

(See Chart 1055)

MAGNETIC  
Increasing about 5' annually  
Var 2°35'E (1986)

(See Chart of Rhodes I. including  
Khalkia I. with plans. N°1667.)

# Charting Our Future

**TRUE NORTH**  
PROFESSIONAL STUDIES



# 2024 ~ 2025

## Charting Our Future

Sometimes the seas can be rough, but together we can chart a course and arrive at our destination safely.

Just as a voyage by sea taken by the early explorers like Magellan or Columbus, our clinical journey in treating our patients can seem like “rough seas” at times. By working together, we can “plot” our course of interdisciplinary treatment planning and provide world class care to arrive at our destination. We can find our *True North* for patient care.

In this year’s theme, *Charting Our Future*, we are looking to the future, by incorporating programs on digital integration and focusing on dental transitions and partnerships. Our sessions with Lisa Fleming of Benco and our vendors, and Charles Loretto, CPA, of Cain Watters and Associates address these topics.

While sailing on our journey and looking to our charted destination, we must also tend to the tasks at hand, by focusing on achieving optimal outcomes for our patients today. Our sessions with Dr. Pompa and Dr. Shah, and video program sessions by Dr. Chiche and Dr. Briody focus upon learning together and working together to solve today’s problems arising in the interdisciplinary care of our patients.

And our session with Dr. Bill Robbins will provide us guidance on our path by presenting pitfalls encountered over a 50-year career. Hopefully we can gain insights or “pearls” in his presentation to help us avoid any “pitfalls” along our navigated course.

But all our attention to detail on plotting our course and daily efforts on the path mean little if we don’t survive our journey. Our Team Appreciation Event with nutritionist, author, and national presenter David Meinz will help us and our team members on our journey by learning to maximize our health and quality of life, and helping our patients do the same.

So, all aboard for *Charting Our Future* to find our *True North* in patient care, trends for the future, avoiding pitfalls, navigating transitions, and striving to stay healthy while doing it all!

*Welcome aboard!*



# September 20, 2024

IN-PERSON SPEAKERS & HANDS-ON SESSION  
8:00 am–1:00 pm, Best Western Plus/North Metro Event Center  
Doctor Members & Hygienists

## Introduction to Digital Integration

Lisa Fleming

Lecture up to 4 hours, Multidisciplinary Topics, AGD Subject Code I49

Benco is partnering with leading technology companies to provide you with the latest information about integrating seamless digital workflows into your practice. Since it's not just about the fast capture process, we'll discuss how educating the patient with the visualization process plays a key role in case acceptance. Taking a closer look at scanning and 3D printing basics, as well as open versus closed architecture technology, we'll talk about pathways to treatment acceptance, better chairside predictability, and an increased ROI.

*Upon completion of this session, attendees should be able to:*

- Understand scanning and 3D basics.
- Recognize the difference between open vs. closed architecture technology.
- Identify ways to implement seamless digital workflows.
- Identify ways to communicate with patients so they can better visualize treatment outcomes and increase ROI.

*Lisa Fleming is an employee of Benco Dental.*



Lisa Fleming brings over a decade of invaluable experience to her role as Digital Dentistry Manager at Benco. Prior to this position, she served as a consumables representative within the company, leveraging her expertise to drive results. With a foundation as a Certified Dental Assistant in the state of Florida, Lisa's career began in the clinical realm before transitioning into management. Her academic background includes studies in health sciences at the University of Cincinnati, providing her with a comprehensive understanding of the dental field. With her extensive tenure and diverse skill set, Lisa is dedicated to driving innovation and excellence in digital dentistry at Benco.



October 17, 2024

VIDEO PROGRAM SESSION  
5:15 pm, Best Western Plus/North Metro Event Center  
Doctor Members

## Decision Making Process to Achieve the Optimum Gingival Design in the Esthetic Zone Gerard Chiche, DDS

Lecture up to 2 hours, Multidisciplinary Topics, AGD Subject Code I49

This treatment planning session will illustrate management of gingival levels through a case presentation. Discussion will address the options and the decision process leading to the final interdisciplinary treatment. It will be a direct continuation of the systematic esthetic checklist we routinely advocate for—simplicity and predictability. In addition, we'll talk about ceramic restoration, deciding on minimally invasive dentistry or not, and how it all pertains to the most appropriate treatment for the patient.

*Upon completion of this session, attendees should be able to:*

- Choose between crown lengthening and orthodontic intrusion.
- Understand the impact of minimally invasive dentistry on the final interdisciplinary treatment.

*Dr. Gerard Chiche has no previous or current affiliations to disclose.*



Dr. Gerard Chiche is Clinical Professor at Louisiana State University School of Dentistry. He is a past president of the American Academy of Esthetic Dentistry and he has lectured in esthetic dentistry nationally and internationally in 35 countries. He is the author of two textbooks: *Esthetics of Anterior Fixed Restorations* and *Smile Design—A Guide for Clinician, Ceramist and Patient*, both published by Quintessence Publishing Co. He is Emeritus Professor at Louisiana State University and he became in 2009 the first Restorative Chair endowed by the Thomas P. Hinman Dental Society. Finally, he is the 2020 recipient of the Icon Award for Lifetime Achievement in Dentistry of the Seattle Study Club.



# November 21, 2024

IN-PERSON SPEAKER  
5:15 pm, Marriott West — Joining City of Lakes Study Club  
Doctor Members

## To Pull or Not to Pull Daniel Pompa, DDS

Lecture up to 2 hours, Endodontics and Oral and Maxillofacial Surgery,  
AGD Subject Codes 070 and 310

What alternative treatment options should be considered when the “initial” endodontic (surgical or non-surgical) failure occurs? With the introduction of new techniques and a systematic approach for the diagnosis and treatment of compromised teeth, the attendee will be able to more accurately determine the long-term prognosis with multiple treatment options. Advancements in both surgical and non-surgical procedures have resulted in success rates that can be equivalent to the success rates for an implant replacement.

The title of the presentation does not only involve teeth. We will also describe when it is ideal to remove an implant and approaches to reduce the incidence of peri-implantitis. Prosthetic and surgical approaches for interdental papilla enhancement will be described. A description of a technique for previously thought of non-restorable teeth will be shown with long term positive results. We will also review how data from recent publications about hemisected and periodontally compromised teeth have been improved. A discussion about treatment planning with an emphasis on bone physiology and physics will be reviewed.

*Upon completion of this session, attendees should be able to:*

- Learn the radiographic technique to use when evaluating a tooth for a fracture.
- Identify the signs to differentiate between an Endo/Perio vs. Perio/Endo lesions and understand the difference as it relates to the final prognosis.

*Dr. Daniel Pompa has no previous or current affiliations to disclose.*



Dr. Daniel Pompa is an Oral and Maxillofacial Surgeon. He is a Fellow in both The American Association of Oral and Maxillofacial Surgeons and the International Congress of Oral Implantologists. Dr. Pompa practiced Oral and Maxillofacial Surgery for over 30 years in New York City and now lectures full-time. In the October 2023 issue of *Dentistry Today*, Dr. Pompa was cited as a “Leader in Continuing Dental Education” for 2024. Dr. Pompa has published in numerous journals including *The Journal of the American Dental Association*, *Dentistry Today*, and the *New York State Journal of the Academy of General Dentistry*. He has been featured as a seminar series speaker/consultant for the American Dental Association and is presently a Colgate Speaker.



# December 6, 2024

IN-PERSON SPEAKER

7:15 am–1:00 pm, Delta Hotel — Joining City of Lakes Study Club  
Doctor Members

## A 50 Year Retrospective — My Failures and Lessons Learned J. William Robbins, DDS, MA

Lecture up to 5 hours, Multidisciplinary Topics, AGD Subject Code I49

It has been said that “success is a poor teacher.” In this presentation I will show failures of my cases and lessons that I have learned in the past 50 years. I will discuss several areas with possible solutions to the failures that I have experienced.

We obviously can't cover all of these areas in a one-day lecture. Therefore, please rank all of the subjects starting with your top choice being #1. We will then be able to create an educational experience tailored to the needs of your group.

*Upon completion of this session, attendees should be able to:*

- Understand many clinical and behavioral failures that the speaker has experienced during his 50 years of clinical practice.
- Learn the lessons that the speaker has learned in dealing with these failures.

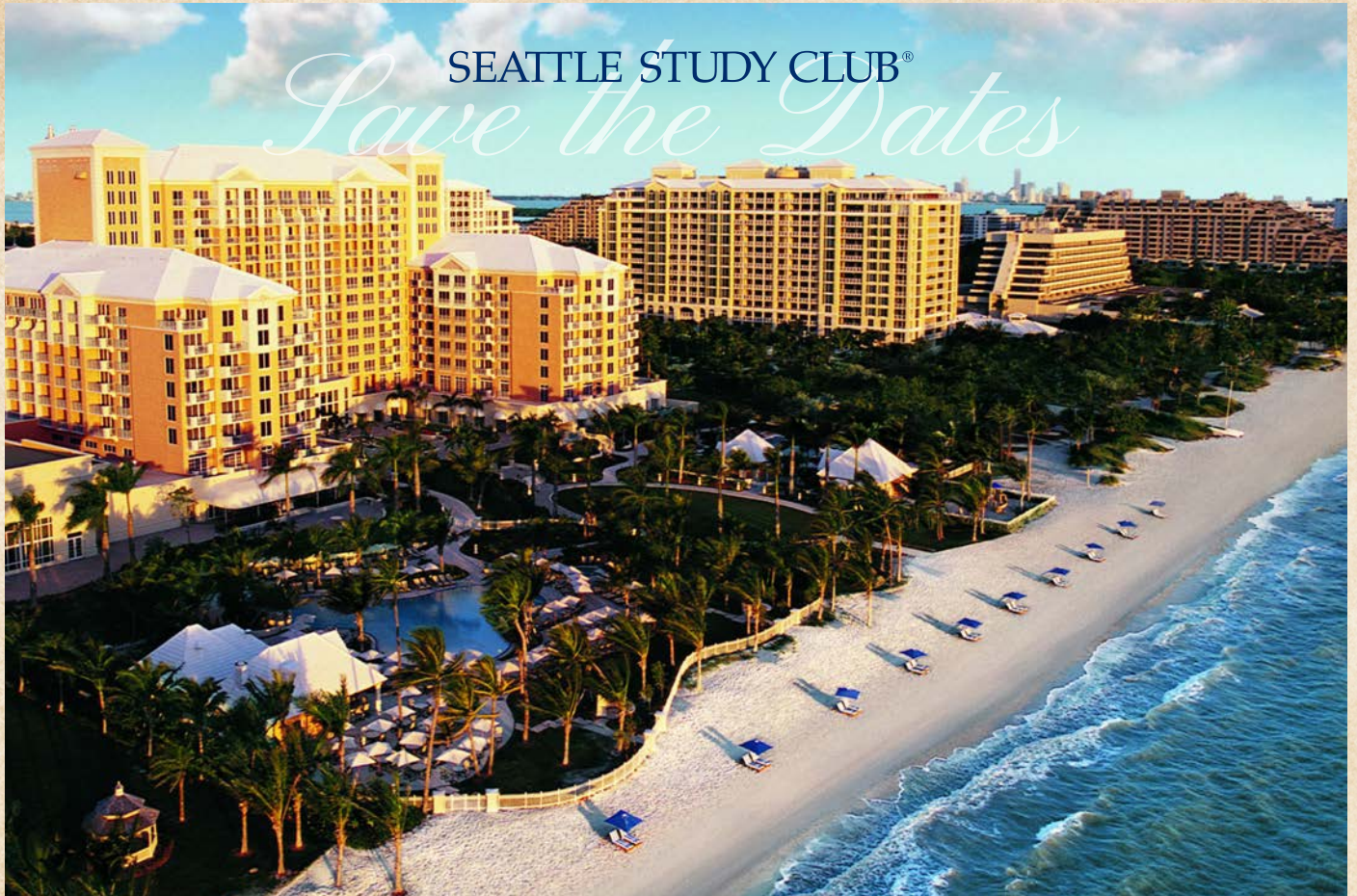
*Dr. J. William Robbins has no previous or current affiliations to disclose.*



Dr. J. William Robbins maintains a full-time private practice and is adjunct clinical professor in the Department of Comprehensive Dentistry at the University of Texas Health Science Center at San Antonio Dental School. He graduated from the University of Tennessee Dental School in 1973. He completed a rotating internship at the Veterans Administration Hospital in Leavenworth, Kansas and a 2-year general practice residency at the V.A. Hospital in San Diego, California. Dr. Robbins has published over 80 articles, abstracts, and chapters on a wide range of dental subjects and has lectured internationally. He is a diplomate of the American Board of General Dentistry and past president of the American Board of General Dentistry.



*January 22-25, 2025*



*Symposium 2025*

**The Ritz-Carlton Key Biscayne  
Miami, Florida**



February 6, 2025

VIDEO PROGRAM SESSION  
5:15 pm, Best Western Plus/North Metro Event Center  
Doctor Members & Hygienists

## Radiographic Pathology Demystified — Enhancing Diagnostic Skills Ashleigh Briody, DDS, MS

Lecture up to 2 hours, Oral Medicine, Oral Diagnosis, Oral Pathology,  
AGD Subject Code 730

In this engaging two-hour session, we will unravel the complexities of radiographic images and empower you with the knowledge and confidence to interpret them effectively. Most radiographic pathologic lesions can be categorized into distinct categories and Dr. Briody will guide you through these, providing you with a systematic approach to understanding radiographic findings. After a comprehensive review of radiographic findings and their implications, you will have the opportunity to put your newfound knowledge to the test. This interactive program is designed to boost your confidence in identifying pathology on a radiograph. By the end of this session, you'll feel more capable of recognizing the radiographic features that distinguish benign from malignant lesions. You'll also have a clear understanding of when to refer cases for specialist evaluation and when to monitor lesions over time.

*Upon completion of this session, attendees should be able to:*

- Categorize lesions appropriately in helping to establish a diagnosis.
- Understand clinical features of bone lesions to determine when to order further imaging, when to biopsy, and when to refer.
- Recognize radiographic features necessary to distinguish benign from malignant lesions.

*Dr. Ashleigh Briody has no previous or current affiliations to disclose.*



Dr. Ashleigh Briody is from Baton Rouge, Louisiana. She earned her DDS from the LSU School of Dentistry in New Orleans. She completed her oral and maxillofacial pathology residency at The Ohio State University, where she earned a certificate and a master's degree. She is a fellow of the American Academy of Oral and Maxillofacial Pathology and a Diplomate of the American Board of Oral and Maxillofacial Pathology. The scope of her practice includes seeing patients clinically, diagnosing and managing oral disease, performing biopsies, CO<sub>2</sub> laser ablation, and reading the tissue microscopically (both in-house and outside specimens). When not in clinic, she enjoys lecturing about oral pathology all over the United States.



March 21, 2025

IN-PERSON SPEAKER

7:15 am–1:00 pm, Delta Hotel — Joining City of Lakes Study Club  
Doctor Members

## Recession-Proof Your Practice — The Shift from Single Teeth to the Whole Person Paresh Shah, DMD

Lecture up to 5 hours, Multidisciplinary Topics, AGD Subject Code I49

As DSOs and school debt continue to grow, there are many dentists that wish to create successful niche practices. Most of us never received the tools to look at the big picture and understand why dentition and supporting structures can break down or fail. Most of us are good “single-tooth” or “reparative dentists,” but few are good “interdisciplinary” dentists.

This lecture will take you through the evolution from a being a tooth-by-tooth dentist to a comprehensive interdisciplinary dentist. Furthermore, teeth are always moving, and bites are always changing. Learn how to create stability through orthodontics and interdisciplinary treatment to improve patient care. This approach will help your patients and create a more successful and healthy practice. Participants will be taken through a series of real-life, everyday cases to highlight concepts being presented.

*Upon completion of this session, attendees should be able to:*

- Outline an interdisciplinary approach to care that can lead to better patient care and practice success.
- Stage treatment to suit a patient’s convenience.

*Dr. Paresh Shah has no previous or current affiliations to disclose.*



Dr. Paresh Shah has a special interest in cosmetics, implants and smile makeovers, and has used digital technology in his practice for more than 15 years. He received his dental degree from the University of Manitoba in 1991. Dr. Shah holds a master’s degree in physiology and has a proficiency certificate in esthetic dentistry from the University of Buffalo. Dr. Shah has served as adjunct faculty at Arthur A. Dugoni School of Dentistry in San Francisco, a clinical mentor in the post-graduate program in esthetic dentistry at the University of Minnesota, and a clinical instructor at the University of Manitoba Dental School. Dr. Shah lectures on all aspects of restorative dentistry, interdisciplinary care and digital dentistry.



# April 11, 2025

IN-PERSON SPEAKER

7:00 am–1:00 pm, Delta Hotel — Southside Comprehensive Study Club Joining Us  
Doctor Members, Hygienists & Team Members

## The Heart of Dentistry Clinically Significant, Personally Relevant David Mainz, MS, RDN, FAND, CSP

Lecture up to 4 hours, Basic Sciences and Self Improvement,  
AGD Subject Codes 010 and 750

The demands of dentistry often come at the expense of a dental professional's physical health. In this full-day CE-approved program David Mainz addresses the most critical aspects of what it takes to personally maximize a dental professional's health and quality of life, and how they can help their patients do the same. You'll learn what you must know about sugar and periodontal disease, sugar substitutes, vitamin supplements, alcohol and more. Plus, dentistry's role in preventing America's #1 killer: heart disease. Lots of great information for you, your family and your patients.

*Upon completion of this session, attendees should be able to:*

- Understand the impact of sugar beyond dental caries.
- Identify sugar substitute options.
- Differentiate between basic vitamin supplement needs and marketing claims.
- Grasp the concept of lumenology vs. arteriology in cardiovascular disease prevention.

*David Mainz is a professional speaker and director of The Healthy Dentist Summit. He receives an honoraria for lecturing.*



Health promotion expert David Mainz speaks nationally to dental groups and associations and has been published in both the journal of the Academy of General Dentistry and Dentistry Today. David's formal education includes a Master's Degree (MS) in Human Nutrition from the University of Missouri, and status as a Registered Dietitian Nutritionist (RDN) and Fellow in the Academy of Nutrition and Dietetics (FAND). He is also a Certified Speaking Professional (CSP) in the National Speaker's Association and the author of *Wealthy, Healthy and Wise: How Dental Professionals Can Make Sure Their Health Lasts As Long As Their Money Does*. And he's kind of funny, too!



May 15, 2025

IN-PERSON SPEAKER  
5:00 pm, Dellwood Country Club  
Doctors & Spouses/Significant Others

## Creating Successful Dental Partnerships Lessons Learned from 35 Years of Practice Transitions Charles Loretto, CPA

Lecture up to 2 hours, Practice Management and Human Relations, AGD Subject Code 550

Dental practice partnerships and transition opportunities are not just about dollars and cents. This program presents information about how to create a successful partnership that is fair and equitable to both parties. It illustrates what doctors need to know about the significant tax advantages a transition can have for both the buyer and the seller, offering the potential for a win-win situation. This lecture provides a thorough outline of the key considerations when contemplating a partnership. In today's environment, finding an appropriate value for the practice, and somebody who wants to buy it, is simply not enough. Sellers need to identify when they are financially ready to sell, as well as the effect the sale will have on their financial future and earnings. Buyers need to understand the financial impact a purchase will have not only today, but years into the future.

*Upon completion of this session, attendees should be able to:*

- Identify a step-by-step process that produces successful, equitable partnerships.
- Determine if it makes financial sense to bring in an associate.
- Understand the best timing of the sale of practice for both the buyer and the seller.
- Successfully structure a mutually beneficial deal.
- Identify ways to split the money when procedures and collection amounts differ among providers.

*Charles Loretto is an employee of CWA.*



Charles Loretto received a Bachelor of Arts in marketing from University of Texas at Arlington. He joined CWA in 2001 and became a partner in 2016. As an Investment Advisory Representative, he plays a critical role in growing the firm's client base as the director of business development, marketing and new client services. Since 2004, Charles has presented to over 30,000 dentists and dental students. He hosts the top-ranking dental podcast, Transition Talk. Charles oversees the practice transition department for CWA and is founder of affiliate company, National Dental Placements, that assists doctors in the buying, transitioning and valuation of a practice. He and his team help hundreds of clients and non-clients with their transition goals annually.



# The Fine Print

## Registration

These are virtual and live lecture, demo, and peer discussion programs suitable for all dentists, dental students, and business professionals regardless of prior experience who are True North members.

Curriculum, wall calendars, and registration may be found online at [truenorthoralsurgery.com](http://truenorthoralsurgery.com) under the tab "True North Professional Studies," for both doctors and hygienists. This content can also be accessed with the QR code below.

Alternately, contact Breanna Grinsteiner (Coordinator) at [tnprofessionalstudies@gmail.com](mailto:tnprofessionalstudies@gmail.com) or 651.578.7000.

Please call with any cancellations at least 72 hours before the meeting.

## Electronic/Virtual Education

Participant feedback and interchange with instructors will be facilitated through email and live Q&A for all sessions hosted by Seattle Study Club. For recorded sessions, directors will facilitate group discussion with club members.

## Code of Conduct

We are committed to ensuring a safe and respectful meeting environment that is free of harassment, bullying, or offensive comments and/or behavior toward others. We expect all participants whether attending live or virtual sessions to abide by this Code of Conduct policy on all online platforms, or in venues at a meeting, including ancillary events and official and unofficial social gatherings.

- Exercise consideration and respect in your speech and actions.
- Refrain from demeaning, discriminatory, or harassing behavior and speech.

## Disclaimer

Some information or presentations may include controversial materials or commercial references. Seattle Study Club cautions all course participants that there is potential risk to using limited knowledge when incorporating new techniques and procedures into their practices, especially when the continuing education program has not provided them with supervised clinical experience in the techniques or procedures to ensure that they have attained competence.

## Substitutions

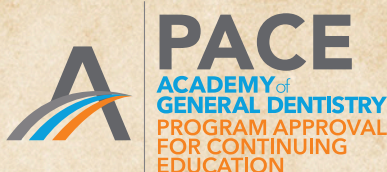
This brochure represents the speakers/programs established at the time of publication; however, speaker cancellations occasionally occur for reasons beyond our control. In the event of such an occurrence, speaker/program substitutions may be made without prior notice.

## Up to 26 Credits Available

(Of which 0 hours will be submitted by Seattle Study Club Inc and 26 hours will be submitted by True North Professional Studies.) This activity has been planned and implemented in accordance with the standards of the Academy of General Dentistry Program Approval for Continuing Education (AGD PACE) through the joint program provider approval of Seattle Study Club Inc (Nationally Approved) and True North Professional Studies (Locally Approved).

Seattle Study Club Inc and True North Professional Studies are approved for awarding FAGD/MAGD credit.

The current term of True North Professional Studies approval extends from 7/1/2024 to 6/30/2026. Provider ID# 216514.



Seattle Study Club Inc  
Nationally Approved PACE Program Provider for FAGD/  
MAGD credit. Approval does not imply acceptance by any  
regulatory authority or AGD endorsement.  
10/1/2021 to 9/30/2027. Provider ID# 300136.





*2024 ~ 2025*

**TRUE NORTH**

PROFESSIONAL STUDIES