

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

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 Dr. Jeb Stuart James Vice President
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Honorary Members

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

The Woehler Research Group is the oldest, continuous, registered study group in the U.S. 1996 marks the thirty-second year of providing relevant continuing education to its members and guests.

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



1996
 WOEHLER RESEARCH GROUP
 PRESENTS

MOVING YOUR PRACTICE FORWARD - ANSWERS TO TODAY'S ISSUES

"CONCEPTS IN MANAGED CARE"
 Doyle C. Williams, D.D.S.

"QUALITY MANAGEMENT FOR
 SATISFIED CUSTOMERS"
 Ric Graham

"ACHIEVING ECONOMIC FREEDOM"
 Robert R. Faucett, D.D.S.

"ISSUES IN MANAGING THE SURGICAL
 PATIENT"
 Mark T. Shehan, D.D.S.

"RESTORING THE ENDODONTICALLY
 TREATED TOOTH"
 Kieth Manning, D.D.S., M.Sc., F.A.D.I.

"PREDICTABLY SUCCESSFUL
 ENDODONTICS"
 Donald G. Yu, D.M.D., C.A.G.S., M.Sc.D.

"MAXILLOFACIAL PROSTHETICS AND
 CRANIOFACIAL OSSEointegration"
 John F. Wolfaardt, B.D.S., M.Dent., Ph.D.

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

John L. Woehler, D.D.S.

Saturday, February 10, 1996, 8:00 A.M. to 5:00 P.M.
Sunday, February 11, 1996, 8:00 A.M. to 2:00 P.M.
Tampa, FL

Doyle C. Williams, D.D.S.
CONCEPTS IN MANAGED CARE

Doyle G. Williams, D.D.S., received his undergraduate degree from Brigham Young and his dental degree from Baylor College. He maintained a private practice from 1980-1988, while lecturing extensively on "Dental Insurance Made Easy." In 1989 he joined BlueCross BlueShield of Texas as a dental consultant, becoming the Dental Director in 1992 and Vice-President in 1993. Dr. Williams continues to be an active member of the American Dental Association and lectures to local and dental societies.

Dr. Williams will speak on the critically important and topical subject of dental insurance and related developments in managed care programs. He will cover the various concepts in insurance (indemnity, PPO, HMO, discounts, referral service) plus managed care concepts such as risk shifting and sharing. He will explore the areas of financial incentives for health maintenance and cite recommended models of dental health programs. To assist with the often confusing elements of dental insurance, Dr. Williams also explains contract language, provider contracts and insurance coding.

Dr. Williams' lecture is a must-see session for all dentists as managed care coverage gains momentum in society.

Ric Graham
QUALITY MANAGEMENT FOR SATISFIED CUSTOMERS

Ric Graham serves as the Quality Leader and Director of Human Resources of The Ritz-Carlton, Amelia Island, Florida. Prior to joining The Ritz-Carlton Hotel Company, Mr. Graham spent over 15 years in banking and business. He received his graduate degree from the University of Virginia School of Consumer Banking. For the past seven years he has been with The Ritz-Carlton in Florida. Mr. Graham was an integral part of the pursuit for the Malcolm Baldrige National Quality Award, which The Ritz-Carlton Hotel Company received in 1992.

Ric Graham will address his "Six Steps to Satisfied Customers," including hiring correctly, orientation for success, training and certification, daily training, employment involvement, and employment empowerment. Ric will talk about the Gold Standards of The Ritz-Carlton and how those standards have helped them achieve national recognition for quality and customer satisfaction.

Robert R. Faucett, D.D.S.
ACHIEVING ECONOMIC FREEDOM

Dr. Faucett obtained his undergraduate degree in engineering from Kings Point Merchant Marine Academy. After working eight years as an engineer, he returned to school and graduated from Marquette School of Dentistry. He spent thirteen years in dentistry, until embarking on his current career in dental consulting. Dr. Faucett is now President of the southeast region for Mercer Global Advisors. Dr. Faucett stays close to developments in dentistry through his participation in related societies and associations.

For forward-looking practitioners, Dr. Faucett's seminar enhances retirement plans and adds valuable knowledge to overall financial management. Dr. Faucett has helped hundreds of health care professionals develop a game plan for achieving economic freedom using his first-hand experience. His seminar covers creative assessments of economic stress factors, developing a game plan through personal economic analysis and goal-setting, and strategies for investments based on a Nobel Prize economics model.

Saturday, June 1, 1996, 8:00 A.M. to 5:00 P.M.
Sunday, June 2, 1996, 8:00 A.M. to 2:00 P.M.
West Palm Beach, FL

Mark T. Shehan, D.D.S.
ISSUES IN MANAGING THE SURGICAL PATIENT

Mark T. Shehan is a practicing oral surgeon in Winston-Salem, North Carolina. He received his undergraduate and D.D.S. degrees from UNC-Chapel Hill, and performed his General Practitioner Residency at DePaul Hospital in Norfolk, Virginia. Following his Anesthesia Residency at Bowman Gray School of Medicine in Winston-Salem, he received his oral surgery degree from the Medical University of South Carolina. Dr. Shehan's main surgical interests are implants, TMJ and orthognathic techniques. He is an active member in the ADA, AAOMS, ABOMS, ADSA, and also state and local societies.

Having been a guest at past Woehler meetings, Dr. Shehan is keenly aware of the members' approach to advanced learning. He will focus on five subject areas:

- **Routine Oral Surgical Complications:** Prevention and management of surgical complications.
- **Infections:** A current review of dental-related infection, recognition, and treatment, both surgical and medical management.
- **TMJ:** A look at managing dysfunctional and painful TMJ conditions, surgical and nonsurgical.
- **Implants:** A realistic view of the day-to-day management of implant patients and an in-depth review of complications and treatment.
- **Trauma:** A thorough look at trauma from minor to major cases, plus current concepts in evaluating and treating dento-alveolar trauma.

Sunday, Oct. 13, 1996, 6:00 A.M. to 1:00 P.M.
Monday, Oct. 14, 1996, 6:00 A.M. to 1:00 P.M.
Tuesday, Oct. 15, 1996, 6:00 A.M. to 1:00 P.M.
Banff, Alberta, Canada

Kieth E. Manning, D.D.S., M.Sc., F.A.D.I.
RESTORING THE ENDODONTICALLY TREATED TOOTH

Dr. Manning received his D.D.S. from the University of Alberta in 1973 and practiced general dentistry for twelve years. In 1989 he was awarded a Masters Degree at the University of Michigan in restorative and prosthetic dentistry. He is currently Head of Fixed Prosthetics at the University of Alberta and President elect of the Alberta Society of Prosthodontists.

Dr. Manning's lecture focuses on post and core build-ups for an endodontically treated tooth. He discusses the dilemma of selecting the optimal materials, techniques and designs for these procedures, many of which are controversial and even harmful. Part I of this course reviews some basic theoretical concepts for the dentist to consider, with the objective of producing a predictable post and core build-up. Part II reviews theoretical concepts and application to pertinent clinical questions related to the selection process.

Donald G. Yu, D.M.D., C.A.G.S., M.Sc.D. PREDICTABLY SUCCESSFUL ENDODONTICS

Dr. Yu received his D.M.D. from the University of Pennsylvania. He holds a Certificate of Advanced Graduate Study in Endodontics and a Master of Dental Science in Endodontics from Boston University. He is currently head of the endodontics program at the University of Alberta and continues his full-time endodontics practice. He is Secretary of the Alberta Society of Endodontists and lectures regionally and internationally.

Dr. Yu's course uses a multimedia approach to teach the Schilder technique in endodontics with emphasis on accessory channels. The rationale and therapeutic end point of therapy will be clarified in social, philosophical and biological viewpoints. This course will broaden the spectrum of dental practitioners and raise the reward horizon for the difficult work of dentistry. If you want to be more successful in endodontics Dr. Yu's course offers advice on delivering the highest quality while yielding a profitable outcome.

John F. Wolfaardt, B.D.S., M.Dent., Ph.D. MAXILLOFACIAL PROSTHETICS AND CRANIOFACIAL OSSEOINTEGRATION

Dr. Wolfaardt received his B.D.S., M.Dent (Prosthodontics) and Ph.D. (Dental Materials) at the University of Witwatersrand, South Africa. The University of Alberta, Canada, appointed Dr. Wolfaardt as Chairman of the Division of Removable Prosthodontics in 1987 and in 1991 as a Full Professor. In July 1992 he was appointed as Director of the Craniofacial Osseointegration and Maxillofacial Prosthetic Rehabilitation at the Misericordia Hospital and the University of Alberta. He has published 49 papers and 39 abstracts. Dr. Wolfaardt has lectured internationally on craniofacial osseointegration and maxillofacial prosthetics.

As an expert in this specialized field, Dr. Wolfaardt will focus on five topics:

- General presentation on craniofacial osseointegration
- Understanding biomechanics of osseointegration
- Radiation therapy, hyperbaric oxygen therapy, chemotherapy and osseointegration
- Management of velopharyngeal incompetency
- The management of maxillary defects

SCENIC BANFF

Beautiful Banff, Canada, is the site for this year's Annual Meeting, with lodging at the world class Banff Springs Hotel near Lake Louise. This popular resort area offers something for everyone, including river rafting, fishing, hiking, golf, or a soothing swim in the hot springs.

WOEHLER RESEARCH GROUP, 1965 - 1995

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| 1965 | Cozumel, Mexico Oral Pathology
Charles A. Waldron, D.D.S., M.D.S. |
| 1966 | Lake Atitlan and Guatemala City,
Guatemala Periodontology
D. Walter Cohen, D.D.S. |
| 1967 | Cozumel, Mexico Orthodontia
Albert T. Wiebrecht, D.D.S.
H. Peter Bimler, 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
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. Sarnet, 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. |