

WOEHLER RESEARCH GROUP

Dr. Jeb Stuart James President
 Dr. John V. Woytowicz Vice President
 Dr. J. Raymond Mooring, Jr. Secretary-Treasurer
 Dr. Philip M. Golden Program Chairman

Dr. Albert J. Bauknecht Jacksonville, FL
 Dr. Bruce E. Brooks Lake Worth, FL
 Dr. Allan C. Foley Delray Beach, FL
 Dr. Philip M. Golden Winston-Salem, NC
 Dr. Harry Gruen Starke, FL
 Dr. Jeb Stuart James Bay City, TX
 Dr. Hulon T. Lawson West Palm Beach, FL
 Dr. J. Raymond Mooring, Jr. Mount Olive, NC
 Dr. Perry Mueller, Jr. Lake Jackson, TX
 Dr. Edward N. Parnell, Jr. Winter Park, FL
 Dr. Thomas F. Yoho Tampa, FL

Members Emeritus

Dr. James D. Booth Winter Park, FL
 Dr. Lewis J. Marchand Gainesville, FL
 Dr. Maurice B. Richardson Newport, NC
 Dr. William H. Sunlen High Springs, FL

Honorary Members

Dr. Arne G. Lauritzen Seattle, WA
 Dr. Robert B. Shira Boston, MA

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



1995
 WOEHLER RESEARCH GROUP
 PRESENTS

DISCOVERIES FOR A ROBUST DENTAL PRACTICE INTO THE 21st CENTURY

— FINANCIAL DISCOVERIES —

TREATING YOUR PRACTICE
 LIKE A BUSINESS

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

ARE YOU LIVING OVER THE EDGE?

Richard L. Sullivan, B.S., C.P.A.

— IMPLANT DISCOVERIES —

AN INTRODUCTION TO IMPLANTS

Calcitek	Paul Martel
Corevent/Dentsply	Karie Aranday
Implants International	Alan Miller
Interpore	Bill Mirable
Nobelpharma	Mike Parker
Sterioss/Bausch & Lomb	Cindy Walther

IMPLANT RESTORATIONS - CHALLENGES AND SOLUTIONS

Clifford W. Fox, D.D.S.

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

John L. Woehler, D.D.S.

Saturday, February 4, 1995, 8:00 A.M. to 5:00 P.M.
Sunday, February 5, 1995, 8:00 A.M. to 2:00 P.M.
Tampa, FL

Carl M. Caplan, D.D.S., M.B.A.
TREATING YOUR PRACTICE LIKE A BUSINESS

This is a return visit for Carl, who will share his experience and expertise on the business aspects of a thriving dental practice.

Carl M. Caplan, D.D.S., M.B.A. is the author of over 200 articles, several manuals and texts, and an audiotape series on "Associateships, Partnerships and Practice Valuation." He has assisted health care practitioners and their staffs throughout the United States and Canada with their practice management needs and has lectured internationally on a broad range of relevant business management subjects. He is a recognized authority in the area of practice transitions.

Dr. Caplan has served as a consulting editor to many publications including Physician's Management Magazine (for whom he is the only dentist serving in this capacity), Dental Management Magazine, and for many years authored many columns for CAL and DENTIST magazines. He presently writes a regular column for the Journal of the Illinois State Dental Society.

Dr. Caplan's involvement in organized dentistry is extensive. He founded and chaired the first council on Dental Practice Management for the Maryland State Dental Association. Among his other chairmanships have been the Dental Auxiliary Advisory Committee for the Community College of Baltimore, and the Committee on Dental Auxiliary Retention and Recruitment for the Maryland State Dental Association. He has served as a consultant to the American Dental Association Council on Dental Practice.

Honorary memberships bestowed upon Dr. Caplan include election to the American Academy of Dental Practice Administration, International College of Dentists, Omicron Kappa Upsilon Honorary Dental Society, American Academy of Oral Medicine, and Society of Medical-Dental Management Consultants.

We all know of the technically skilled dentist who struggles to survive in his practice or sometimes fails financially because of poor business skills. Dr. Caplan's one day, fast paced program will provide many of the tools necessary for the discovery of financial security in the business of a dental practice. Carl combines the structured discipline of an M.B.A. with the reality of business challenges of the dental office and offers solutions to challenges such as:

- The mystery of fees
- Setting fee levels
- Raising fees - how much & how often
- Planning strategy for growth
- Establishing productivity goals
- Staffing for increased productivity & profit
- Developing a comprehensive staff compensation package
- Salaries - establishing a base + raises
- Incentive bonuses - asset or liability
- Determining the real practice profit
- A financial policy that works
- Billing and collections

and much more.

Bring a sharp pencil and plenty of paper. There will be no opportunity for daydreams.

Richard L. Sullivan, B.S., C.P.A.
ARE YOU LIVING OVER THE EDGE?

Dick Sullivan graduated from Drexel University, Philadelphia, PA in 1976 with a BS in Accounting. He then signed on with the international accounting firm of Ernst & Ernst. After earning his CPA certificate, he started as Controller with a privately held media company and finished as Director of Administration and Strategic Planning. He then established his own practice with the investment firm of Smith Barney. Richard has been with Smith Barney for the last thirteen years. His current position is Vice President serving the investment needs of individuals, closely held businesses, and bank trust departments here in the U.S. and in several foreign countries.

Dick is a member in good standing of the American Institute of Certified Public Accountants and the North Carolina Association of CPA's, where he has served on and chaired the Personal Financial Planning Committee. Dick is also active in many community activities.

His seminar will show us how to examine our current personal financial situation, and the relationship our lifestyle has on our ability to achieve financial freedom. For those of us living over the edge we will discuss financial strategies to help us get back on track. Once we are back on track we will discuss the investment plans necessary to stay on track. Our discussion will cover both short-term and long-term strategy and help us avoid having to subscribe to the Wall Street Journal and Money.

Saturday, June 3, 1995, 8:00 A.M. to 5:00 P.M.
Sunday, June 4, 1995, 8:00 A.M. to 2:00 P.M.
West Palm Beach, FL

AN INTRODUCTION TO IMPLANTS

Each year thousands of dental implants are placed and restored. Each of us has faced the problem of recognizing and servicing implants placed by another practitioner. We may elect to place or restore additional implants, but are indecisive in choice to suit our function.

To help us face and solve these dilemmas, six of the leading dental implant manufacturers have agreed to introduce us to various implants, discuss advantages and indications for use, and requirements for servicing. Hands-on introduction to the implants and restorative parts will simplify answers to questions on technique.

This will be a rapid fire two days with a unique opportunity to be exposed to the following companies and representatives:

Calcitek
Corevent/Dentsply
Implants International
Interpore
Noblepharma
Sterios/Bausch & Lomb

Paul Martel
Karie Aranday
Alan Miller
Bill Mirable
Mike Parker
Cindy Walther

Sunday, Oct. 29, 1995, 6:00 A.M. to 1:00 P.M.
Monday, Oct. 30, 1995, 6:00 A.M. to 1:00 P.M.
Tuesday, Oct. 31, 1995, 6:00 A.M. to 1:00 P.M.
Puerto Vallarta, Mexico

Clifford W. Fox, D.D.S. **IMPLANT RESTORATIONS - CHALLENGES** **AND SOLUTIONS**

One of dentistry's most organized operators and teachers will share his knowledge gleaned from years of experience with implant dentistry.

Clifford Fox serves or has served as Clinical Professor of Restorative Dentistry at Case Western Reserve University; Clinical Professor Fixed Prosthodontics, Temple University; Assistant Clinical Professor, Ohio State University Graduate Orthodontic Department and Course Director and co-founder of the Society of Occlusal Studies. Dr. Fox is Section Editor of Restorative Dentistry for the Journal of Craniomandibular Practice and a reviewer for the Journal of the American Dental Association.

Dr. Fox has fellowships in the American College of Dentists, the International College of Dentists and the Academy of General Dentistry.

Dr. Fox will develop concepts discussed during the June meeting, and demonstrate clinical applications of implant restorations.

His topics will include:

- Diagnosis & case selection and treatment planning
- Indication and utilization of the single tooth implant
- Fixed and fixed removable multiple implants
- Implants in combination with natural dentition
- Implant supported removable prosthesis
- Attachments to be considered in implant restoration
- Recognizing problems and problem solving

His organized style of presentation will enable the student to approach implant restorations with greater skill and confidence.

Puerto Vallarta, Mexico, is the site of Dr. Fox's implant seminar. Off time each day is 1:00 P.M. The meeting will be held in the Sheraton Buganvilias Resort. This resort is located on a pristine Puerto Vallartan beach flanked by rolling hills and the deep blue Pacific Ocean, located just ten minutes from the airport and five minutes from the picturesque downtown area. The Sheraton captures the romantic spirit of lovely Puerto Vallarta, site of the movie "Night of the Iguana" and T.V.'s "Love Boat".

Puerto Vallarta has something to offer everyone: cobblestone streets of Old Mexico, arts, crafts, old-style Mexican white houses with red tiled roofs, and open markets. In town numerous shops and restaurants maintain a quaint and authentic quality. There are numerous cruises, jungle tours, thrilling helicopter rides, every imaginable water sport, and fishing readily available to accommodate the Woehler reputation for exotic and diverse activities. A great meeting should be had by all!

WOEHLER RESEARCH GROUP, 1965 - 1994

- | | |
|------|---|
| 1965 | Cozumel, Mexico Oral Pathology
Charles A. Waldron, D.D.S., M.D.S. |
| 1966 | Lake Atitlan and Guatemala City, Periodontology
Guatemala
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
Major General Robert B. Shira |
| 1969 | Isla Mujeres, Mexico Restorative Dentistry
Rex Ingraham, D.D.S.
Niles F. Guichet, D.D.S.
H. William Gilmore, D.D.S.
Bruce B. Bell, D.D.S. |
| 1970 | Chihuahua City, Topolobampo and Radiology,
Copper Canyon, Mexico 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. Samer, B.S., LL.B.
Hans F. Sennholz, M.A., Ph.D.
Ferris M. Hoggard, Jr. |
| 1974 | San Jose, Costa Rica Hypnosis and Mind
Control in Dental Practice
David A. Gouch, M.D.
Gerald E. Halker, D.D.S.
Joe B. McCawley
Emil V. Spillman, M.D.
Sheldon A. Rose |
| 1975 | San Andres Island, Colombia New Dimensions in
Functioning Anatomy and Physiology
John C. McCamy, M.D.
Bob Barringer, M.D.
Sally Lynch
Alysoun Ford
Thomas Hanna, Ph.D. |