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Honorary Members

Dr. Robert B. Shira Silver Springs, MD

The Woehler Research Group is the oldest, continuous, registered dental study group in the U.S. Two thousand and two marks the thirty eighth year of providing relevant continuing education to its members and guests.

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

Continuing Education Program approved
FDA NO. 208 and AGD NO. 7188



2002
WOEHLER RESEARCH GROUP
PRESENTS

CONCEPTS FOR THE PROGRESSIVE DENTAL PRACTICE

**Winning Financial Strategies
& Successful Investing**
James B. Jackson, D.D.S., C.F.P.

Asset Protection
Don Denton

**A High Tech High Touch Approach To
Make Your Cosmetic Practice Boom.**
Lorin Berland, D.D.S., F.A.C.D.

**Bullet-proof Crown & Bridge and
Taking it Off the Shelf**
Larry Lopez, D.D.S.

*"Every dentist must be an expert
in every phase of dentistry."*
John L. Woehler, D.D.S.

Saturday Jan 19, 2002 8:00 AM to 5 PM
Sunday Jan 20, 2002 8:00 AM to 12:00 PM
Tampa, Florida

James B. Jackson, D.D.S., C.F.P.
WINNING FINANCIAL STRATEGIES
Successful Investing

Dr. Jackson is a noted financial planner, practicing dentist and president of the Jackson Financial Co., Inc. He is a graduate of Duke University & Medical College of Virginia in 1962. His professional dental training included a residency at the Harvard School of Dental Medicine where he was also a teaching fellow. In 1984, he obtained the title of Certified Financial Planner. Since 1986, he has spent his time helping dentists reach their financial goals. Dr. Jackson has authored numerous articles & books.

To achieve financial independence in today's fluctuating economy, one needs to develop short & long term investing shields. Profitable investing is the result of using the proper signals to move assets to the best playing field. A person who avoids trouble with the proper portfolio assets allocation has a definite edge on the average investor. Successful investing also plans for minimal tax liabilities in order to keep more of what they have saved.

Find out:

- What's hot & what's not in the investment arena.
- How to set up an all-weather portfolio to assure capital accumulates.
- Signs for adjusting asset allocation.
- How to stay on the inside track.
- Retirement cash flow.
- Latest data on receiving money from retirement.
- Plan ways to save for children's education.
- Planning for a financially secure retirement.

Don Denton
ASSET PROTECTION

Mr. Don Denton is president of Strategic Strategies in Celebration, Florida. His firm provides consulting involving financial and estate analysis.

His lecture will focus on the numerous strategies for "covering your assets" in regard to the healthcare provider. He will touch on bureaucratic obstacles and the safest havens for principal protection and accumulation. He has presented his humorous yet informative lecture to groups such as ours all over the world.

Saturday April 27, 2002 8:00 AM to 5 PM
Sunday April 28, 2002 8:00 AM to 12:00 PM
Fort Lauderdale, Florida

Lorin Berland, D.D.S., F.A.C.D.
A HIGH TECH HIGH TOUCH APPROACH
TO MAKE YOUR COSMETIC PRACTICE
BOOM

Dr. Berland is a 1981 graduate of Baylor University School of Dentistry, and maintains a dental practice in Dallas, Texas with a primary focus on cosmetic & reconstructive dentistry. He is a board certified cosmetic dentist, fellow of the Academy of Cosmetic Dentistry, accredited by ACCD in 1992, also cofounder of the Academy of Cosmetic Surgery & Esthetic Dentistry, on the advisory board of Generation R&T NEXT. Dr. Berland is one of the most published authorities on cosmetic dentistry.

Dr. Berland's presentation will be focussed on practice building, cosmetic dentistry, strategies, marketing, materials, and techniques.

Some topics included

- Materials
- Procedures
- Technologies that enable the cosmetic dentist to confidently select and place cosmetic restoration.
- Computerized state of the art imaging and smile libraries.
- Shade taking
- Bipolar electro surgery.
- Temporization for cosmetic cases
- Cad cam dentistry

September 22, 2002 7 AM to 12:00 PM
 September 23, 2002 7 AM to 12:00 PM
 September 24, 2002 7 AM to 12:00 PM
 Los Suemos Marriot Ocean & Golf Resort
 Playa, Puntarenos, Costa Rico

Larry Lopez, D.D.S. BULLET-PROOF CROWN & BRIDGE & TAKING IT OFF THE SHELF

Dr. Lopez is a graduate of The University of Texas at Houston Dental School. He is in private practice in San Antonio, Texas with emphasis on Esthetics, TMJ dysfunction and complex restorative cases. He is a fellow in the International Academy of Dental Facial Esthetics, past president of the South Texas Chapter of the Academy of Cosmetic Dentistry and president of the Pankey Study Club of San Antonio.

Topics will be:

"Bulletproof crown and bridge"

- How to pick the right indirect material from the myriad of choices
- How to prepare teeth for the chosen material -- bioesthetics
- Secrets for precise hemostasis
- How to get perfect impressions and bites 99% of the time
- Advanced lab communication
- How to eliminate post-operative sensitivity
- Tips and tricks for state of the art dentin bonding
- How to restore the severe bruxer
- How to seat a perfect crown in 15 minutes
- Guideline for setting fees
- Fundamentals of intraoral photography
- How to make beautiful, accurate temporaries fast
- How to use broaderick flags and articulators to make treatments easier and more predictable

"Taking it off the shelf"

- Principles of Integrity Selling
- How to help patients discover what they want
- How to help patients verbalize their wants, wishes and desires for their oral health
- How to deal with money objections
- How to deal with objections to treatment that are fear based
- How to deal with the dissatisfied patient
- What are the psychographics of our patient base and how that should affect our decisions
- Many marketing techniques used to communicate to our patients our individual philosophies

WOEHLER RESEARCH GROUP - 1965 - 2000

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. Shostrum, 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. Sarnar, B.S., LLB. 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, Columbia New Dimensions in Functioning Anatomy and Physiology John C. McCarny, M.D. Bob Barringer, M.D. Sally Lynch Alysoun Ford Thomas Hanna, Ph.D.
1976	Scotts Bluff, Nebraska and Casper, Wyoming Simplification of Dental Techniques for Quality Plus Efficiency Alvin Artz, D.D.S. Joe Venerri, D.D.S. Benjamin R. Baker, D.D.S. Omer K. Reed, D.D.S. Dale Smith, D.D.S.
1977	Morelia, Mexico Investing Your Time for Profit and Pleasure Stanley M. Bergman, Esq., C.P.A. Patricia Garfield, Ph.D. Russ Burgess Gordon J. Christensen, D.D.S., M.S.D., Ph.D. Thomas W. Murname, D.M.D. Arne G. Lauritzen, D.D.S.