

The Woehler Research Group offers to selected guests a yearly contract which traditionally has been two weekend meetings (two days each) in Florida and an annual fall meeting of three days at some exotic setting such as those listed.

WOEHLER RESEARCH GROUP

Dr. John V. Woytowitz.....President
Dr. James D. Booth.....Vice President
Dr. Jeb Stuart James.....Secretary-Treasurer
Dr. Harry Gruen.....Program Chairman

Dr. Albert J. Bauknecht.....Jacksonville, Florida
Dr. James D. Booth.....Winter Park, Florida
Dr. Bruce E. Brooks.....Lake Worth, Florida
Dr. Allan C. Foley.....Delray Beach, Florida
Dr. Philip M. Golden.....Winston-Salem, North Carolina
Dr. Harry Gruen.....Starke, Florida
Dr. Terry A. Hornaday, Jr.....West Palm Beach, Florida
Dr. Jeb Stuart James.....Bay City, Texas
Dr. Hulon T. Lawson.....West Palm Beach, Florida
Dr. James H. Lee.....Goldsboro, North Carolina
Dr. Perry Mueller, Jr.....Lake Jackson, Texas
Dr. Edward N. Parnell, Jr.....Winter Park, Florida
Dr. John V. Woytowitz.....Baltimore, Maryland
Dr. Thomas F. Yoho.....Tampa, Florida

Members Emeritus

Dr. Lewis J. Marchand.....Gainesville, Florida
Dr. Maurice B. Richardson.....Newport, North Carolina
Dr. William H. Sunlen.....High Springs, Florida

Honorary Members

Dr. Arne G. Lauritzen.....Seattle, Washington
Dr. Robert B. Shira.....Boston, Massachusetts

This 1993 program is dedicated to the memory of our long-time member, R. Watson Bacon, D.D.S., deceased 1992.

CONTINUING EDUCATION PROGRAM APPROVED
FDA NO. 208 AND AGD NO. 7188



1993

WOEHLER RESEARCH GROUP

PRESENTS

YOUR DENTAL PRACTICE: TUNE UPS AND/OR TURN OVERS

Carl M. Caplan, D.D.S., M.B.A.
**PRACTICE TRANSITION
AND MANAGEMENT**

Gunnar Philipp
EXODONTIA: THE ÖGRAM SYSTEM

Michael W. Freeny, M.S.W.
MALE SEXUALITY

Michael Goldfogel, D.D.S.
**ESTHETIC UPDATE 1993: RESTORATIVE
AND ESTHETIC DENTISTRY**

Dr. Gerard J. Chiche
**PRACTICAL CROWN AND BRIDGE
FOR PREDICTABLE ESTHETICS**

*"Every dentist must be an expert
in every phase of dentistry."*

John L. Woehler, D.D.S.

Sat., Feb. 6, 1993, 8:00 AM to 5:00 PM

Sun., Feb. 7, 1993, 8:00 AM to 2:00 PM

Tampa, FL

Carl M. Caplan, D.D.S., M.B.A.

PRACTICE TRANSITION AND MANAGEMENT

Dr. Caplan has authored over 150 articles, several manuals and texts and an audio-tape series on "Associateships, Partnerships and Practice Valuation". His D.D.S. degree was from the University of Maryland Baltimore College of Dental Surgery. His M.B.A. degree was from Loyola College of Baltimore. He has his own general dental practice, taught at Georgetown University School of Dentistry and teaches currently at the University of Maryland Baltimore College of Dental Surgery. He has served as a consulting editor to many publications such as *Physicians Management* and *Dental Management* Magazines. He is author of a monthly column entitled "Talking Practice Enhancement" for the newsletter of the American Podiatric Medical Association. He holds membership in the American Academy of Dental Practice Administration, International College of Dentists, Omicron Kappa Upsilon, American Academy of Medicine and the Society of Medical-Dental Management Consultants.

Whether solo or group, practitioners will eventually face transferring ownership. Any practice transition decision will have a major impact on a doctor's family, along with a marked effect on personal and professional income and security. Failure to plan properly may result in catastrophic cash flow or may undermine a potential associate or buy in contract. For some, retirement prompts the change; for others, adding an associate for an eventual buy in or simply as an additional profit center. Group practice appeals to some while others will want to maintain autonomy. A practice transition may occur without choice due to a doctor's disability or death. Topics covered are:

- Financial planning: the requirements for success
- Risk management: business and personal insurance
- Types of practice transitions: phased buy in and buy out, 100% buy out, Role Reversal Phenomenon, open-market sale, solo-group concept
- The associate profit center: assessing the need for an associate, how much to pay an associate, creating a positive cash flow, employee/independent contractor guidelines
- The entitlements of practice ownership: how to retrieve equity; how to distribute practice profits
- Analysis of Profit and Loss Statements
- Understanding practice assets: tangible assets, goodwill
- The general practice transition
- The specialty practice transition
- Practice valuation techniques: summation of assets, capitalization of excess earnings, debt service/income approach
- The open-market sale: data acquisition and analysis, financing, brokering, finalizing a sale
- Insurance buy outs
- Making relationships work: creating a bond, bringing a dentist daughter or son into a practice
- Practice value with disability or death
- Why a spouse must be kept informed
- Associateship agreement: key issues
- Partnership agreement: key issues

Sat., May 22, 1993, 8:00 AM to 5:00 PM

Sun., May 23, 1993, 8:00 AM to 2:00 PM

West Palm Beach, FL

Gunnar Philipp, Sat.:

EXODONTIA: THE ÖGRAM SYSTEM

Gunnar Philipp is an exodontia instrument specialist with 20 years experience consulting in thousands of clinical cases in private practices of over 1,000 dentists in Europe and the United States, out of which he developed the approach to exodontia known as the Ögram System. He has authored a book, lectured and consulted with dentists and dental schools and instrument manufacturers, and designed many exodontia instruments.

This presentation will introduce key mechanical, anatomical and physiological considerations for predictable results; **ninety percent of this will be new to the user.** With Ögram, the practitioner will improve instrumentation technique while simplifying the surgical process and minimizing trial and error and trauma. Singular complex non-impacted teeth can be removed within 10 minutes without a flap or cortical bone removal. Covered will be crowded teeth, broken down teeth, molar sectioning, root tip retrieval, hypercementosis, ankylosis and impactions. Prepared skulls and instruments will be available for a hands-on assessment and each participant will receive a syllabus on the Ögram System.

Michael W. Freeny, M.S.W., Sun.:

MALE SEXUALITY

Michael W. Freeny received his M.S.W. in Clinical Social Work from the University of Southern California and was certified in sex therapy at the Human Sexuality Program, University of California, Los Angeles, where he served as a supervisor and speaker. He taught sex therapy at Pepperdine University Graduate School and at California School of Professional Psychology. He has a private practice in psychotherapy.

This workshop explores issues of male sexuality and intimacy. The roles of men in sex have undergone changes in the last two decades and rules of conduct have become blurred. Sexual dysfunction and dissatisfaction and how sex impacts men's total health will be examined. Topics include:

- What men learn about their sexuality
- Crazy things people believe about male sexuality
- New views of old functions
- Erection problems and premature ejaculation
- Problems of sexual desire
- What sex therapy is and when it works
- What pills and appliances offer
- Treatment alternatives for married and single men

**Oct. 3, 4, 5, 1993, Sun., Mon. and Tue.
6:00 AM to noon each day
New Orleans, LA**

**Michael Goldfogel, D.D.S., Sun. and Mon.:
ESTHETIC UPDATE 1993: A TECHNIQUE
AND MANAGEMENT APPROACH TO
RESTORATIVE AND ESTHETIC DENTISTRY**

Dr. Goldfogel graduated from Northwestern University School of Dentistry in 1976 and has maintained a private practice in Englewood, Colorado, for the past 15 years. He has taught at the University of Colorado Dental School for the past 13 years and is currently an Associate Clinical Professor there.

Materials and techniques presented will be state of the art level, with focus on functional and esthetic anterior and posterior resin systems such as filled composites, hybrids and color modifiers. Both enamel and dentin adhesives, along with dentin etching, will be discussed. Color and contour of restorations will be presented. Anterior restorative techniques will include partial coverage esthetics, direct veneers and porcelain veneers. Posterior systems discussed will be direct placed porcelain resin, resin inlays and porcelain onlays. Included will be correction of tooth discolorations utilizing in-office and patient administered bleaching. Clinical cases will be demonstrated and a potpourri of practical restorative hints will be available in question/answer exchanges.

**Dr. Gerard J. Chiche, Tue.:
PRACTICAL CROWN AND BRIDGE FOR
PREDICTABLE ESTHETICS**

Dr. Chiche graduated from the University of Paris Dental School in 1977 and completed his specialty training in prosthodontics at Louisiana State University in 1980, where he is currently Professor in Fixed Prosthodontics. He holds membership in the American Academy of Esthetic Dentistry, American Academy of Crown and Bridge, American Academy of Restorative Dentistry, International Society of Dental Ceramics, Academy of Osseointegration and Omicron Kappa Upsilon.

In our present era of fitness and elegance, the dentist must rapidly become an "Esthetician" of the smile. To accomplish this, Dr. Chiche brings us a simple, systematic, step by step approach, combining basic esthetic principles with practical crown and bridge techniques. Improved laboratory techniques are stressed. Topics covered include:

- Anterior restorations: key factors in treatment planning
- Esthetic planning: incorporating artistic principles
- Esthetic analysis: identifying potential obstacles, case presentations, step by step approach to retreatment cases, learning from esthetic failures
- Perio-esthetic combinations for predictable esthetic results
- Smile anatomy: pleasing symmetry and pleasing irregularities
- Smile matching: a rational approach
- Tooth preparations: tips for crevicular management
- Provisional restorations for improved margins and esthetics
- Impression and tissue management for best esthetic results
- Try-in: check list for successful esthetics

Some Johnny-come-latelys to Woehlerite gatherings have heard varied whispered versions of our **glorious invasion** of Canada in October, 1982, our **historic capture** of The Heights of Abraham (via airplane, bus and car), our sudden seizure of Quebec City itself, our **occupation** of its crown jewel, The Citadel, and then (horror of all horrors!) how those cunning Quebecans quickly turned the tables, **stunning** us with their cultural and historic interests, **disarming** us with their inimitable hospitality, **making slaves** of us with their irresistible gastronomic delights amongst assorted other delights and then **paroling** us to wistful years of looking back. In those 11 years we've not been able to **match** the Quebec City trip, but on Sunday, October 3, 1993, we will **top** it, at the **under belly** of the U.S. of A., the Crescent City, with a Woehlerite gathering in New Orleans at (you can believe this!) The Monteleone. The Dead Sea beckoned us to come and Death Valley begged us, but New Orleans wooed us and won us as the site of our first subterranean level dental seminar. In the French Quarter. Easy walk to the restaurant area. If you need a lot of explaining to entice you to New Orleans, you're too young to come. Or too old. Be there!

WOEHLER RESEARCH GROUP, 1965 - 1992

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| 1965 | Cozumel, Mexico..... | Oral Pathology |
| | Charles A. Waldron, D.D.S., M.D.S. | |
| 1966 | Lake Atlan and Guatemala City,
Guatemala | Periodontology |
| | D. Walter Cohen, D.D.S. | |
| 1967 | Cozumel, Mexico..... | Orthodontia |
| | Albert T. Wiebrecht, D.D.S. | |
| | H. Peter Birmler, M.D., D.D.S. | |
| 1968 | St. Croix, Virgin Islands..... | Oral Surgery |
| | Colonel Robert B. Shira | |
| 1969 | Isla Mujeres, Mexico..... | Restorative Dentistry |
| | Rex Ingraham, D.D.S. | |
| | Niles F. Buichet, D.D.S. | |
| | H. William Gilmore, D.D.S. | |
| | Bruce B. Bell, D.D.S. | |
| 1970 | Chihuahua City, Topolobampo and Copper Canyon,
Mexico | Radiology, Pharmacology and Endodontia |
| | Albert G. Richards, M.S. | |
| | James W. Smudski, D.D.S., Ph.D. | |
| | Jacob B. Freedland, D.D.S. | |
| 1971 | Barbados, British West Indies | How To Be Happy
Though Middle-Aged, Married and a Dentist |
| | Everett L. Shostrom, Ph.D. | |
| | Jack L. Rosenberg, M.A., D.D.S. | |
| | James J. Kavanaugh, Ph.D. | |
| | George R. Bach, Ph.D. | |
| 1972 | SABBATICAL YEAR from established format, Woehler
Research Group members: | |
| | — Spent a week at Esalen Institute, Big Sur, CA, utilizing
Jack L. Rosenberg, M.A., D.D.S., as seminar leader on
approaches to personal growth. | |
| | — Sponsored a representative team of Group members
(James H. Lee, D.D.S., William H. Sunlen, D.D.S. and
Almon O. Thompson, D.D.S.) who lectured two weeks in
Italy, France and Germany. | |
| 1973 | Roatan Island, Honduras | Economics in the
Dental Practice of the Future |
| | Harvey B. Sarnier, B.S., LL.B. | |
| | Hans F. Sennholz, M.A., Ph.D. | |
| | Ferris M. Hoggard, Jr. | |