



pankeyperspectives

Vol. 3, No. 1, April 2007



Executive Director's Message

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In the last issue, you learned about Irwin's transition to a new role in the Education Department. As Emeritus Faculty he will be spending more time making presentations to organizations outside of the Institute and more time meeting with our participants in your small learning groups. You also learned that Steve Ratcliff is your new Chairman of Education. In this issue, I am announcing that my own transition to retirement has begun, and the Trustees are working with CEO transition experts to find the next Executive Director. Timing depends on a lot of factors, and I remain dedicated to the Institute until the most appropriate time.

This is what you can look forward to in the next 12 months. We will have an exciting Alumni Meeting in October (details on page 6). We will be celebrating the contributions of the entire faculty, past and present, and we will be celebrating the achievements of the Pankey Scholars and their teams, who contributed greatly to their advancement.

Later this year, we will be announcing curriculum enhancements, based on surveys and focus group discussions with you, our constituents, and a statistically large sample of "other" dentists. These enhancements will give you more flexibility in charting your path through our course content and mentorship. They will make it easier for you to lead others to our Institute style of training. Our goal is to implement these enhancements at the start of January 2008. (See "Choosing to Learn" on page 4.)

The Year Ahead

Traveling seminars by Steve Ratcliff, Gary DeWood and Lee Brady went to six cities last year, and dinner seminars were hosted by visiting faculty in their home towns. The energy and passion of our faculty is being felt. Referrals are on an upswing, and post-course surveys tell us that participants are getting a lot out of their Pankey experience.

Beginning in March, the members of our Resident Faculty are touring five cities with a 1.5-day seminar titled "Every Case Is a Big Case." They have been to NOVA Southeastern University in Fort Lauderdale and will go to the cities of Indianapolis, IN; Portland, OR; Minneapolis, MN and Scottsdale, AZ. This is an exciting new seminar for dentists, and their teams will get a lot out of it, too. We encourage you to encourage others to attend as this is a low-cost way to introduce your non-Pankey colleagues to the Institute. (See page 9 for more information.)

On the horizon for November 2008 is the aesthetics symposium, "A Gathering of Eagles: Porcelain to Titanium, a Synthesis for Beauty." (For more information, see page 2.) Dental educators and restorative dentists will come from around the globe. Plan to be there!

We have hired an agency specializing in television commercials to prepare a new two-minute segment that will advertise www.pankeydentist.org. In addition to informing viewers about the website, the commercial will tell them about your advanced dental education and comprehensive dentistry. If you would like to become a Public Member of the Alumni Association and thus become a participating member of www.pankeydentist.org, please call Pauline Shaw at 305-428-5553 or e-mail her at pshaw@pankey.org. You may go to www.pankey.org and click on the Alumni button to read about the benefits of Public Membership. ■

Dr. Gerard J. Chiche Becomes Faculty Advisor

Chairman of Education, Steve Ratcliff, is pleased to announce that Gerard J. Chiche, D.D.S. has become a curriculum consultant to The Pankey Institute and a member of its Advisory Faculty. He is bringing his LSU residents to the Institute in April, and he will be a featured speaker at the Institute's 2008 aesthetics symposium: "A Gathering of Eagles."



Dr. Gerard J. Chiche

Dr. Chiche is the Helmer Professor and Chairman of the Prosthodontics Department at Louisiana State University School of Dentistry. He has given numerous programs nationally and internationally and holds membership in the American College of Dentists, the American Academy of Esthetic Dentistry, the American Academy of Fixed Prosthodontics, the American Academy of Restorative Dentistry and the Omicron Kappa Upsilon Dental Honor Society.

He is a Past President of the American Academy of Esthetic Dentistry and is also, respectively with Alain Pinault and Hitoshi Aoshima, the author of the textbooks: *Esthetics of Anterior Fixed Restorations* and *Smile Design - A guide for Clinician, Ceramist and Patient*, both published by Quintessence Publishing Co.

He is the recipient of the 2003 LSU Alumni Award, the recipient of the 2003 Educational Community Achievement Award of the Seattle Study Club for best dental educator of the year. And, he is a consultant to Noritake Co. ■



Education
Chairman's
Message

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On a Giant's Shoulders

When I sat down at my computer to write this first "Chairman's Message" my brain flashed on the Lily Tomlin skit from the old Rowan and Martin's *Laugh In*. She played Edith Ann, the six year old in the rocking chair who had a distinct view of the world. I feel a little like Edith Ann right now. I have a very distinct view of dental CE, and I am sitting in a very large rocking chair that has been occupied by one of the giants in dentistry for the past 25 years.

Irwin has been the major force in shaping dental continuing education as Chairman of the Department of Education here at the Institute. His leadership and willingness to be creative in planning helped us all grow in our practices and lives, and as he begins his transition into his next chapters of teaching I have

new appreciation for all that he has offered to his students, faculty, and colleagues. Most impressive is his willingness to continually and honestly critically reflect on his beliefs and understanding about teaching, learning and facilitation. Irwin is always learning about how he can be a better educator.

While our Chairman Emeritus is writing a new chapter in his career he will still be an active and valuable contributor to what we do here at the Institute, and I am certain he will remain our moral compass. Perhaps, the greatest contribution he has made in his years here is to always hold out for what he believes is right, even when others would take the lesser path. While we may argue about technique and dots and stripes as only dentists can do, and debate over the merits of one implant system over the other, in Irwin's mind, there is no room for debate when it comes to doing the right thing for every patient who crosses our threshold.

Irwin Becker's legacy as Chair is one of absolute integrity,

passion for The Pankey Institute and all that it stands for, and a belief that every student with whom he has come into contact has the potential to be great. Those beliefs will guide all that he does as he continues his journey in teaching and facilitation.

Irwin is the first to say that we must continue to change and grow to meet the needs of today's participants. We must learn to be the best teachers and guides and coaches that we can be for not only those who seek to learn here at the Institute but also for our patients. It is paramount that we hold onto the very best of what we are and have been to guide our decisions as we move forward. At the same time we need to look forward 30 years and dream about possibility and what we will offer to the young dentist seeking advanced learning.

Irwin and I spent a good bit of time on the road over the last few months, seeking the input and advice of our visiting faculty, participants, supporters and friends of the Institute. We asked lots of questions and listened

very carefully. In the next few months we will bring forward new programs and courses that have been designed directly as a result of talking with all these very bright people. Lee Ann Brady, Gary DeWood, Irwin and I have been very busy with countless hours of planning sessions so that we can continue to bring outstanding continuing education to our participants.

With Dr. Pankey's philosophy as the glue that holds everything we do together, we are moving toward a very bright future. We have a team of exceptionally dedicated resident and visiting faculty who are ready to knock themselves out to provide the very best educational experience available in dentistry. You have probably heard the saying: "If I have seen further than others, it is only because I have stood on the shoulders of giants."

Irwin, you have proven how strong you are...you have countless dentists standing on your shoulders. ■

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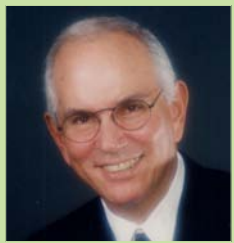
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Emeritus
Chairman's
Message

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In this crazy, complex world we live in, I have come to believe that much of what we take as fact or science – or even common sense – diminishes the basic principles that we learned in high school, professional and/or graduate school. We cannot safely assume that the next rising generation's beliefs have any relevancy to what we profess to believe in.

Some of the myths, as I like to think of them, can be humorous. But some may be very detrimental to the future of our profession and to our very existence as we have known it. Let's have some fun in listing some of these myths and let's think about them, just for a minute.

Perhaps, you can note the irony, the duplicity, and even the hypocrisy in some of these notions. I would love to hear from each of you when you figure out where I am going with this, and perhaps you would email me back with your additions.

1. Science is no different than politics.
2. What we assume is truth always gets passed on to the next generation.
3. Becoming Chairman Emeritus gives one so much more time for back country fishing.
4. Being right always leads to a win-win situation.
5. Out-marketing your competition will always lead to being successful.
6. Creating a beautiful smile will make you successful in dentistry.
7. Creating a perfect bite will make you successful in dentistry.
8. Picking the very best technician will lead to long term success.
9. Dentistry is so predictable that one can learn to do all the specialties by one's self.

Myths and Misconceptions

10. Reading all the best self-help books leads to a happy and complete life.
11. Fixing up one's occlusion is a guarantee for periodontal health.
12. Learn everything about one implant system, and you have it made.
13. Learning is best in a sequential linear mode.
14. Learning is best accomplished through a global viewpoint.
15. The best two teams in the entire country play for the championship all the time
16. The best two sports programs play each other for the championship in both football and basketball.
17. The wealthiest sports programs play each other for championship levels. (That actually may be the truth.)
18. Winning championships, even back to back, makes the coach ultimately happy.
19. Eliminating excursive interferences is enough for comfort and stability, even if you left centric interferences.
20. There is sufficient evidence to make the following statement: The end results of Myo-Centric (Neuro-Muscular) and Centric Relation are insignificantly different.
21. The terms Physiologic, Function, and Dysfunction have clear definitions and are clearly understood by differing occlusal camps.
22. All differing occlusal camps agree where severe wear patterns come from, i.e., destructive Parafunctional Habits.
23. The difference between a business and a profession is actually insignificant.
24. The rising next generation understands exactly what we mean as ethics in our profession.
25. Members in any one generation understand what ethics are and how important it is to maintain the longevity and respect of our profession.
26. When we hear or read something, we all get the same message.
27. Words mean the same to all of us no matter what our differing experiences have been.
28. Everyone reading this article will go away with the same feelings, objectives and understanding of what I was trying to convey.

I hope that you were inspired to laugh and to reflect. Let me know if you want to add some more to this list. Every one of the above statements has been conveyed to me at one time or another. ■



*Featuring World
Renowned Dental
Educators*

**Gerard J. Chiche, Pascal
and Michel Magne,
Avishai Sadan,
Urs C. Belser, Irwin M.
Becker, Steve Ratcliff and
Pankey Scholars**

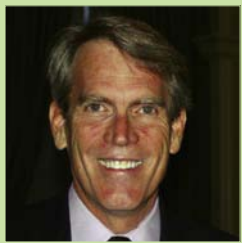
A GATHERING OF EAGLES
*Porcelain to Titanium:
a Synthesis for Beauty*

A Dental Aesthetics
Symposium of
The Pankey Institute

NOVEMBER 5 - 8, 2008
at Loews Hotel on
Miami Beach



Dr. Frank Spear was honored in March by the unveiling of his portrait in Masters Hall. On hand were 29 participants in his course (The Pankey Masters Experience with Frank Spear) and the resident faculty of the Institute.



Education
Chairman's
Curriculum
Update

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The ability to have some voice in what we learn and our willingness to apply that which we most want and need to learn are directly related. Choice is a fundamental precept of adult learning. Progression and sequence are also necessary for developing structure and content. The majority of learners in dentistry express a desire for a clear path for their learning experiences once they have identified what they most want to learn.

As characteristics of lifelong learners have become better understood and as we continue to learn and adapt to the needs of our participants, it is clear that full engagement by our participants requires that we change the linear approach to teaching that has been our historic pattern. It has served us well; we know what works for many people, and we believe that we can

Choosing to Learn

keep the best of "what is" and complement that with new thinking and opportunity to enter into different learning modes at The Pankey Institute.

We have learned from focus groups and in discussions with participants – current and past, as well as other leaders in dentistry – that even our fiercest advocates believe that it is time to change our approach. Those who knew Dr. Pankey personally tell us that he was a change agent and was always looking toward the future. We choose to continue that tradition.

January of 2008 will bring the introduction of new learning paths at The Pankey Institute. Our participants will have greater opportunity to choose what they want to learn and at what point in their journey they would like that learning to take place. We have listened carefully and you have told us that you want more choices in your course selections and that you would like those choices to be less linear as you move through them

Your input led us to develop what we call the "Essentials," four courses which encompass the most important aspects of the Continuum

and which have, as their primary objective, preparing the participant to have the confidence to diagnose, evaluate, treatment plan and execute the majority of those cases that are seen in the generalist's office. These four courses will be:

- Occlusion in Everyday Dentistry
- Bite Splints in Restorative Practice
- Where the Front Meets the Back: Anterior and Posterior Determinants
- Predictable Restorative Success

These courses combine the best of the continuum courses as well as add some pieces that will make life easier for our participants.

Supplementing these extraordinary courses will be other learning tracks that include Aesthetics, Team Development, TMD, Magne Team, The Master's Series, Business Systems, Interdisciplinary Courses and, of course, Becker's Master's Course. All of these offerings are designed to help you pick the areas where you believe you have the most need or interest to learn.

For those who prefer a structured path, taking the Essentials in the above listed order is a magnificent beginning, and we will soon have other learning pathways mapped and sorted. For instance, if you have a burning desire to master aesthetic procedures, you may move into the Aesthetics course immediately after taking Occlusion in Everyday Dentistry (E1), or you can take Magne Team at anytime. If you really need help in building your staff into a cohesive team, then you may choose to move into the Team course after you take Occlusion in Everyday Dentistry.

Of course, Dr. Pankey's Philosophy will very much remain the glue that holds every course together. Each of the Essentials and most of the supplemental courses will have philosophy workshops as well as behavioral and managerial pieces. The structure may be changing but we remain committed to holding close those principles that have made The Pankey Institute so important to so many people. I realize this is just of taste of the future. Stay tuned. More in depth discussion will follow. In the meantime, I hope to see you on the Key soon. ■



Clinical
Director

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In the early eighties, as I began my career, I couldn't help but notice there was one dentist in our community who seemed a little different. He was one of the two dentists who sent congratulations and wishes of good luck upon our arrival. He contacted us, asked us to lunch, and offered us time should we ever want or need someone to talk to.

He was highly respected, and he always spoke of the others in the dental community with an equal respect. Although he did not have a leadership position within our dental

Why Did You Come to The Pankey Institute?

society, I couldn't help but notice that his opinion on matters was routinely sought. It took me a while to see what it was that made him different. It was contentment and peace. He was *happy*.

Over the next two years, I had occasion to spend time with him, to seek his counsel, and to learn that his happiness came from confidence in his technical abilities, his appreciation of the patients whom he served, and a true love of what he did. I thought him to be quite lucky.

It was later that I discovered he had designed his career (and his life) with intent after spending time with Dr. Pankey and then at The Pankey Institute.

I moved, and as sometimes happens, got entangled in life. I was busy with family and practice, running from this to that, wondering at times if this was really what I had wished for. In 1986 someone mentioned The Pankey Institute, and I thought back to Dr. J.

I contacted the Institute to find out about it and attended C1 the next year. I was indeed lucky to have had that example to think back to. I was also lucky to have been given the opportunity to want something more.

In 1986 there were limited choices in continuing education. Dr. J's example, his quiet confidence, led me eventually to seek what he had. I discovered reasons to ask and in

discovering my questions I was open to hearing answers. We live in a different time. Today's new graduates are immediately surrounded by a perplexing plethora of opportunities to continue their learning. They are bombarded with answers before they can own any questions.

If you benefitted from your experiences at The Pankey Institute, you know that others can benefit also. Leading them to that discovery is a process through which they can see what is and can then ask what could be. The beginning of that process is acceptance of them in relationship with you as they are, without judgment and without advice. It's a relationship that begins with your ears



Clinical Director

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Dental Practice Missionaries

told my mom a few years ago that she needed an evaluation. Being my mom she replied, "If you think I need to."

I proceeded forward with the comprehensive evaluation, and was certain the next step was appliance therapy. Being my mom she replied, "If you think I need to." It took sever-

"If I have my teeth done, will they look as beautiful as yours?"

al appointments of her appliance therapy before it struck me that she was being a compliant mom, not a committed partner. Thankfully for both of us I did not push her into treatment she neither understood nor valued.

Over the course of the last two years, my mom has been a silent observer as I have had my own mouth restored, occasionally asking a question, or checking in to see how I was doing. Our annual December trip to my parent's house was the first opportunity I had to spend time with them following the completion of my dentistry. As we do every holiday season, my mom and I were together, cooking side by side in her kitchen. As we stood there silently, just enjoying being together chopping vegetables, my mom asked, "If I have my teeth done, will they look as beautiful as yours?"

I don't share my journey because my dentist asked me to, I share it because it is an important part of my life, and I am proud of my commitment and contribution, and proud of making that choice for myself.

Helping others see different possibilities for themselves is influence and leadership at it's best, and that's what missionaries do! ■

Special Opportunity for Faculty & Mentors:

Spend two full days at The Pankey Institute with

Avishai Sadan, DMD

Associate Professor and Chairman of the Department of Comprehensive Care of Case Western University's School of Dental Medicine

Aug. 3-4, 2007

Call 305-428-5500 for details.

New Triple Plus Club Members:

Dr. Jennine K. Huett

Dr. Bradley Weiss

Thank you, and welcome to the Club!

and your eyes. Your wisdom, shared through your observations and wonderings are what constitute the co-discovery process. Unfortunately, today you can't sit back and wait for them to come to you. You must reach out.

You were blessed with the opportunity to lead patients in a similar process because you reached out to them. Are you willing to reach out to new dentists? Can you send words of congratulations and good luck to the new dentists in your community? Can you offer your ears at lunch? Can you develop a relationship based on what you can give? Can you slow down enough to listen and help them discover the path that is best for them? Can you wait until they ask and then assist them in developing their answer?

There is no substitute for someone whose motivation is whatever is in the best interest of the other person. I hope that The Pankey Institute is one of the solutions for them, but I know that it will not always be.

If you can do this, you have become a mentor. You may have thought you were (or could be) a Pankey mentor. Why limit what you have to share? Help as many people as you can to get what they want. If Pankey fits, I'm hopeful you'll recommend us.

I would enjoy an opportunity to meet 8 to 12 of those who are benefiting from knowing you and for whom the question of whether or not Pankey is right for them is part of their process. My purpose in coming to meet with you and those you are mentoring would be to shake their hand, look them in the eye, and show them a smile. I would ask less than 30 minutes to outline our programs and to speak about vision, choice, success and happiness. As one of the people they would meet if they decide The Pankey Institute is the right place for them, I would be able to create an immediate connection upon their arrival in Key Biscayne. Dinner will be on me!

If you would be willing to host one of these Café Conversation Dinners, please contact me at gdeewood@pankey.org, or call the Institute and ask for me. I hope to see you in your home town. ■



Pankey Alumni Lead State Dental Associations

The March 5th issue of *ADA News* reported on January's President-Elect's Conference at ADA headquarters. Among the photos were three Pankey participants: Dr. Jeanne Salcetti who is President-Elect for Colorado, Dr. Donna Thomas Moses who is President-Elect of Georgia, and one of our visiting faculty, Dr. Jamie L. Sledd who is President Elect of Minnesota. Congratulations to all our State President Elects!

Dear Readers, Please share with us the professional organizations in which you hold office. E-mail pshaw@pankey.org.

You are invited
to the 19th biennial
meeting of
The L.D. Pankey
Alumni Association



OCT
11-14
2007

The Ritz-Carlton
Key Biscayne

Celebrating 25 Years of Leadership

AGD lecture and participation credits will be available for attending the morning speaker programs.

Special Alumni Events

Thursday's President's Reception will be a light reception with a jazz trio in a beachside garden of the Ritz-Carlton. Be there at 7:00 PM to greet and meet each other.

Friday afternoon's organized activities offer something fun for everyone. Join the traditional Alumni golf tournament or fishing tournament. Or, go on a dive trip with some of the resident faculty. Go on an eco-tour of Biscayne Bay sea grass beds. Or, tour the Vizcaya Estate Museum and Gardens after enjoying lunch in the lush tropical surroundings of its premises. If you are hungering for relaxed R&R, lounge by the hotel pool, walk the beach or spend time at the spa, onsite at the Ritz-Carlton.

At this year's Saturday Gala Dinner, you'll find our favorite Miami dance band, The Ritz-Carlton's Island Buffet, wine and beer served tableside, cash bar and 25th Anniversary toasts.

This year we will be honoring the entire faculty – past and present, the Pankey Scholars, the staff members of our Pankey Scholars, and all Alumni Association presidents. The Foundation Trustees and guest speaker, Dr. Peter Dawson, will pay tribute to Dr. Irwin M. Becker and Christian B. Sager prior to their closing remarks on Sunday.

All Institute participants and supporters are welcome to register and may be accompanied by staff, family members and guests.

2007 Schedule of Events

Thursday, Oct. 11

11:00 AM to 6:30 PM Alumni Arrival/Registration (Ritz-Carlton)
1:00 PM Board of Director's Meeting (Pankey Institute)
7:00 to 8:30 PM President's Reception (Ritz-Carlton)

Friday, Oct. 12 *At the Ritz-Carlton*

7:30 to 8:00 AM Continental Breakfast
8:00 to 9:00 AM Opening Remarks – Dr. Dale A. Sorenson: 25 Years of Leadership; Introduction of New Pankey Scholars; Acknowledgement of Scholar Staff
9:15 to 10:30 AM ♦ Dr. Steve Ratcliff: Virtual Treatment Planning
♦ Dentist & Staff Presentation – Dr. Jeffrey T. Bonk: Change, the Reward of Pankey Dentistry
10:45 AM to Noon ♦ Dr. Steven Hart: Getting to Yes
♦ Dentist & Staff Presentation – Dr. Michael J. Scherb: Centered Around The New Patient Experience
Afternoon Participate in a fun organized activity, or enjoy Key Biscayne on your own.

Saturday, Oct. 13 *At the Ritz-Carlton*

7:30 to 8:00 AM Continental Breakfast
8:00 to 9:00 AM Opening Remarks – Education Department: Acknowledgement of All Faculty, Active and Inactive
9:00 to 9:30 AM Dentists may travel by van to The Pankey Institute.
9:30 to 10:30 AM *At The Pankey Institute (for Dentists Only)*

Presidents Hall – Dr. William L. Koch: A Primer for Becoming a Pankey Scholar
Clinic – Dr. George F. Warga: How to Treatment Splint Design to Solve the Occlusal Riddle
Masters Hall – Dr. William Wynne: How to Treat the Crowded Dentition

At the Ritz-Carlton (for Dentists w/ Staff)

- ♦ Dr. Brian R. Beirl: IPOD, the Individualized Practice of Dentistry
- ♦ Dr. Bradley Portenoy: Exceeding Patient Expectations Beyond their Beautiful Smiles
- ♦ Dr. William Gregg: The Gifts of Dentistry—A Rediscovery of Innocence
- ♦ Dr. Ronald M. Teel: Hippocrates, Optimal Care, Ethics and the Dental Staff
- ♦ Dr. Kenneth Myers: Soul, and the 5 R's of Restorative Dentistry

10:30 to 11:00 AM Dentists may travel between the hotel and Institute by van.

At The Pankey Institute (for Dentists Only)

Repeat of 9:30 AM Speakers
At the Ritz-Carlton (for Dentists w/ Staff)
Repeat of 9:30 AM Speakers

Afternoon Free Time

6:30 - 10:30 PM

At the Ritz-Carlton
Cash Bar and Light Hors d'Ouevres followed by Gala Dinner Dance and Anniversary Toasts

Sunday, Oct. 14 *At the Ritz-Carlton*

7:30 to 8:00 AM Continental Breakfast
8:00 to 10:00 AM Remarks from Alumni Officers; Introduction of Past Alumni Presidents; Foundation Presentation; Remarks by Dr. Peter Dawson, Dr. Irwin M. Becker and Christian B. Sager
10:30 AM to 12:30 PM Keynote Speakers, Drs. Kary & Uche Odiatu: Fit to Lead: Your Peak Performance Advantage
12:30 PM Adjournment & Passing of the Gavel

REQUEST FOR TRIBUTES: We are collecting letters of appreciation and articles that honor Dr. Irwin M. Becker and Mr. Christian B. Sager. These will be bound in a special 25th anniversary book to be given them at the Alumni Meeting. Please send submissions to Pauline Shaw at pshaw@pankey.org.

Dear Colleagues,

The L.D. Pankey Alumni Association invites you to our biennial alumni meeting at the Ritz-Carlton Key Biscayne, on October 11-14, 2007.

This will be a special meeting, commemorating Christian B. Sager's and Irwin M. Becker's 25 years of service to The Pankey Institute. The meeting will honor all faculty – past and present, the Pankey Scholars and their staff. Silver anniversary fun will be mixed into the traditional Thursday evening reception, Saturday night gala dinner, and Friday afternoon sporting events.

The Pankey Scholars will make Friday morning and Saturday presentations designed to inspire your practice to greater heights! As in other years, there will be presentations of special interest to family and team members. Our Sunday morning keynote speaker this year is Dr. Uche Odiatu, a fitness and health expert. Dr. Becker will provide the meeting's closing remarks.

It's not too early to call for a hotel reservation: 305-365-4500

Mention you will be with the Pankey Alumni Meeting.

If you've never been to an alumni meeting you may not realize the contagious energy that takes place. Every Pankey Institute participant, their spouses, team members, and special friends are invited. You will have a wonderful learning experience, as well as time with friends "new and old" – at one of the world's best resorts.

The Alumni Meeting is a good way to help your staff learn about the philosophy and how to help you apply it in the office. We look forward to seeing you there!

Dr. Dale A. Sorenson, Alumni Association President
Dr. Edmond O. Mukamal, President-Elect & Program Chair

Meeting Registration: All Alumni Association members will receive an information and registration mailing soon. If you are not a member of the Alumni Association and would like to register for the meeting, contact Pauline Shaw at pshaw@pankey.org.

Our Keynote Speakers: Kary Odiatu, BEd, BPE, NSCA-CPT Uche Odiatu, DMD, NSCA-CPT

Our keynote speakers are best selling authors and certified trainers. Uche is a practicing dentist, a part time instructor at the University of Toronto and a certified nutritional and wellness consultant. Kary is a world-class fitness athlete and a certified yoga instructor. They have appeared on over 200 radio and television shows, motivating people to take action on their health and wellness goals on four continents. Can living a fit lifestyle increase your personal productivity? Yes! The Odiatus will give us the latest information on active living, peppered with a little humor, and powerful reasons to immediately revamp our health and fitness goals. Say NO MORE to procrastination. Take home simple strategies to create a personal action plan for a lifetime of vitality!



Our Experience with Alumni Meetings

By Fran McDonald, a Member of Dr. Edmond O. Mukamal's Care Team

Vacation destination brochures are written to lure the casual observer into holiday acceptance. They are full of promise to deliver whatever amenity one would be searching for. If The Pankey Institute in Key Biscayne wanted to produce such a brochure, it would read something like: Soft balmy breezes welcome you to the island of Key Biscayne where you will enjoy more than intellectual enrichment at the renowned Institute, but meaningful and memorable experiences with members of your own staff and those of other practices. The weekend is full of enlightening lectures delivered by compelling speakers. Individual skills are honed in their respective fields. The curriculum incorporates specific and general tutorials. All this and the Ritz Carlton, too! Who could ask for anything more?

Our experience with the Alumni Meetings has provided us with rich and delightfully unforgettable memories. We have come to know each other in a way that never would have happened in the day-to-day work environment. Each member of staff teams up with a roommate, sharing the off hours in a beautiful and relaxed atmosphere. One of our new staff members was able to get better acquainted not only with other staff members but also Dr. Mukamal. Her impression of the Institute left her with the feeling that her team leader was very well respected among his peers. Dr. Mukamal gave her the "tour" and it was during that visit, she realized how much The Institute means to him and how proud he is to be part of it. She attended a hands-on workshop where she was probably the only "non-dentist" fabricating transitional restorations, assuring her that the philosophy of well

trained team members leads to the level of excellent care and service that has become synonymous with The Pankey Institute.

Past Alumni Meetings provided seminars in the art of communication, the method of facilitation and the gift of inspiration. We worked on accepting people by listening and understanding their differences and ideas. These Alumni Meetings provide attendees the opportunity to meet people from all over the country and from other parts of the world. A leadership seminar taught us team skills to meet the challenges in a changing world and to understand the different character traits that each staff member brings to our team. Another highlight was a musical lecture by Kevin Asbjornson describing the artistry of leadership through music interpretation. His music inspired creative communication and self-discovery among the participants. Our imaginations were individual and challenged but ultimately it created a cohesive synergy of our teamwork. When we returned to our office and played the CD from the lecture, there was a definite connection within our team. Being in Key Biscayne at the Alumni Meeting attending lectures and interacting allowed us to learn firsthand, the Pankey Philosophy.

Being pampered and educated at such a high level gave us all a great opportunity to learn about each other and become better at what we do. We know from this experience that we are appreciated and our contribution to our team is an integral part of Dr. Mukamal's practice. It is in this shared experience that the message of Dr. Pankey is delivered and absorbed. ■

Participating members of www.pankeydentist.org just received trifolds for their offices that tell their patients about Pankey Institute training and what it means to them. It's easy to become a 2007 Pankey Public Member. If you want to learn more about the benefits of membership and join online, go to the institute's website, www.pankey.org, and click on the Alumni button. For personal service, call or email Pauline Shaw (305-428-5553/pshaw@pankey.org).



A Dream Come True

By Dr. John and Cathy Jameson

Dreams. Everyone has them. We certainly do. And one of our “dreams” has been to spend time in the hallowed halls of The Pankey Institute. John and I were recently able to do just that. Last December, we were invited to participate in Continuum I, the first in a series of courses. We were NOT disappointed, but were in fact, even more overwhelmed with the quality of the experience than we had even anticipated.

Walking into The Pankey Institute’s facility, stepping across the marble floor featuring their logo and savoring the feelings of awe that captured us with thoughts of the outstanding professionals who have taught there was, indeed, inspiring. But the true inspiration came when we walked into the classrooms where the teaching and the learning were taking place. That’s where the magic lives.

OUR HISTORY WITH THE PANKEY INSTITUTE: Over the years, we have worked with numerous Pankey graduates as clients of Jameson Management, Inc. We have taught seminars for Pankey Study Clubs throughout the country, and John studied with one of the formidable instructors of Pankey, Dr. Peter Dawson. He studied with Dr. Peter Dawson finishing all levels of training available at that time. John received a marvelous dental education at Creighton University, but he says that it was through this advanced instruction with Dr. Dawson that he really learned how to practice non-compromisable, comprehensive dentistry. This instruction became an incomparable enhancement to his fine education.

Having networked with many Pankey graduates and study clubs, it was a delight to experience Continuum I first-hand. It has been and continues to be reinforcing to us to note the congruence between our two institutes: a commitment to excellence; a high standard of quality; focus on total health and well-being for not only the patient but for the doctor and team; fulfillment in the profession of dentistry leading to a balanced life that brings happiness and joy to the doctor and to his/her family.

John and I, as a clinical dentist and as a psychologist respectively, know that if a doctor practices with top-notch skills, that his/her confidence will develop, case acceptance will increase, and fulfillment in the profession will be enhanced. However, knowing how to do the dentistry is one thing – being able to do it is another. This is where the marriage of clinical skills and management skills become joined. We want our clients to be able to do the kind of dentistry that they love to do in the way that they love to do it.

Good management skills without good clinical skills lead to frustration. Likewise, good clinical skills without good management skills lead to frustration. The two must coexist and work succinctly together. We were encouraged to experience the Pankey commitment to this joining of the clinical with the behavioral and management skills. This is, truly the meaning of “comprehensive.”

OUR EXPERIENCE: We had the privilege of being in the classroom with Dr. Irwin Becker as he presented an introduction to the participants of the class. These participants ranged in experience from recent graduates to 30+years in practice and everything in between. The teaching facility is stellar. The lecture halls are complete with state-of-the-art technology. There is a perfect mix between lecture and participatory or “hands-on” instruction. It was clear to us that the doctors participating were already “good” and were interested in “getting better.” They were in the right place. Dr. Becker and the excellent faculty emulated a commitment to passing their expertise on to the participants. Hearing Dr. Becker’s explanation of the Pankey philosophy was magnificent, as was our interaction with Dr. Mark Murphy, Dr. Gary DeWood, Dr. Lee Brady, Chris Sager, Dr. Sam Low, Dr. Steve Ratcliff and numerous other members of the Pankey team.

As much as we were held in awe by the faculty members during lecture, it was also an enormous pleasure for us to join the group in the evenings as they received further instruction and participated in discussions in the beautiful and wel-

coming condominiums that are a part of the Pankey campus. The visiting faculty members – all Pankey alumni – created a safe, comfortable environment for a sharing of ideas, questions, concerns and clarifications.

Dentists oftentimes feel isolated in their practices and many do not have a strong network of colleagues who share the same philosophy of care. Therefore, when a doctor has questions about a case or wants to confer with a like-minded colleague, there may not be anyone to call. This isolation can lead to disappointment, discouragement and burnout. Great aspects of the Pankey community are the camaraderie, mentors and ability to call a colleague to discuss cases. This community of doctors, along with the ever-developing, ever advancing skill level, brings a newfound joy to the profession and to the professional.

OUR CONTINUED COMMITMENT: There is a tremendous need for clinical development in dentistry today. The rapid advancement of materials, procedures, and technology can be overwhelming. The very best of the best have coaches. In the sophisticated world of dentistry today, a doctor must have coaches to excel: technological, management, business and financial coaches – and certainly, clinical coaches.

The Pankey Institute is meeting the need for clinical coaching in a manner that’s second to none. John and I felt as if our JAMESON mission of helping dental teams increase profitability and productivity while reducing stress; and doing so through business, communication and clinical system refinement, was being brought to life with every moment at the Pankey Institute. We provide the communication, technological, business, hygienic, and operational skill coaching. Pankey provides the clinical coaching. This is and will continue to be our place of referral for lifetime clinical training and advancement.

The more all of us learn, the more we realize how much there is to know. I often share the classic truism “Tell me and I will forget. Show me and I might remember. Involve me and I will understand.”

This concept unfolded before our eyes as we watched participatory segments of the course. From over-the-shoulder coaching to open idea exchanges among participants, moments of enlightenment were commonplace and were exciting and clearly life-changing. This is, without a doubt, the best way to coach – “hands-on.”

As we continue to work with doctors throughout the world, we recommend continued clinical development to keep up with changes, to improve already established skills, and to be able to complete complex, comprehensive restorative and aesthetic cases. We believe that success depends upon a person’s commitment to continuous learning and development. There is no such thing as status quo – one is either going up or going down. Physical law mandates this truth. Therefore, we encourage you to continue your work at The Pankey Institute by completing the multiple levels of Continuum – and by passing on your expertise to others through the visiting faculty program and the mentorship program. When you teach anything, your own learning, confidence and ability are enhanced.

After this great experience and the exquisite hospitality shown to us by the Pankey team, we joined the Triple Plus Club and Alumni Association and will be using The Pankey Institute as a clinical training resource for our clients both here and in the United Kingdom. It is our privilege to recommend The Pankey Institute to our clients. This experience was, truly, a dream come true for us. ■

Dr. John Jameson and Cathy Jameson have long been teaching dental professionals how to develop and implement results-oriented, practice-building strategies through interesting and insightful presentations (jamesonmanagement.com).

EVERY CASE IS A BIG CASE

Come to our new seminar titled "Every Case Is a Big Case." Bring your practice team. Bring your colleagues. Clinical insights, behavioral insights, even financial insights will change how you look at every case.

– Steve, Lee and Gary



In this 1.5-day course, we will cover:

- A systematic approach for diagnosing and treatment planning any case
- The components of a comprehensive examination
- Improving case acceptance
- Optimizing occlusion for restorative success
- Centric relation: when and why?
- Combining form and function for predictable esthetic results
- TMJ diagnosis and its relationship to case management
- Use of occlusal appliances in a restorative practice
- Equilibration: why, when and how?
- Nobody cares about your money as much as you - what are you doing to monitor your business?
- What is a fair fee and who should determine it?
- Are you planning to retire?
- Learning how to help your patients learn
- Developing a philosophy of dental practice that works
- How to help your team help you deliver the best you have to offer

Tuition fee of \$545 per doctor and \$250 per staff member includes Friday continental breakfast, Friday morning and afternoon sessions, Friday lunch and evening reception, Saturday continental breakfast and Saturday morning session. Earn 12 AGD lecture and participation credits. For details, go to www.pankey.org, or call (305) 428-5500.

Indianapolis, IN
July 13-14, 2007
Indianapolis Marriott
Downtown

Portland, OR
Sept. 14-15, 2007
Portland Marriott
Downtown

Minneapolis, MN
Nov. 2-3, 2007
Embassy Suites Hotel –
Bloomington

Scottsdale, AZ
Nov. 30-Dec. 1,
2007
Marriott Scottsdale
Suites – Old Town



Cliff Litvak, Named Alpha Omega President

The House of Delegates of Alpha Omega International Dental Fraternity recently elected Pankey Institute Visiting faculty member Dr. Clifford S. Litvak to the office of International President-elect during their annual convention in Las Vegas, Nevada. He will be installed as president in December 2007 in Tel Aviv, Israel. Alpha Omega is an international dental fraternity that was founded in 1907 to combat anti-Semitism in dental schools. That mission has evolved over the years and AO, while proud to be the "Voice of the Jew" in dentistry, has now become an educational, philanthropic and fraternal organization that is an active advocate for tolerance for all people throughout the dental community. Alpha Omega now has over 5000 members in 27 countries throughout the world.

Among its many philanthropic activities, Alpha Omega founded both of the dental schools in Israel, located in Jerusalem and Tel Aviv, and provided dental education and improved the lives of Ethiopian and Russian immigrants entering Israel. During the 1990's, AO chapters organized free programs to address the relocation and dental needs of Russian immigrants entering the US and other countries.

Dr. Litvak, a Denver native, graduated with honors from the University of Colorado School of Dentistry and has practiced as an esthetic comprehensive dentist

since 1981. He has been a part-time associate clinical professor of restorative dentistry at CU for the last 26 years, while also serving on the board of trustees of the CU Alumni Association for the last 15 years. Cliff was honored to have received the coveted Alumnus of the Year Award from CU in 1999.

Cliff holds bachelors and masters degrees in civil and environmental engineering from Stanford University. He is active in the Colorado Dental Association and the Metropolitan Denver Dental Society and has served as president of the Denver chapter of MDDS and program chairman for the annual Rocky Mountain Dental Convention.

Cliff is a Fellow of the American College of Dentists, where he currently serves as president of the Colorado chapter. He was awarded Fellowship in the Academy of General Dentistry in 1997. He is proud to be a member of the Omicron Kappa Upsilon honorary dental society.

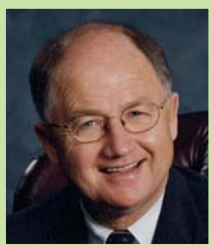
Alpha Omega has been a passion of Cliff's since dental school, when he helped establish the Beta Iota student chapter at CU in 1980. He is honored to have been the faculty advisor for Beta Iota for the past 26 years. He has served in every office at the local alumni level and continues to be active on the Denver chapter's board of directors. Internationally Cliff has served in many positions. ■

This Quarter's Referral Champions

Thank you for motivating new dentists to come to The Pankey Institute!

Dr. George Wurga
Dr. Roseanne Collucio-Kirkland
Dr. David St. Ledger
Dr. Steven Press
Dr. Julie Savage
Dr. Matthew Fleming
Dr. John Wilby
Dr. Nopsaron Chaimattayompol

Dr. Mark Murphy
Royal Dental Lab
Dr. Michel Yee
Dr. Scott Burke
Dr. Tom Corwin
Dental Services Group
Dr. Karen Scherer
Dr. Don Friedlander
Dr. Lorraine Thaker
Dr. Noah Belman
Dr. Robin Kutner
Dr. John Murphy
Dr. Randy Barbuio
Dr. Yasmin George
Dr. Nick Nguyen



Director Emeritus, Business Systems Development

Richard A. Green, DDS, MBA
rich@evergreenconsulting-group.com

In the Crucible: The Steadfast 25 Years of Dr. Irwin Becker

Today's thoughts for your crucible are: (1) There is a difference between wanting to be a leader and being willing to do "leader work." (2) We do not determine our Legacy; others do that after we are gone. (3) Leaders do not know the impact they have had on your life unless you share it with them.

What is leader work? Simply said, it's influencing yourself and others towards a preferred future by "being" and "doing." Our unique expressions of leadership need to come from deeply held values – from the inside out. One of the building blocks of leadership is to ask how we want to be known through our actions. A legacy comes from others remembering those moments with you when you touched them where they live in a very significant way. You become a leader, when you are clear and congruent in thought, word, and deed – and have an opportunity to be significant in and eyes and lives of others.

Reflect on the steadfast work of Dr. Irwin Becker and the seeds he has sown over the past 25 years and will continue to sow as he redefines the next chapter in his life and career. He has been "doing" leadership work with participants around the philosophical constructs that comprised Dr. Pankey's message for nearly 25 years. In each of those years he has spoken to 10-12 C1 classes with 20-24 participants in each class. Do the math. That is 5,000 to 7,200 dentists. And that is only in C1!

Reflect, if you will, back to your C1 experience – the philosophical message, the connecting points for you, and the questions that moved you, shook your soul, and began to shape your vision, sometimes unaware. It is only in reflection from a more distant view that Irwin's Legacy appears. It appears when you think of him at significant times in your life. He will not know about his legacy for you unless you tell him about those significant moments.

On the first floor of The Pankey Institute, in the "break room" on the wall appears a framed letter entitled

"Remember" from Dr. Gary DeWood, written in 1991. This poem speaks to this issue. Read it the next time you are at the Institute, and speak about your remembrance to Irwin. It is important for him to hear from you at this "transition time" in his life to get a clearer sense of the potential impact of his "doing" and the steadfastness of his intentions through all these years.

Irwin will tell you he is not retiring but rather "reengaging in life." This is a time to take a new look at the things that matter most to him, to reengage from the inside out! This is in and of itself a developmental process. Behaviorally, it is not unlike developing a practice, a team, a patient (at their own speed), or even yourself. When you get a glimpse of the similarities, it's huge!

Irwin, thank you for your expressions of leadership over the past 25 years; they are the foundation forming your legacy. The legacy of your "doing" has been planted and dutifully tended by you through the years. It is and will continue to bear fruit! ■

IN MEMORIAM

Dr. Bud Sipko

The Pankey Institute has lost a generous friend, participant, and Visiting Faculty member.

Dentistry has lost a thoughtful and creative influencer. Vancouver, Canada has



lost one of its finest dentists who shared much of what he experienced and learned. And I have lost a dear friend.

I will always remember Bud's big smile. Over the 30 years I knew him, I experienced him as one who stood up for others, collaborated around similar interests, and was a catalyst, achiever, motivator, and in the vernacular of Don Clifton at Gallup, he was "High Woo!" (Winning Others Over).

Bud was always there encouraging and pushing the boundaries of a person's thinking. He was very effective as a learning facilitator. He touched many in his life well-lived, and I know this touch will live on in our lives. Thank you, Bud!

When Bud died on January 20th, he was only 59 years old. I encourage you to tell others how they have touched your life while you can.

–Dr. Richard A. Green

Upcoming Faculty Offsite Presentations

EVERY CASE IS A BIG CASE SEMINAR: STEVE RATCLIFF, LEE BRADY, GARY DEWOOD

- Indianapolis, IN: JUL 13-14
- Portland, OR: SEP 14-15
- Minneapolis, MN: NOV 2-3
- Scottsdale, AZ: NOV 30-DEC 1

IRWIN BECKER, DDS

- Delaware State Dental Society: APR 20
- University of Florida, Seminole Campus, Tampa: MAY 3
- Collier County Dental Associ., Naples, FL: MAY 4
- New Hampshire Dental Society: MAY 18-19
- Invisalign Summit, Las Vegas: JUN 14-16

STEVE RATCLIFF, DDS

- 21st Century Study Club, Minneapolis, MN: MAY 10
- North Carolina State Meeting: MAY 17-19
- ADA New Dentist Conf., Portland, OR: JUN 22-23
- FMC Seminars, London, England: SEP 8

LEE ANN BRADY, DMD

- North Carolina State Meeting: MAY 17-19
- ADA New Dentist Conf., Portland, OR: JUN 22-23
- ACD Summer Meeting Sun Valley, ID: JUL 5-6

- FMC Seminars, London, England: SEP 8

GARY DEWOOD, DDS, MS

- S. Arizona Dental Society, Tucson: APR 19-21
- Eastman Dental Center, Univ. of Rochester: MAY 15-16
- North Carolina State Meeting: MAY 17-19
- PALG, Spokane, WA: JUN 8-9
- ADA New Dentist Conf., Portland, OR: JUN 22-23
- FMC Seminars, London, England: SEP 8
- ADA Meeting, San Francisco, CA: SEP 27-30

GERARD CHICHE, DDS

- APR 20: Evansville, IN; 21: Boston, MA; 27: Atlanta, GA; 28: Monroe, LA
- MAY 4: Anaheim, CA; 11: Las Vegas, NV; 18: Ft. Worth, TX
- JUN 1: Reno, NV; 8: Madison, WI; 22: Louisville, KY; 28: San Diego, CA; 30: Kauai, HI with UCLA
- SEP 26: Orlando, FL

STEVE FONDRIEST, DDS

- North Carolina State Meeting: MAY 17-19

MARK HYMAN, DDS

- Peoria District Dental Society, Peoria, IL: APR 19
- California Dental Assoc., Anaheim, CA: MAY 5

- AACD Annual Meeting, Atlanta, GA: MAY 18
- UNC School of Dentistry, Chapel Hill, NC: JUN 11
- FL National Dental Conf., Orlando, FL: JUN 14-16

DENNIS MUNHOLAND, DDS

- Wisconsin Dental Association: MAY 11

SAMUEL LOW, DDS, MS, MED

- Allegany Dental Soc., Cumberland, MD: APR 27
- ADA Seminar Services, Green Bay, WI: MAY 11
- Cincinnati Dental Society: MAY 17
- Virginia Dental Society, Richmond, VA: JUN 15
- AGD, San Diego, CA, JUN 30
- Ninth District Dental Soc., Houston, TX: JUL 13
- Tennessee AGD, Nashville, TN: JUL 16-18

BARRY POLANSKY, DMD

- New Jersey Dental Association: JUN 6
- Pankey Study Club Calgary, CN: SEP 28

HARALD O. HEYMANN, DDS, MED

- The Texas Meeting, San Antonio: MAY 10
- Eastman Dental Center, Univ. of Rochester: MAY 16
- Journees Dentaires Internationales du Quebec, Montreal: MAY 26
- Chesapeake Dental Conf., Baltimore, MD: SEP 19

Leadership and Legacy

By Mary Osborne, RDH



I remember the first time I visited the Institute in 1999. I stayed that week in one of the instructors' condos; and like a child in a candy shop, I was delighted by the choices available to me as I explored the shelves of the video library. Because I was not able to get a convenient flight back to Seattle on Friday afternoon I was alone in the condo that evening. I sat mesmerized for hours watching videos of Dr. Pankey and Dr. Bob Barkley.

I never met Dr. Pankey or Dr. Barkley, but as I watched them that evening I was struck by how my work had been influenced by them. Over the years I had learned from Avrom King, Wilson Southam, and dentists who had learned from Dr. Pankey and Dr. Bob Barkley. They added their unique perspectives and shared what they learned with me. I was humbled to realize how much my work was informed by these two great men whom I had never met. Today their work is having an impact on our profession that they could not have imagined.

In the early nineties, I interviewed a young dentist in Canada, Dr. Walter Heidary, who was applying for an associateship in a practice with which I was consulting. Walter never met Bob Barkley, but the practice he joined had been influenced early on by Wilson Southam and others. Walter learned about Bob Barkley's process of self-care for children and embraced the concept fully in his practice. Rather than appointing children for rubber cup prophies, they hired trained childcare specialists to help children and their parents learn to care for their mouths with self-prophies. Through gentle, supportive teaching, children in the practice grew into taking responsibility for their own health.

Over the years Dr. Heidary's practice became well known for its children's program. He and his team were asked to present to schools and hospitals and other organizations about their philosophy of care. Eventually, Dr. Heidary decided it was time to build a new building

and asked himself what other business he would want to have in the building with his dental practice. He decided to open a childcare center.

That childcare center has become a model for childcare centers across Canada. It has drawn the attention of interested parties from the Prime Minister on down. It offers the latest in technology: fingerprint security, web cams through which parents can watch their children, heated floors throughout. It maintains the highest standards for hands on care, hiring the most highly trained and skilled individuals and to pay them more than anyone else in the industry. The focus of their learning process is one of empowerment of children. Other centers are being built, and the model is influencing child care throughout Canada. I feel quite certain that Dr. Bob Barkley would never have envisioned that childcare centers in Canada in 2006 would be a part of his legacy, but clearly they are.

As I observe Irwin Becker transition his leadership, I recognize that he is focusing on the future of the Institute with humility, generosity and grace. His leadership has had an impact on me and everyone else who has been touched by his skill, his courage, and his wisdom. In the years ahead, as he continues to teach, to advise, and to speak on behalf of the Pankey Institute his influence will continue. His legacy will become apparent as those of us who have learned from him pass our learning on to others.

It is useful to ask ourselves questions about how we want to be known. It is useful to reflect on how the choices we have made in our lives reflect who we are. It is useful to ask how our leadership today gives voice to our hope for the future. Through personal leadership we can decide where to put our attention, what actions to take, and how to live our lives in a way that reflects what is most important. As to legacy, I'm proud to pass that on to others who will make more of it than I can. ■

IN TRANSITION

The Pankey Institute does not take responsibility for the outcome of any relationship you establish with any of the following Pankey participants. Make all contacts directly with the seeking practitioner.

SEEKING TO ASSOCIATE

California: Dr. Albert Lopez (714-683-8981; aldds24@gmail.com)

S. Florida: Dr. Kerri White (whiteteethdental@yahoo.com)

S. New Jersey: Dr. Gary Lucci (856-988-7773; garylucci@yahoo.com)

St. Augustine, Florida: Dr. Ron Hucke (904-471-7300; dentist@aug.com)

SEEKING TO ASSOCIATE OR PURCHASE PRACTICE:

AZ, NC, or FL: Dr. Sachin Malhotra (603-630-1490, sachin84@hotmail.com)

Glendale, AZ: Dr. Stan Farrell (602-315-6997; smileman@cox.net)

Los Angeles, CA: Dr. Kamran Yazdi (310-713-6575, k.dds@verizon.net)

S. California: Dr. David C. Suh (david@suhdds.com)

Boca Raton, FL: Dr. Max Zaslavsky (561-445-3619, maxtooth@aol.com)

Southfield, MI: Dr. Earl Bogrow (ebogrow@aol.com)

New York City: Dr. Chithra Ambalam (917-647-5938, wisdomtooth64@hotmail.com)

NC or SC: Dr. Anne Barrett (856-596-3356; anne@snip.net)

NC or SC: Dr. Gary Lucci (856-596-3356; anne@snip.net)

SEEKING TO SELL PRACTICE:

Hallandale, FL: Dr. Marc Pomerantz (954-454-3883, toothdocmarc@aol.com)

Arlington Heights, IL: Dr. Jeffrey Socher (847-394-5620)

Marlton, NJ: Drs. Barrett & Lucci (856-596-3356; anne@snip.net)

Bandon, OR: Dr. William A. Soper (541-297-7541, soperdental@harborside.com)

SEEKING AN ASSOCIATE OR TO SELL PRACTICE:

David, CA: Dr. Paul Johnson (530-756-6683; psdskjohnson@msn.com)

Denver, CO: Dr. J. Douglas Wilson (303-838-7904; drjdougwilson@qwest.net)

Clearwater, FL: Dr. Ralph D. Kimbrough (727-799-4897)

Port Huron, MI: Dr. Sandy Parrott (810-984-3700, sandyparrottds@sbcglobal.net)

Cherry Hill, NJ: Dr. Barry Polansky (priv8prac@aol.com; info@drbarrypolansky.com)

SEEKING AN ASSOCIATE OR PARTNER:

Redwood City, CA: Dr. Arthur Manzo (650-367-8833; artmanzo@aol.com)

San Diego, CA: Dr. Christine J. Evans (858-755-3780, evandds@pacbell.net)

Golden, CO: Dr. Ron Morse (303-279-6929; dronmorse@aol.com)

St. Augustine, FL: Dr. Ron Hucke (904-471-7300; dentist@aug.com)

Ft. Myers, FL: Dr. Edmond Weglarz (239-275-7722; cindy@swfloridadentist.com)

Jacksonville, FL: Dr. Bob W. Deason (904-724-6321, mail@dentist-hightech.com)

Lake Wales, FL: Dr. Maxwell Weaver (863-676-8536; mmweaver927@aol.com)

Sebastian, FL: Dr. Roxanne Malone (321-953-5860)

Macon, GA: Dr. Larry Landers (478-741-3688)

Post Falls, ID: Dr. Lon Peckham (208-778-1542)

S. Bend, IN: Dr. Deborah A. Fleming (574-259-8571; drfleming@choiceonemail.com)

Burlington, MA: Dr. Paul Epstein (781-273-1152; drdental@comcast.net)

Baltimore, MD: Dr. Jeff Cooper (410-821-1551; dockj@comcast.net)

Frederick, MD: Dr. Richard L. Rogers (301-663-1700; rrogersdds@aol.com)

Rockville, MD: Dr. Stanley B. Foxman (301-770-5353)

Farmington, ME: Dr. Peter Swallow (207-778-6268)

Greensboro, NC: Dr. Mark Hyman (336-282-8850, smile@tarheeldentist.com)

Pompton Plains, NJ: Dr. Darren A. McKeever (973.839.8180;

mckeeverdental@optonline.net)

Albany, NY: Drs. Wilson, Hart and Bausback (whb@whbdental.com)

Canton, OH: Dr. Catherine L. Forster (330-492-7889, cforsterdds@neo.rr.com)

Green Bay, WI: Dr. Christopher P. Laws (920-468-0504)

Manitowoc, WI: Dr. Chris J. Hansen (920-437-7444, chansen@mantzdental.com)

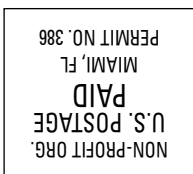
SEEKING DENTIST TO LEASE OR SHARE OFFICE SPACE:

S. Miami, FL: Dr. Richard D. Morales (305-661-8240; rdmii@bellsouth.net)

S. Bend, IN: Dr. Deborah Fleming (574-259-8571; drfleming@choiceonemail.com)



The Pankey Institute for Advanced Dental Education



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 * Denotes class is full or nearly full. You may be placed on a short notice list.

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The Pankey Institute is a recognized ADA CERP provider.

CONTINUUM LEVEL 1 (C1)

*Prerequisite– Dentist: None;
 Specialist: None*

| | |
|-----------------|-----------------|
| APR 15-18, 2007 | AUG 12-15, 2007 |
| MAY 20-23, 2007 | SEP 23-25, 2007 |
| JUN 27-30, 2007 | NOV 4-7, 2007 |
| JUL 15-18, 2007 | DEC 9-12, 2007 |

CONTINUUM LEVEL 2 (C2)

*Prerequisite– Dentist: C1;
 Specialist: None*

| | |
|--------------------|-----------------|
| JUN 3-6, 2007 | |
| JUL 8-11, 2007 | OCT 21-24, 2007 |
| JUL 29-AUG 1, 2007 | DEC 2-5, 2007 |

CONTINUUM LEVEL 2E (C2E)

*Prerequisite– Dentist: C2;
 Specialist: None*

CONTINUUM LEVEL 3 (C3)

| | |
|-----------------|-----------------|
| MAY 6-9, 2007 | OCT 14-17, 2007 |
| JUL 22-25, 2007 | NOV 25-28, 2007 |

*Prerequisite– Dentist: C2E;
 Specialist: None*

| | |
|-----------------|---------------|
| APR 22-25, 2007 | DEC 2-5, 2007 |
| AUG 5-8, 2007 | |

CONTINUUM LEVEL 3E (C3E)

*Prerequisite– Dentist: C3;
 Specialist: None*

| | |
|-----------------|-----------------|
| MAY 6-9, 2007* | NOV 25-28, 2007 |
| JUL 22-25, 2007 | |

CONTINUUM LEVEL 4 (C4)

*Prerequisite– Dentist: C3E;
 Specialist: None*

| | |
|--------------------|----------------|
| APR 29-MAY 2, 2007 | DEC 9-12, 2007 |
| SEP 23-26, 2007 | |

INTERDISCIPLINARY LEVEL I (ID1)

Prerequisite– Dentist: C4; Specialist: None; Gen. Dentist w/ Specialist: None

OCT 21-24, 2007

INTERDISCIPLINARY LEVEL II (ID2)

Prerequisite– Dentist: ID1; Specialist: None; Gen. Dentist w/ Specialist: ID1

OCT 3-6, 2007

INTERDISCIPLINARY LEVEL III (ID3)

Prerequisite– Dentist: ID2; Specialist: None; Gen. Dentist w/ Specialist: ID2

OCT 14-19, 2007*

PANKEY SCHOLAR

Prerequisite: C1-ID3

Group 7, Part A: MAY 31-JUN 1, 2007*
 Group 8, Part A: AUG 16-17, 2007*

THE PANKEY MASTERS EXPERIENCE WITH PASCAL & MICHEL MAGNE

Prerequisite: None

OCT 29-NOV 1, 2007

MASTERING OCCLUSAL CONCEPTS (MOC)

Prerequisite– Dentist: C2E;

Specialist: None

OCT 7-10, 2007

NOV 11-14, 2007

DIGITAL DENTAL PHOTOGRAPHY (DDP)

Prerequisite– Dentist: None;

Assistant: None

NOV 8-9, 2007

FINANCIAL MAN. LEVEL 1 (FM1)

Prerequisite– Dentist: None;

Financial Administrator: None

NOV 11-14, 2007