics because it is constantly evolving with better solutions for patients, Orthodontists, and their individual needs. She has been involved with uLab since the very beginning and she has been amazed to see how many advances have been made in such a short time.

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## Sunday Speaker:



### Dr. Jerry Teplitz (<http://www.Teplitz.com>)

#### **Presentation:** “*Managing Your Stress in These Difficult Times.*”

Dr. Jerry V. Teplitz has a unique background. He is a graduate of Hunter College and Northwestern University School of Law. He practiced as an attorney for the Illinois Environmental Protection Agency. At that point, Dr. Teplitz’ career took a dramatic change of direction. He studied and received a Masters and Doctorate Degree in Holistic Health Sciences, and he was on the faculty of the U.S. Chamber of Commerce Institute for Organization Management for nine years.

Dr. Teplitz has been President of his consulting firm and as a professional speaker, he has spoken at over 1,800 meetings and to over one million people. He conducts seminars in the areas of *leadership, management, stress management, employee productivity and sales development.*

Dr. Teplitz has presented six of the last seven AAO Annual Sessions, and he has also presented at a previous MASO Annual Session. He is the author of *Switched-On Selling* and *Switched-On Networking*, both Bestsellers on Amazon. Other books he has authored include *Managing Your Stress In Difficult Times*, *Switched-On Living* and *Brain Gym for Business*. He hosts an internet radio show called *Healthy Alternatives*. Jerry is one of only 600 speakers world-wide who has earned the title Certified Speaking Professional from the National Speakers Association. Finally, he has been selected by the Professional Convention Management Association as a “Best-In Class” speaker and by the Canadian Society of Association Executives as an Association Excellence Speaker based on the quality and impact of his presentations.

**Program Description:** We decided that Jerry was the right person to show you how to manage your stress in these difficult times, so we have scheduled him to present his Virtual Speaking Presentation on *Managing Your Stress in These Difficult Times*. He will be showing you and then having you experience actual techniques that you can use immediately to reduce your level of stress. The chaos might continue, but you will have tools to keep yourself centered – with less stress.

#### **Presentation:** “*WORKING TOGETHER: Effective Ways to Build Successful Teams.*”

**Program Description:** This fast-moving training program can increase productivity and promote team building by helping you learn more about your own and your team’s needs, work styles and how both fit into your organization’s overall goals. You’ll discover practical strategies that foster cooperation in the business environment and your personal life. You’ll learn how people with different work styles can resolve incompatibilities and interact more effectively as a team. You’ll have fun and learn useful skills at the same time!