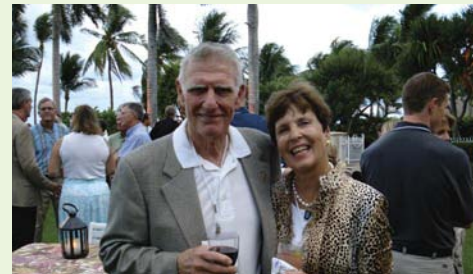
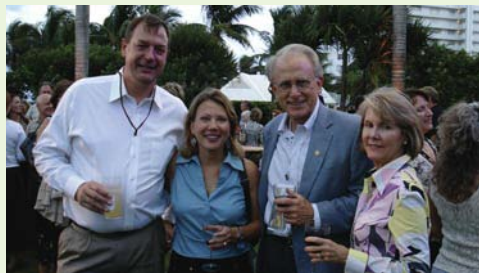




Alumni Celebrate 25 Years of Leadership

The 19th meeting of The L.D. Pankey Alumni Association began Thursday, Oct. 11, with the Alumni Association President's Reception on the Grand Lawn of the Ritz-Carlton Key Biscayne. The rain held off, the Joe Donato Trio played on, and our Alumni mixer went into joyful overtime.



Friday morning's session began with the introduction of the new Chair of the Education Department, Dr. Steve Ratcliff. The Education Department paid tribute to those who have achieved Pankey Scholar status.

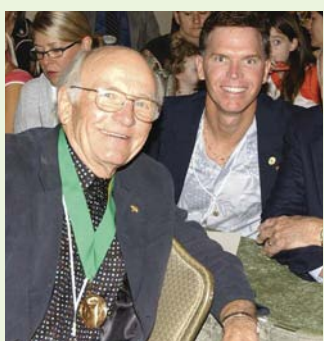
On Saturday morning, all past and present faculty were recognized for their contributions to The Pankey Institute and Dentistry. Appreciation plaques are being mailed to those faculty who did not attend the meeting.



Dr. Donald (Ozzie) Asbjornson, one of the Scholar Program faculty, received the first "Ozzie Award" from the Academy of Pankey Scholars in recognition of his leadership.



Incoming President of the Alumni Association, Dr. Edmond O. Mukamal of Woodmere, NY, and outgoing President, Dr. Dale A. Sorenson of Newburgh, IN, planned an exceptional meeting, designed to bring the entire Pankey community together. A record number of dentists, families and office teams attended the meeting.



Over 300 attended Saturday evening's gala dinner dance, including Dr. Peter Dawson. Tributes and crystal appreciation trophies were presented by the Foundation to our recently retired CEO, Christian B. Sager, and our Education Department's Emeritus Chair, Irwin M. Becker, D.D.S.



Perspective

By Steve Ratcliff, D.D.S., Chair of the Department of Education

As of this writing I am approaching the end of my first year as Chair of the Department of Education. It has been a year full of discovery for me as I learn how to wear a new hat and assume new responsibilities. Our new CEO, Tony Trujillo, is working hard with the Education Team to make sure we continue to be leaders in dentistry, and we are looking at a very bright future.

The Essentials are in full swing, and from all reports it appears that we have a huge winner. The participants are telling us they feel much better prepared to go home and put to use what they've been learning. We feel confident that we've come up with a curriculum that is timely, relevant, user friendly and complete. The cornerstone is and always will be Dr. Pankey's philosophy. It has been a good year.

I'd like to share some of what I've learned in the past year. You see, the effort required to completely rewrite a curriculum, build new learning modules, develop the learning objectives, present new cases, prep the model work, layout handouts, and so on, is massive in scope. We did it because we have learned a lot about how you learn best in the last 35 years, and we knew we could improve our courses. You can imagine that a small group of people could not possibly do all that is involved to make it happen.

If I listed all the people involved in the work of this project and what their contributions have been, this article would fill the entire edition of *pankeyperspectives*. The entire staff of the

Institute have knocked themselves out to make sure you all get the very best possible experience when you come to a course. Yes, we stumble on occasion; yet, there is no question in my mind that every person who works here wants only the best for our participants. The visiting faculty have provided countless hours of feedback and suggestions, and many of you have contributed as well.

My nature is to be perfectionistic and controlling and to fear being left out of something I think I need to know. These endearing characteristics have dogged me my entire professional life. I have given up trying to understand why I am this way and now simply work to not let it get in the way of success. I recognize that the greatest successes of my life have been when there has been collaborative effort with other talented people.

When Lee, Gary, and I were working hard to finalize the Essentials schedules, we teamed with Mary Osborne and Joan Unterschultz to weave a tapestry of learning where all the colors of thread were pulled through the entire project. In other words, we wanted themes which are introduced in Essentials Level 1 to be continuously developed all through the four Essentials courses. Mary and Joan helped us see ways to introduce behavioral concepts and patient care themes that show up in almost every exercise and workshop, just as they do in your practice. In short, the final product is integrated, and it flows in a way that is best for our participants.

When I look back at how that process unfolded, what is so apparent to me is that no one person was responsible for any part of the final work. In fact, we can't tell you who thought of what part. We were equal authors. It truly was an example of "leadership from any chair." If we expand that idea further, we weren't even the "authors." The countless number of people who gave us input and insight into what was ultimately developed really deserve that designation. I can also tell you that we think this has been and will continue to be some of the best work we've ever done.

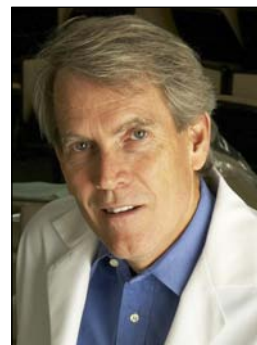
I take my responsibility very seriously, probably too seriously – so seriously that it gets in the way of success at times. If I had exerted authority over the process of being creative, we would have failed. It was the same in my private practice. When I insisted on having the final word and knowing every detail, it created resentment, uncertainty and fear in my staff. I guess I thought that because my name was on the door I had to have control of everything or else a decision might be made that would make me look bad.

When I let that go and trust the talent of the people around me, and remember that they all have capacity for greatness, the energy is positive and the work doesn't feel like work. It feels like fun! The most humbling realization of my professional life is that every single person I meet does at least one thing far better than I. When I am surrounded by the incredible people of the Institute, there are people who do dozens of things bet-

ter than I. If I can remember that my job as a leader is to help guide that energy and provide a framework for it, the end result is magical and far exceeds my expectations.

If you ask our in-house team how they feel about the new curriculum, you will hear excitement and enthusiasm. That comes from knowing that they each had a part in its creation. They have ownership. Don't get me wrong. We stumbled, argued and got angry with one another. That is not only to be expected, it is healthy. Teams who can't express strong emotions will never be high performance. Dealing with those situations in a healthy manner creates strength and trust. The higher the trust, the higher the performance.

My best learning this year, even when I mess up and let all my less-than-admirable qualities come out, is that this team will call me on it and continue to support me as a person. That is a gift I hold most precious. ■



A GREENER PANKEY INSTITUTE

We're taking steps to reduce paper usage and recycle more. When you attend classes, numerous handouts and articles will be provided in digital instead of printed format.

Alumni Association Membership renewal is online this year. Marketing communications are increasing by e-mail. Your next issue of *pankeyperspectives* will be designed to use less paper. You may opt for a digital PDF version by e-mailing Pauline Shaw at pshaw@pankey.org.

Recycling containers are in the Institute lunchrooms and in the Pankey Lodge condo kitchens for cans, bottles and plastic cups, and other recyclables. Boxes for recycling paper can be found in throughout the Institute. Thank you for helping!

pankeyperspectives is published quarterly by The L.D. Pankey Alumni Association. Articles in this newsletter represent the viewpoint of their individual authors and not necessarily that of The Pankey Institute or The L.D. Pankey Dental Foundation, Inc.

The purpose of this newsletter is to keep you abreast of what is happening at The Pankey Institute. Articles from members of The Pankey Institute community may be submitted by e-mail for consideration. Submissions may be published in the pages of this newsletter or on www.pankey.org.

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Go to www.pankey.org to find *Practice Listings*.

You can now reach Mark Collis in The Resource Center
DIRECT and TOLL FREE at 866-439-3143
and also enter online orders at "The Pankey Store"
on www.pankey.org.

Alumni Celebrate 25 Years of Leadership (Cont.)

Find many photos and a video of Alumni Meeting presentations by Dr. Irwin M. Becker, Dr. Peter E. Dawson, and Mr. Christian B. Sager on:

www.pankeypix.com

Bright and early Sunday morning, Alumni Association President Dr. Dale A. Sorenson passed the gavel to new President Dr. Edmond O. Mukamal. Dr. Jack Shirley was thanked for his four years of service as the Foundation Board's President, and Dr. Barry Segal was introduced as the newly elected Chair of the L.D. Pankey Dental Foundation Board. The next phase of the morning session was the Foundation's tribute to the two men who led The Pankey Institute for the last 25 years, Mr. Christian B. Sager and Dr. Irwin M. Becker.

Presentations were made by Dr. Edmond O. Mukamal, Dr. Peter E. Dawson, Dr. Daren Becker, Dr. Irwin M. Becker, Dr. Barry Segal, and Mr. Christian B. Sager. Remembrances and gratitude were met with laughter, tears and standing applause. After a break, the keynote fitness presentation by Uche and Kary Odiatu concluded the meeting.



Sunday's Keynote fitness speakers, Kary Odiatu, B.Ed., B.P.E., N.S.C.A.-C.P.T., and Uche Odiatu, D.M.D., N.S.C.A.-C.P.T. surround Edmond O. Mukamal, D.D.S., new President of the L.D. Pankey Alumni Association. Following the Odiatus' standing room only presentation, the Alumni Meeting adjourned. Our next Alumni Meeting is scheduled for the fall of 2009.

MUNHOLAND SCHOLARSHIP FUND: The L.D. Pankey Dental Foundation has established a scholarship fund in memory of Dr. Dennis Munholand, a visiting faculty and member of Triple Plus who died this past summer. Those wishing to contribute to the fund, may send a check made out to The Pankey Institute. Please note on the check "Munholand Scholarship Fund."

Dr. Lloyd Miller 1930-2007

By Dr. Maurice H. Martel, Clinical Professor in the Department of Graduate Prosthodontics, Tufts University, November 12, 2007



Lloyd Miller graduated from Tufts University School of Dental Medicine in 1958. Being an outstanding student he was placed on faculty status and began practice with Dr. Philip Williams, a recognized Prosthodontist and chairman of the Graduate Prosthodontic Program at Tufts. He became a faculty member of the Graduate Prosthodontic Program, later under the chairmanship of Dr. R. Sheldon Stein. He attained the faculty appointment of Clinical Professor in 1997. He was instrumental in organizing and development of the Philip Williams Library, an enhanced facility for the Graduate Prosthodontic teaching. He was instrumental in raising money, supporting and designing new modernized clinical modules and equipment. His long time goal was to improve the Graduate Prosthodontic Program. This new clinic bears his name and includes a wonderful portrait of him, at that time in recognition, now in memory of his outstanding contributions.

Lloyd practiced in Weston, Massachusetts, a suburb of Boston. Within his practice he developed a dental laboratory that included 5-6 technicians. He trained numerous technicians in the art and science of esthetic dentistry. He was gracious in allowing his technicians to spend considerable time with the Prosthodontic students to enhance their education. Lloyd's eye for esthetics was a special gift he possessed. He was free in sharing his knowledge with other professionals. He became a world recognized teacher not only in esthetics but in function and occlusion. He championed the importance of the dental technician in prosthetic dentistry. His presentations were more than just technique and procedure – dispersed with humor and a bit of Maine philosophy, resulting in a learning event that was totally enjoyable. Lloyd lectured in virtually every American and international academy and meeting of advanced dentistry, frequently numerous times. He was in great demand throughout the world. He once asked me if I kept track of lectures I had given. He, with some chagrin, said he never did. My estimate is that he lectured throughout the world at least one thousand times. Shortly before he died, he videotaped a lecture he was scheduled to give, realizing he would be unable to attend the meeting. He had an admirable sense of purpose and responsibility.

Included in his lectures and teaching was a strong sense of integrity and professionalism. He published an article many years ago suggesting that dental speakers should disclaim or admit any and all commercial interests or associations. This has led to some sponsors of continuing dental education to include a disclaimer prior to lecture invitations. With Lloyd there was little gray area; it was either right or wrong.

Many Tufts Alumni will remember the cowboy hat and the golden bullet award Lloyd presented at the annual PG graduation parties. It was, as Lloyd said, for those that from time to time would have to "bite the bullet" to accomplish difficult tasks, like completing the graduate Prosthodontic program. At last count, 74 PG graduates received the golden bullet, a fitting and cherished remembrance of Lloyd.

On a personal basis we taught in the same program together at Tufts for forty years. Together we attended the February Chicago Academy meetings for over thirty years, travelling and rooming together, our annual pilgrimage. With spouses we vacationed together and occasionally taught courses together, frequently in foreign lands. Lloyd was more than just a friend, he was another brother. I loved him. I know many of you reading this feel the same. Lloyd Miller died November 11, 2007. He will long be missed and remembered. ■

Lloyd Miller, A Key Motivator

By Dr. Irwin M. Becker, Chair Emeritus, Department of Education

Dr. Lloyd Miller had been a mentor and a key motivator in my own dental career. Since the early 1970s he taught many of us that the way to natural esthetics was to copy nature's imperfections. He was one of the first to stress function and esthetics. He also maintained a steadfast pursuit of ethical appropriateness to everything we do in dentistry. Lloyd had a great sense of humor and poked fun at himself easily. One of the proudest moments for me was when he accepted an invitation to begin teaching at Pankey. He continued to make an impact on our participants by forcing them to think about things they might have taken for granted. We will all miss him greatly but realize that he clearly made a difference with his unique style, wit and excellence in restorative dentistry. ■

CareCredit® Makes Gift

CareCredit has contributed its support of The Pankey Institute's mission to reach out to dentists by making a \$25,000 grant to the Essentials Level 1 Scholarship Fund for 2008. This fund provides tuition awards to eligible participants through the Traveling Seminar Series and other programs. Through the generosity of companies like CareCredit, more dentists are introduced to The Pankey Institute and the Pankey philosophy. Essentials Level 1, *Occlusion in Everyday Dentistry*, is the initial course in the Essentials series of four courses. Part of a completely redesigned curriculum, this series is the core of the Pankey experience. If you haven't been back in a while, read about the Essentials on www.pankey.org. ■

Come one. Come all.

For fun, fellowship, and self-development...
in a context both you and your spouse will thoroughly enjoy.

Everyone is welcome to attend the upcoming **Triple Plus Club Meeting**

at the beachside
**Ponte Vedra Lodge &
Club Resort** in Ponte Vedra, Florida

www.pvresorts.com

SAVE THE DATES:

Sept. 18-20, 2008.

Welcome Reception Thursday Evening
Morning Speakers Friday & Saturday

Featuring *Darrel W. Cain, CPA of Cain Watters & Associates, speaking on "Wealth Accumulation"*

Optional Afternoon Activities

Offsite Group Dinner Friday Evening
Onsite Group Dinner Saturday Evening
Departure Sunday

More program details will be announced soon.

We have reserved 52 of the Lodge's 66 rooms. For those of you who would like to come a day ahead, we do have Wednesday night rooms available.

A Moment to Remember

By Sheri Kay, R.D.H., B.S. (sheri@actdental.com)



When Dale Sorensen welcomed us all to the 2007 Alumni meeting, I heard him say this was going to be one of those "special moments" that we would remember for the rest of our lives. My hope is that his words became true for many, if not all, of the participants. They certainly were true for me.

My story began a couple of years ago during an evening kitchen conversation with my good friend, Dr. Chuck Pitts. We were exploring the significant impact that this "work" has had on our lives. When he heard me express my desire to "give back" in some way to the Institute, he encouraged me to become a member of the Pankey Triple Plus Club. All I could think was that \$10,000 was an incredible sum of money. After all, I was early in my coaching career and literally living paycheck to paycheck. Chuck delighted in staying with me long enough in the conversation for me to realize that it could be a gentle commitment over time. Before the evening was over I did make that commitment, and decided how I could make it happen. The next morning I received a gift from Chuck, a Pankey pin. His demonstration of faith in me gave me the courage I needed to move forward.

From that day on, I asked every client to write two checks when they were paying for my services. One check was to be made out to me, and the other to the Pankey Institute. Any extra-curricular work I did, any interviews that I performed, the fees were paid directly to the Institute. The most fun part was that every single dentist was proud to be part of helping to fulfill the promise. After all, the Institute had influenced them, too.

What began as a ten-year dream became a reality just a few weeks ago, almost seven years ahead of schedule! I will admit that I became more than a little impatient when I was getting close to the grand total, so I asked more than one person to make a larger than usual donation in lieu of my fee. With the Alumni meeting drawing near, I wanted to finish before my trip to the Key!

It was Saturday morning when I finally made it to the Institute. All of the programming so far had been at the Ritz, and I was anxiously waiting to see that fulfillment cross on my name plate in the lobby. What I did not expect was what an emotional event it would be.

When I stood in the hallway and saw my name among all the others, I felt the tears begin to flow. I have become part of this magical place, and my name was there to demonstrate my highest regard for its past and absolute belief in its future. The feelings of pride and belonging were overwhelming, and I found myself filled with gratitude for all of the significant influences in my life that are attached to this community.

This weekend, I proudly wore my Pankey pin and found myself feeling more connected to this community than ever before. The speakers touched my heart and deepened my appreciation for what it means to live a life of purpose and vision. So Dale, you were right: I will remember this weekend for the rest of my life; it was a very special moment. ■

New Triple Plus Club Members:

Dr. Jennine K. Huet
Dr. Mark A. Kleive
Dr. John M. Korolewski

Welcome to the Club!

Members Who Recently Completed their Pledges:

Dr. Patrick Ceiplak
Sheri Kay, R.D.H.
Dr. James Kincaid
Dr. David Latz
Dr. Peter T. Smrecek
Dr. Andrew C. Toy
Dr. John Upton



Oral Arts Dental Laboratory Is a LMT Crown Challenge Winner

Oral Arts Dental Laboratory in Atlanta was recently recognized for producing one of the four "Judges' Favorite" restorations in *Lab Management Today's* Crown Challenge Competition. Oral Arts was selected from over 225 entries from around the country that were evaluated by a prestigious panel of dentist and technician evaluators. This panel used esthetics, accuracy of fabrication and precision of fit to make their selection.

Phillip Gold, C.D.T., Laboratory President of Oral Arts and a member of The Pankey Institute's visiting faculty, created his own in-house challenge to promote learning and communication among his technical teams and departments. Since only one restoration could be entered from each laboratory, each of his seven 3-person technical teams fabricated a crown. His employees then evaluated the seven crowns and selected one to be submitted to the LMT Crown Challenge to represent their laboratory.

For five decades Oral Arts Dental Laboratory has served leading dentists in the Atlanta area. They now work extensively with dentists from around the country as a result of their close association with The Pankey Institute, The Dawson Center and the American Academy of Cosmetic Dentistry. ■

Dr. Kodama Awarded Sacramento Asian Dentist of the Year

The Sacramento District Dental Society awarded Dr. Beverly Kodama the Asian Dentist of the Year Award on Friday October 17, 2007. She was the 26th recipient of this award. Many Asians and non-Asians were present to celebrate this honor. She also received a certificate of recognition by the Secretary of the State of California.

Dr. Kodama took this opportunity to talk about The Pankey Institute as an influence on her life. In her presentation, she included photos from each of the Continuum Levels she attended, and introduced Dr. John Orsi who has been her "Pankey Mentor." Dr. Kodama's "Pankey Mentee," Dr. Rina Ambaram spoke as well. ■

Dr. Kodama's sister, Candy; Dr. John Orsi; Dr. Kodama's husband, Will Galloway; Dr. Dennis Wong; Dr. Matt Korn; and Dr. Kathleen Shanel surround Dr. Beverly Kodama at the award dinner.



The 2008 Traveling Seminars

The Pankey Institute takes its special brand of continuing dental education on the road throughout the year.

The **PURSUIT OF CLINICAL EXCELLENCE** seminar is ideal for dentists and specialists who have been considering taking courses at The Pankey Institute and for the team members, specialists and technicians who work with a dentist who has taken one or more courses at The Pankey Institute. In 2008, this traveling seminar will be in four cities:

DALLAS

February 8-9, 2008

Hilton Dallas Lincoln Centre
5410 LBJ Freeway
Dallas, Texas 75240

SAN FRANCISCO

June 13-14, 2008

Hotel will be announced soon.

VANCOUVER

Sept. 12-13, 2008

Hotel will be announced soon.

CHICAGO

Oct. 24-25, 2008

Hotel will be announced soon.



Clinical insights...behavioral insights...even financial insights will change how you look at every case.

Earn 12 AGD Lecture Credits.

Tuition is \$675 for dentist or specialist
and \$290 for each staff member staff or technician.

Friday light breakfast and lunch, Friday evening social reception,
and Saturday light breakfast are included.

The **TEAM DEVELOPMENT** seminar, for Pankey dentists with their teams, will be in **Boston on April 10-12, 2008** and in **Seattle on Nov. 13-15, 2008**. Participants will earn 20 credit hours.

Call us at (800) 4-PANKEY to register.

BE OUR GUEST in the Pankey Lodges – in celebration of the debut of the Pankey Essentials.

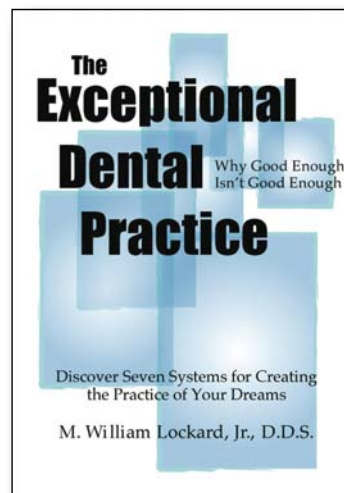


Register for any scheduled Essentials, C2E or C4 course held in 2008, by March 31, 2008, and you can **BE OUR GUEST** in the Pankey Lodges.

You must register with a course deposit of \$600 before March 31, 2008.

Limited to available double occupancy. Single occupancy can be reserved on a space available basis for an additional fee.

NEW BOOK IN THE PANKEY STORE



Dr. M. William Lockard has self-published a book. The empowering philosophy behind *The Exceptional Dental Practice* can change lives. Bill's "how to's" will lead you forward as you learn and implement the **ART** of practicing fine dentistry.

Go to www.billlockarddds.com to read about the book's contents and reviews from leading dentists and consultants. To order, call Mark Collis in **The Pankey Store (321-428-5509)**.



Dr. Maurice H. Martel (Marty) received the 2007 Clinician of the Year award at the Yankee Dental Congress meeting in Boston. The award honors his many significant contributions as a leader and speaker at Yankee Dental.

A Gathering of Eagles

Porcelain & Titanium: A Synthesis for Beauty

Go to www.pankeygatheringofeagles.com to register and read all about The Pankey Institute's upcoming world-class dental symposium on Miami Beach, **November 5-8, 2008**.

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3M **ESPE** **KaVo**
KaVo. Dental Excellence.

Bronze Sponsors

Bien-Air **diti** **Dental Technologies Inc** **UNICORN**
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FEATURED GATHERING OF EAGLES SPEAKERS:

Gerard J. Chiche, D.D.S.

Head of the Prosthodontics Department at Louisiana State University – and Director of the American Academy of Esthetic Dentistry

Avishai Sadan, D.M.D.

Editor-in-Chief of *Quintessence International* – and Chair of the Department of Comprehensive Dentistry of the Case School of Dental Medicine

Pascal Magne, Ph.D., D.M.D.

Senior Lecturer, Department of Fixed Prosthodontics and Occlusion of the University of Geneva School of Dentistry – and Chair of Esthetic Dentistry of the University of Southern California

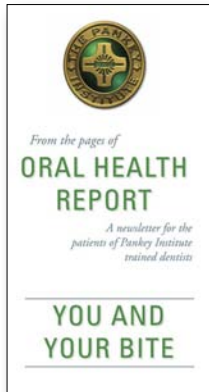
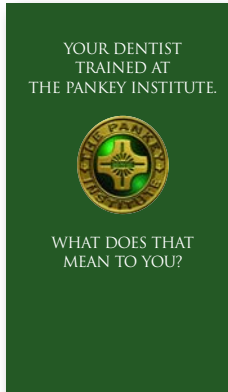
Michel Magne, C.D.T.

Director of Dental Technology of the University of Southern California

Urs C. Belser, D.M.D.

Full Professor and Head of the Department of Fixed Prosthodontics and Occlusion of the University of Geneva School of Dental Medicine

For \$725, you will receive these annual benefits of Public Alumni membership.

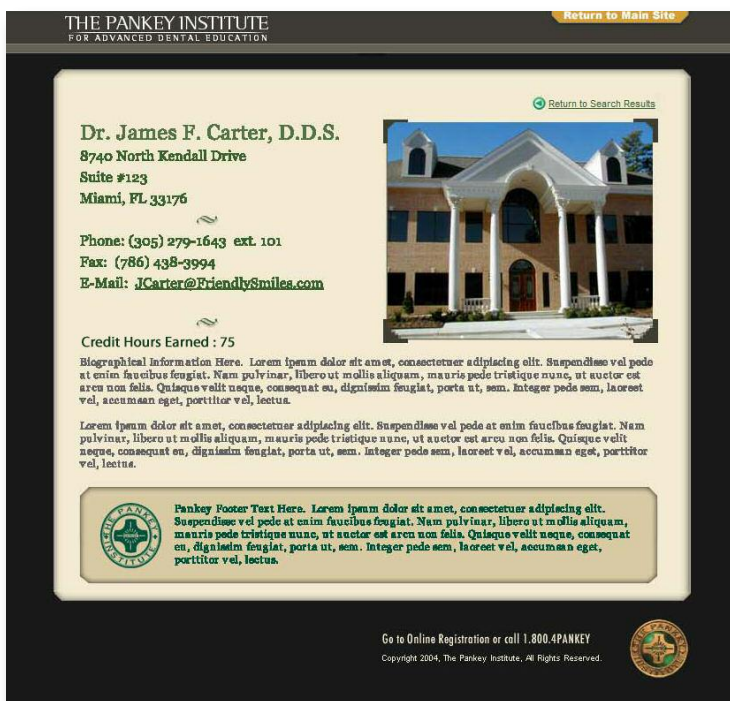


250 copies of the trifold titled "Your dentist trained at The Pankey Institute."

25 copies of a quarterly patient education trifold, such as the one titled "You and Your Bite."



25 copies of the quarterly *Oral Health Report* newsletter for patients of Pankey trained dentists. These are ideal for your reception area, and may be presented to patients or prospective patients. You may order additional reprints for a nominal fee.



Membership in Your Alumni Association

There are two types of Alumni Association membership to choose from: **PUBLIC** and **STANDARD**. **Public Membership** provides you with the many benefits listed on this page. **Standard Membership** lists you in the 2008 printed Alumni Directory, if you are a member on March 31, 2008.

The greatest benefit of **Public Membership** is listing in the public directory of dentists online at www.pankeydentist.org. In addition to search engine optimization, the Alumni Association has contracted to air 150 commercial spots on *The Discovery Health Channel* over a four-month period that began in September. These two efforts are taking more and more people to the website where they can look up dentists across the United States who have trained at The Pankey Institute. This website provides patient education and information about the special training you have

received. And, each subscribing doctor has her or his own profile page on the website with a direct link to their own practice website.

Here's how to join. Go to www.pankey.org and click on **THE PANKEY STORE**. Fill out and submit the online membership form. If you are a current member, you will be notified 30 days in advance of your renewal date and given the opportunity to renew for continuous public listing.

To be included in the **PRINTED ALUMNI DIRECTORY**, you must be a member of the Alumni Association on **March 30, 2008**. You may be a **Public Member** (for \$725 per year) or a **Standard Member** (for \$125 per year). Standard members are listed in the printed directory only.



You will have access to agency designed "Pankey Dentist" ads that you can customize and place in your local media. You may use the Pankey Alumni seal (at right) on your practice literature.

You will be listed in the printed 2008 Alumni Directory if you are a member on **March 31, 2008**. You will be added to the online Alumni Directory when you join.



To enroll, simply go to www.pankey.org and click on **THE PANKEY STORE**. Fill out and submit the online Membership Form. Thirty days prior to your annual renewal date, you will be reminded to renew online at www.pankey.org.



You will get your own "practice profile" page on www.pankeydentist.org, linked to our national search engine and your practice website. Visit www.pankeydentist.org and to see what this is like. We will be promoting this website to the public. Most recently, we placed 123 commercials on The Discovery Health Channel during September-December 2007.

Fifty percent of the Alumni Association dues collected for Public Membership go back into promoting www.pankeydentist.org and telling the public about your special training at The Pankey Institute.

Upcoming Faculty Offsite Presentations

PURSUIT OF CLINICAL EXCELLENCE

SEMINAR: STEVE RATCLIFF, LEE BRADY, GARY DEWOOD

- Dallas, TX: FEB 8-9
- San Francisco, CA: JUN 13-14
- Vancouver, BC: SEP 12-13
- Chicago, IL: OCT 24-25

Call the Institute to enroll!

PANKEY TEAM DEVELOPMENT SEMINAR: LEE BRADY

- Boston, MA: APR 10-12
- Seattle, WA: NOV 13-15

Call the Institute to enroll!

IRWIN BECKER, DDS

- Univ. of Florida College of Dentistry, Gainesville: FEB 15-16
- AARD, Chicago: FEB 23-24
- The Vedder Society, Lansing, MI: MAR 12
- Star of the South, Houston: MAR 27-28
- N. Lights Pankey Study Club, Maui, HI: MAR 29-APR 4
- Eastside Pankey Study Club, Bellevue, WA: APR 16-20
- Georgia Dental Assoc., Jacksonville, FL: JUL 24-27
- Seattle Study Club, Adairsville, GA: SEP 11-12
- ADA, San Antonio: OCT 15-19
- A Gathering of Eagles, Miami: NOV 5-8

STEVE RATCLIFF, DDS

- Valley Forge Dental Assoc., Philadelphia: Feb 28
- Delaware State Dental Soc., Delaware, PA: APR 11
- Eastman Dental Center, Rochester, NY: APR 18
- ADA New Dentist, New Orleans: JUN 26-28
- Townie Fiesta, Cozumel, Mexico: AUG 8
- ADA, San Antonio: OCT 15-19
- Greater Cleveland Dental Soc., Cleveland, OH: OCT 31
- A Gathering of Eagles, Miami: NOV 5-8
- Seattle, WA: NOV 13-15
- Chinese Academy of Aesthetic Dentistry, Taiwan: DEC 13-14

LEE ANN BRADY, DMD

- Utah State Dental Soc., Provo: FEB 14
- Valley Forge Dental Assoc., Philadelphia: Feb 28
- Hinman Dental, Atlanta: MAR 13-15
- Star of the South, Houston: MAR 27-28
- Eastman Dental Center, Rochester, NY: APR 18
- Georgia Dental Assoc., Savannah: MAY 16-17
- ADA New Dentist, New Orleans: JUN 27-28
- Georgia Dental Assoc., Jacksonville, FL: JUL 24-27
- Townie Fiesta, Cozumel, Mexico: AUG 8
- ADA, San Antonio: OCT 15-19

GARY DEWOOD, DDS, MS

- Ingrassio Study Club, Rochester, NY: JAN 8-9
- Thunder Bay Dental Soc.: FEB 21
- CDS Midwinter, Chicago: FEB 21
- South Bend Dental Soc., South Bend, IN: MAR 7
- Morris Study Club, Morristown, NJ: MAR 30

- Victoria Dental Soc., Victoria, BC: MAY 9
- Nebraska Dental Assoc., Omaha: MAY 30
- ADA New Dentist, New Orleans: JUN 26-28

- Townie Fiesta, Cozumel, Mexico: AUG 8
- Kiesling Study Club, Helena, MT: AUG 19
- Southern CA Study Club, Dana Point, CA: SEP 3

- ADA, San Antonio: OCT 17

GERARD CHICHE, DDS

- Black Swamp Study Cl. Toledo: JAN 9
- IFG Frankfurt, Germany: JAN 12
- Hawaii Dental Association: JAN 17
- Miami Winter Meeting: JAN 25
- San Diego Advanced Study Group (SSC): FEB 6
- Midland TX SSC Club: FEB 8
- Ottawa Seattle Study Club: FEB 29

PETER H. FAY, DDS

- Wailea, Maui, HI, Seattle Study Club: JAN 14, 18
- Antioch, CA, Delta Study: FEB 14
- Greater Lafayette Study Club, Lafayette, IN: FEB 22
- Palo Alto Study Club, CA: MAR 7
- Diablo Study Club Walnut Creek, CA: MAR 14
- Knowledge Bank: SSC Southeast Houston, TX: MAR 28
- Greater Green Bay Study Club, WI: APR 18
- Shamrock Study Club, Plymouth, MA: APR 23
- Pinnacle Dental Study Club, Marlton, NJ: APR 25
- East Bay Study Club, Pinole, CA: MAY 9
- Milwaukee Study Club, Green Field, WI: MAY 16

MARK T. MURPHY, DDS

- North Coast Central Seminar, Laguna Hills, CA: JAN 11
- Evidence Based Shade Communication, Philadelphia: JAN 14; Harrisburgh: JAN 15; Pittsburg: JAN 16; Teaneck, NY: MAR 10; Queens, NY: MAR 11; Tarrytown, NY: MAR 12
- Pacific Dental Group, Canoga Park, CA: JAN 18
- DDF Total Case Acceptance, Portland, OR: JAN 21; Tacoma, WA: JAN 22; Seattle: JAN 23
- NJ AGD, Cherry Hill: JAN 25
- Summit SC, Union City, CA: FEB 7
- UCSF Dental School, Fresno, CA: FEB 8
- Valley Forge Conference, Philadelphia: FEB 27
- Charlotte, NC Seattle Study Club: FEB 29
- DDF Implant Overdenture, Portland, OR: MAR 3; Tacoma, WA: MAR 4; Seattle, WA: MAR 5
- Detroit Dental Clinic Club: MAR 7
- Implant Retained Overdentures, Ann Arbor, MI: MAR 7
- Summit SC, Tulsa, OK: MAR 13
- UWA Dean Jones Lecture, Seattle, WA: MAR 28
- VA Hospital, Detroit, MI: APR 2
- Washtenaw Dental Assoc., Ann Arbor, MI: APR 14
- Summit SC, San Diego, CA: APR 17
- Michigan Dental Assoc., Grand Rapids, APR 19
- FL Den. Prac. Admin., Amelia Island: May 3

What Is the Meaning of Evolution?



And how does it affect the Pankey Institute? Back in the fall of 1987, I was a senior dental student at the University of Alabama. Like all of you, I was trying to find my way through the vast amount of knowledge we were being given, and that was being entrusted to us to impart upon our future patients. The question was: "What were we going to do with that knowledge?" My classmate, Bill McElveen, came into the lab one day and shared with me a book that would change my life forever—*The Philosophy of the Practice of Dentistry* by Dr. L.D. Pankey and Dr. William J. Davis. I scanned the book, thought it would be a good read, and proceeded to read page by page the story of a man's evolution through a career in dentistry.

There were a few things that intrigued me in regards to this man's life. First and foremost was the fact that he was a very spiritual man. He also had a strong commitment to his personal belief system and what he wanted to accomplish, and finally he was a never-ending student. He was a student who was willing and desiring to share his knowledge with others, not for personal gain, but to aid in his own continuing development as a dentist, and as a person. As I continued to pour through this book and do the exercises, I began to realize that his was the way I wanted to practice dentistry, and that there would be no other path that I could take. Bill and I were even able to hear some of the many great minds that had been influenced by L.D. Pankey, when we were given a set of tapes from the dedication of the then new Institute on Key Biscayne in 1985. This included men like Peter Dawson, Harold Wirth, and Peter Glazebrook. So Bill and I committed ourselves to this end, and we decided to pursue this journey of dental excellence by attending The Pankey Institute upon our completion of dental school.

Then, in the spring of 1988, L.D. Pankey passed away. Word spread like wildfire during the Hinman meeting in Atlanta. The man whose philosophy we had embraced would not be there when we started our journey. We would never be able to meet the man who had influenced us so much with his thoughts and words. We wondered if the Institute would be the same without this magnanimous guiding light. There was talk that the Institute would fall by the wayside now that Dr. Pankey was not there to steady the ship.

However, what most outsiders didn't realize was that there were two men ready to take charge and provide a guiding light to those individuals who were willing to commit themselves to a better way of practicing dentistry. Chris Sager and Irwin Becker had already come under the influence of L.D. Pankey and his teachings, and they were already dedicating themselves to helping dentists fulfill their mission in life. For over twenty years, these men dedicated their lives to aiding us dentists filter through all the gobbledygook and put our practices in perspective. Through the evolution of the Institute, they created a legacy by which L.D. would be proud, and they forged relationships with each and every one of us, that will enable the Institute to withstand the next wave of change that is about to occur. They built, with the aid of thousands, a facility that attests to the inspiration that L.D. had on so many.

Under the leadership of our new CEO, Tony Trujillo, and our new Chair of the Education Department, Dr. Steve Ratcliff, the Institute will thrive through the next generation of change. Evolution is a naturally occurring process and one that can be positive if the forces that guide it are strong and steadfast. Collectively, if we all work together, and support those individuals that have been entrusted with the future of the Institute, we will see the seamless transition to the next generation of dentists, who can look back on their journey and thank those people who have meant so much to their lives, not only professionally, but personally. THANKS to all of you!

—Dr. Michael J. Scherb, Visiting Faculty, Jupiter, FL
(mjdsmd@adelphia.net)

Looking for a speaker?

Study clubs, local dental societies, other dental organizations, go to www.speakers.pankey.org or call Yami Robles at the Institute: 305-428-5551.



The Pankey Institute for Advanced Dental Education

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The Pankey Institute accepts all registrants regardless of age, race, sex, creed, national or ethnic origin, and it does not discriminate on any such basis with respect to its activities, programs and policies.

The Pankey Institute is designated as a nationally approved sponsor by the Academy of General Dentistry. The formal continuing education programs of this sponsor are accepted by the AGD for Fellowship, Mastership and membership maintenance credit.

The Pankey Institute is a recognized ADA CERP provider.

Important Dates to Remember

TRAVELING SEMINARS *(See Page 5)*

The Pursuit of Clinical Excellence
 Feb. 8-9, 2008 Dallas
 June 13-14, 2008 San Francisco
 Sep. 12-13, 2008 Vancouver
 Oct. 24-25, 2008 Chicago

Team Development Seminar
 April 10-12, 2008 Boston
 Nov. 13-15, 2008 Seattle

SPECIAL OPPORTUNITIES

Included "Be Our Guest" Lodging for Essentials, C2E & C4 Courses *(See Page 5)*
 Must register by March 31, 2008.

Inclusion in 2008 Printed Alumni Directory *(See Page 7)*
 Must join Alumni Association by March 31, 2008.

MEETINGS

Board of Directors Meeting
 April 25-26, 2008

Faculty Enhancement Program
 June 24-25, 2008

Triple Plus Meeting *(See Page 4)*
 Sept. 18-20, 2008 Ponte Vedra, FL

A Gathering of Eagles *(See Page 5)*
 Nov. 5-8, 2008 Miami Beach

START DATES OF SPRING & WINTER COURSES AT THE PANKEY INSTITUTE

Essentials 1 Jan. 13, 2008 (full)
 Occlusion in Feb. 10, 2008
 Everyday Mar. 16, 2008
 Dentistry April 13, 2008
 May 18, 2008
 June 8, 2008

Essentials 2 Jan. 20, 2008
 Bite Splints Feb. 24, 2008
 in General April 20, 2008
 Practice June 1, 2008

Essentials 3 Jan. 6, 2008
 Advanced April 6, 2008
 Occlusion June 8, 2008

Aesthetics Jan. 27, 2008
 June 22, 2008

Continuum 2E Feb. 3, 2008
 April 6, 2008

Continuum 4 May 18, 2008

Becker Masters March 3, 2008

Spear Experience March 10, 2008

Magne Experience April 27, 2008

Dental Assistant June 19, 2008
Choose one of two sessions: Dental Photography or Mounted Casts and Splints



Go to www.pankey.org and click on OUR COURSES to see an up-to-date schedule of courses for the next 12 months and details about each course.