

THE COLLEGE E-ZINE

THE COLLEGE OF DIPLOMATES OF THE AMERICAN BOARD OF ORTHODONTICS

"Keeping Our Members Connected"

38TH
ANNUAL
SUMMER
MEETING
2016

Where: Asheville, North Carolina

When: July 8-12, 2016





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Disclaimer: "The views and opinions expressed in this ezine are those of the author and not necessarily reflect the views of the College of Diplomates, Council or it's members."

INTRODUCTION



Hi everyone! Welcome to the Fall 2015 edition of the College E-zine. The purpose of the E-zine is to bring ideas and information to our members. Articles on our meetings, distinguished members, legendary figures, historical notes and clinical tips can be found here. Many of our members are boarded but have never attended a Summer Meeting.

This past summer President Anderson hosted our meeting in Bachelor Gulch, Colorado. The speaker line up was, as usual, outstanding. The information was informative and intriguing. In this issue you'll find a short summary of one of the lectures by Dr. Sarandeep Huja. All the speakers were outstanding and if you missed our meeting and see their name on a future orthodontic meeting take the time to

attend. You won't be disappointed.

Dr. Eladio DeLeon, President of the ABO gives us an update on their new "look" image. The ABO Directors have been very industrious over that past year and have introduced a new logo and pyramid to help members. The new pyramid should be well-received and visually shows the steps needed to acquire board certification. The pyramid illustrates the training and education beyond dental school to earn the title of "Boarded Orthodontist. The new logo is outstanding and the Board graciously showed their new pin at the Summer Meeting. Everything they have done has been done professionally and with good planning. We applaud and support their efforts to educate the public. We are beginning to look at the same issues the Board has undertaken. Graciously, offered to share some of their resources. This will help expedite our own process. Our relationship with the Board remains strong. The Council needs to review all College material because the Board logo and collateral pieces (brochures, etc) represent a significant change from the past. Please check their website at www.americanboardortho. com to see the latest.

Next Summer's meeting will be held in Asheville, NC at the Omni Grove Park Inn from July 8-12, 2016. The venue and the location is nestled in the Great Smoky Mountains. Two options to get to Asheville is to fly direct or fly into Greenville, South Carolina. The atmosphere in Asheville and the surrounding area is colorful and very family oriented. A tally of simple things to do include: sightseeing, hiking, exploring, swimming and golf. If family members are considering College know that Asheville is within three hours of several major universities including North Carolina, Clemson, Wake Forest, North Carolina State and Duke. And, of course, make time to visit and explore the Biltmore Estate. Dr. Gary Opin, our scientific chair promises a terrific speaker line up and please look for detailed information in the Sping E-Zine and Diplomate.

In this issue take note of Kathy Hrechka's suggestions regarding the spa area. I can state from personal experience that the Spa is world class and I recommend that it becomes a meeting "highlight." One of the purposes of the meeting is to relax and rejuvenate. A visit to the Spa allows both!

Have you ever wondered what to do with an appreciated asset? Do you have some rare coins, artwork, stocks or real estate that has appreciated substantially? There is away that you can sell appreciated assets and defer the taxes. This involves an Irrevocable Trust called a Charitable Remainder Trust. If you have appreciated assets and want to keep as much value as you can, a Charitable Remainder Trust may be an ideal solution. In this issue, Doug Spletterer, JD has given us some food for thought. It may not be applicable today, but tuck it away because it may be invaluable in the future.

Finally, this issue offers our members two clinical tips with accompanying videos. Have the office meeting ever discussed an Aligner storage issue? Is your system conducive to multiple offices and affords the best in economy and staff efficiency. Well, Dr. Linda has sent in a tip to address aligner storage and set up efficiency. The tip is short and effective. I have submitted a short article on setting up an e-mail header for the different months of the year. The header and accompanying footer becomes a template for the office to use on all e-mail correspondence. The time to set up a year's worth of templates should be about 90 minutes. By using a template and an e-mail merge system like Constant Contact, your office can easily stay connected with your patients, parents and referrals.

If you have a tip or would like to make a comment please feel free to contact me at: mbguess@aol.com.

Locations of past ezines:

Spring 2015

http://issuu.com/cdabo/docs/e-zine_summer_meeting_may_29-_2015_/1

Fall 2014 http://issuu.com/cdabo/docs/e-zine_s-f_issue_ii/1

Spring 2014

http://issuu.com/cdabo/docs/e-zine_summer_meeting_-_19_march_we/1

Best Regards,

Michael B. Guess, DDS, MS, MA

MESSAGE FROM THE PRESIDENT

By President, Dr. Ken Hrechka

or the last few years, I have had the privilege to work my way up the ranks with the council of the College of Diplomates of the American Board of Orthodontics the (College). I have worked with many fine orthodontists, leaders and visionaries in orthodontics. It is my pleasure to be your president. The current health field industry, which includes orthodontics, is being turned upside down by regulation, innovation, entrepreneurial and corporate inclusion or intrusion into healthcare as well as expensive continuous advances in pharmacology and technology. I hope to assist the College in progressing and continuing to be relevant in the future for orthodontists.

As a child, I grew up in a rural suburb of Winnipeg, Manitoba, Canada. My father worked in an Iron Foundry and operated a mink farm. In 1967, my family moved to extreme rural Manitoba for less than a year. My father continued to have a mink farm and also raised sheep. Due to unfortunate and fortunate circumstances my father left Canada to work and manage a mink farm in Millville, New Jersey. Our family soon followed. Within a year, an opportunity became available for my father to work for Beatrice Foods in Berlin, Maryland. He was responsible for the daily production of twenty-forty tons of dried dog or mink dog food (Eukanuba). Near Ocean City, Maryland, I spent many summers working as either a busboy or waiter and simultaneously a laborer at the animal food plant.

Well like all of us next came college, dental school, and our orthodontic training. I started my orthodontic career as an associate of Drs. Harry Galblum and Hito Suyehiro (early in the development of the Millennium Society and the Shulman Group two early orthodontic management groups). Again, after many different circumstances in March 1985, I became partners with Henry DiLorenzo. We have both been involved in Maryland dental or orthodontic societies. We have both served as delegates to the AAO and served on different AAO councils. Henry and I are still partners after thirty years.

The College intends on continuing to work productively with the American Board of Orthodontics to advance board certification with orthodontists. The College continues to assist the ABO with preparatory examination courses (prep courses) at the AAO annual meetings and fall constituency meetings. For the last

few years, we have developed a college program whereby residents have been provided assistance to attend the College annual summer meetings. If you have good relations with any vendor, please contact your College Councilor. Any assistance to help us bring more residents into the College would be appreciated.

The College plans on honoring Dr. William Proffit next year in Asheville, North Carolina. Weather in Asheville is conducive to a comfortable meeting atmosphere. A typical day in July in Asheville is 10° cooler than that along the east coast. Humidity is much lower than coastal areas. Thirteen years earlier, President Dr. Raymond George chose Asheville, and it turned into one of our best meetings. We are going back because there was so much to do and time constraints prevented a thorough visit. Get back to nature and take the drive along the incredibly enjoyable and breathtaking Blue Ridge Parkway. Bring your family along for relaxing enjoyment and a superb slate of lectures prepared by our scientific chair Dr. Gary Opin, who was able to assemble an all-star team of speakers for our learning pleasure!

The title for the meeting will be "Cutting Edge Technology in the Changing Orthodontic Environment." Speakers include Ravindra Nanda, Falvio Uribe, Eric Ploumis, Steve McEvoy, Brent Larsen and Bruce Goldstein. Also, as a change of pace, time will be set aside during the meeting to exchange 'pearls' amongst College members. As an example, Dr. Gary Opin present his service dog, Cooper, and discuss the impact Cooper has created in his practice. If you have a pearl you'd like to share with members please send me an email: kkhrechka@msn.com.

In addition to the above list of fantastic speakers, we are minutes from the renowned Biltmore Estate. Our host hotel, the Omni Grove Park Inn is listed on the United States Historical Registrar. It presents a mixture of historical and modern rooms, including a luxurious spa for both men and women. The area around Asheville is prime for hiking with the Smoky Mountains in the background. The city of Asheville boasts many craft shops, beer tastings,), art galleries, spas, a Pin Ball Museum, may fine restaurants including James Beard Awarded restaurants, and the Asheville Botanical Gardens to name a few. This area is tailored for our group with many events, activities and attractions for family fun.

I personally invite you to attend next summer as we return to a great family city with friendly host city, temperate climate and super atmopshere. I encourage you to join your fellow College members next summer!

Sincerely,

Dr. Ken Hrechka President

Asheville Night Skyline







2015

Dr. Kim Anderson, Immediate Past-President





PERSONALIZED ORTHODONTICS Back to the Future

It was a great meeting at the beautiful Ritz-Carlton, Bachelor Gulch, and our family reunion of the College was amazing, nestled against Beavercreek Mountain, we wore our jeans and learned about our genes – friends, colleagues, Rockies and the Ritz – you can't go wrong.

The planning for this meeting started in 2011, with cooperation and vision of the meeting committee it all came together like any great family reunion, with lots of smiles, hard work and anticipation! I would like to thank the people that worked together to pull this off: The CDABO Executive Director, Scott Cant, and his team, Jan Beck and Darrin Crittington; the General Chair, Dr. Ken Hrechka, the social chairs - Dr. Galen and Beth Miller; the golf chairs, Drs. Linda Rigali and Jim Clayton and advisor John Doris; the Children's Chairs - Drs Valerie and Tim Jenkins, an enormous THANK YOU!!!! Lastly, I would like to thank my husband, Mark. Mark has done so much to support the College and worked to make this meeting a success. Thanks to all of you.

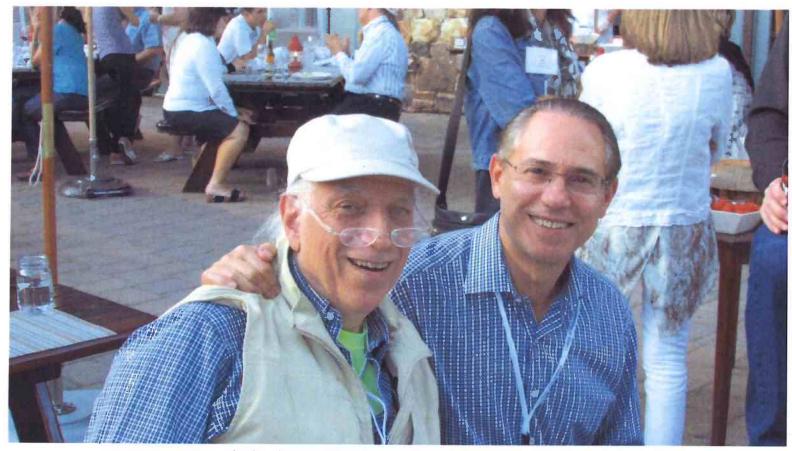
The welcome reception on the mountainside terrace of the Ritz-Carlton had ideal weather, a great selection of food and other 'fixin's', outstanding views of the mountains, sky, and stars. It was perfect for our family to unwind from travels from around the USA and, in some cases, other parts of the world. We reconnected with old friends and made new ones. Throughout the night, the smooth melodious voice of the colleges' own, Dr. Mike Rudolph wafted on the wind to soothe the soul and inspire the mind for the

coming discussions. It is amazing that Mike never seems to repeat a song over the course of the night — a remarkable talent.

This year's Samir Bishara Award of Merit, given annually to a College member who has gone "a step beyond" in service to the College and the orthodontic community, was presented to Dr. Perry Opin. Perry has been an active member of the College since 1979, as a College member for 36 years, a councilor and as our president in 1993. He has served and continues to serve on multiple CDABO committees and currently serves tirelessly as The College parliamentarian. In addition to being in the College, Perry has been an active member of many professional organizations including the American Board of Orthodontics, the Angle Society, the Northeastern Society of Orthodontists, the Connecticut State Dental Society, and the American Association of Orthodontists, just to name a few. Dr. Opin has received the 2008 Brophy Distinguished Service Award by the AAO; NESO's Joseph DiStasio Distinguished Service Award; and the



Opening Breakfast



Dr. Michael Rudolph and Dr. Mark Fineberg enjoying a few moments together!

Founders Award by CDABO. And now the Samir Bishara award has been added to his list of professional recognitions. His better half is the wonderful and patient, Susan, who does her best to keep Perry on script, but it in most cases it's a losing battle. Thank you, Perry, for your contributions to the College and the orthodontic community.

Over the next few days, Dr. Jim Hartsfield and incredibly knowledgeable and credentialed speakers led the charge to explain and teach the assembled College about the "back to the future" world of genes, twists, snips, mitochondria and double he-



Dr. Lee Graber sharing his experiences with the residents

lixes to increase our understanding and application of genetics in orthodontics. His mentorship created an incredible foundation of knowledge while the superbly talented speakers built on that foundation and gave us a gold mine of information and tools to understand, interpret and apply the genetic research and knowledge to our clinical orthodontic practices and medical understanding. The bright and exciting future in this area allows us to be more prepared to help our patients, discuss their questions and concerns as well as being able to read, understand and apply the information available in the media and literature to our health and families' well-being.

Dr. Galen Miller and his wife Beth ordered up great Colorado weather, outstanding views and a herd of residents from The University of Denver, who stimulated great interactive intellectual banter, and whose wild and wooly line dancing skills will likely be a part of our family history for many years to come. After the President's Dinner, all ages headed out to the dance floor, to cheer on the hula-hoop contestants, dance "Gangnam" style and learn new



Reception Dessert With Dr. Robert Vaught Reviewing the Possibilities

western line dances from the Denver residents. It was a magical family night.

Part of the College's business is to elect a new president and executive council for the 2015-2016 year. Dr. Kenneth M. Hrechka became our President, and the full executive council was elected as listed below:

Counc	41	201	5.2	016
Counc	.11 2	4 U I	7-Z	ulb

President	Dr. Kenneth M. Hrechka
President-Elect	Dr. Paul Miller
Secretary	Dr. Terry Sobler

Treasurer Dr. Eric Dellinger

Councilor Dr. Bruce Goldstein

Councilor Dr. Robert Vaught

Councilor Dr. Dan Rejman

Councilor at Large Dr. Michael Guess

Parliamentarian Dr. Perry Opin Historian Dr. John Carter

Editor Dr. Howard Fine

Immediate Past President Dr. Kimsey Anderson

From the crisp morning sun rises to the late night campfire circles, great memories and my new friends were made that will last for years. I'm looking forward to next year's meeting in Asheville, NC. It was an honor to serve my country with 12 years of military service and it has been an honor to serve our College and this great profession for which I was given the opportunity to serve. As your past president, it is with sincere gratitude that I thank you for your time and effort to attend, you are the ones who make these meetings great!!



Meetings are held after breakfast every morning

LECTURE

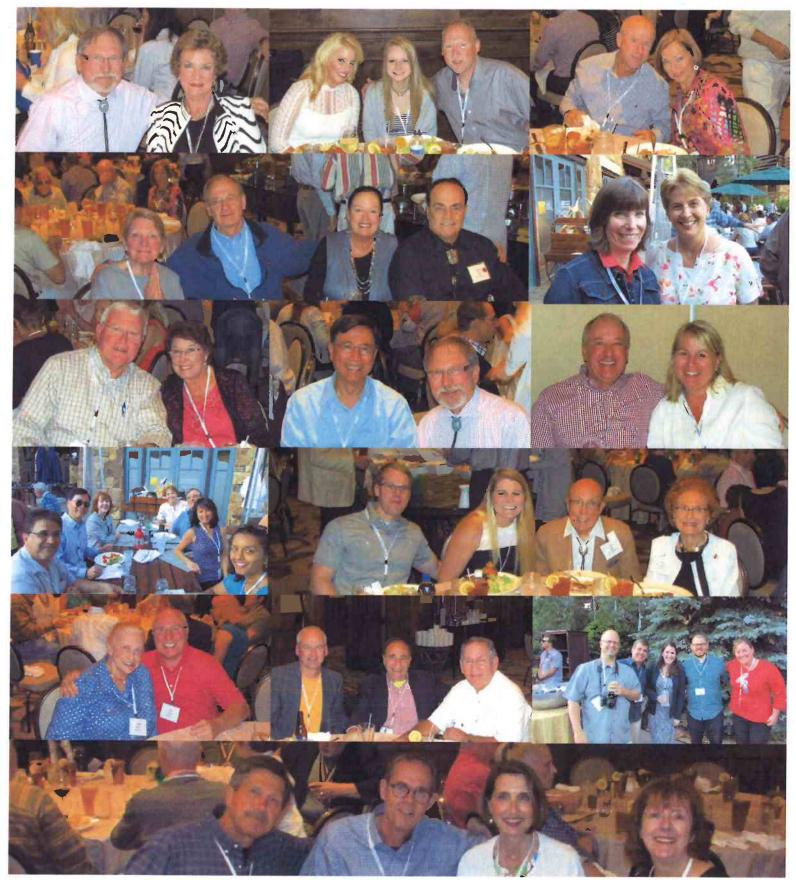
ABSTRACT

Dr. Sarandeep Huja

Editor's Note:
The lectures at
Bachelor Gulch were
all interesting and
thought provoking.
Dr. Huja presents
his lecture summary.



he orthodontic profession should aim to reduce the duration of orthodontic therapy. Currently there are increasing number of case reports that demonstrate that substantial reductions in treatment time are achievable. Corticotomies, vibration, laser, electric current and controlled localized injury have been suggested to increase the basal metabolic rate which then reduces treatment time. The suggested mechanisms to enhance tooth movement seem to have their basis in tissue level histological events. Thus, concepts that are relevant to tissue level bone biology were reviewed. Targeted and stochastic bone remodeling were defined and distinguished from bone modeling. The original description and features of regional acceleratory phenomena (RAP) were discussed along with the relevance of bone remodeling rates to expedited tooth movement. It is critical to understand the definitions of RAP as this is frequently misquoted and poorly applied in the literature. Also, selection of a suitable animal model to study bone remodeling and adaption were discussed. A brief critical review of findings from the literature on expedited tooth movement as they relate to animal models, bone remodeling and modeling. It was concluded that vast differences exist in interpretation of how expedited tooth movements occur based on the animal model used. Scaling the force of the animal model is critical and many rodent studies use high forces/stresses for tooth movement. Recent there are have more systematic reviews of both the clinical trials and animal experiments on expedited tooth movement. The systemic reviews suggest that clinical studies have various bias and more well designed studies are than studies with low or moderate quality of evidence for both overall treatment outcome and treatment time. For example, a 2015 studies did not find any differences in Acceledent therapy on initial alignment or time for achieve final alignment. Finally, a summary of what evidence exists for many of the mechanisms that have been proposed in the literature were discussed. The information would assist in designing future experiments and interpreting results from well-designed studies.



Family, Friends, Educators and Good Times!

NEXT YEAR'S

MEETING LOCATION

ASHEVILLE, NC

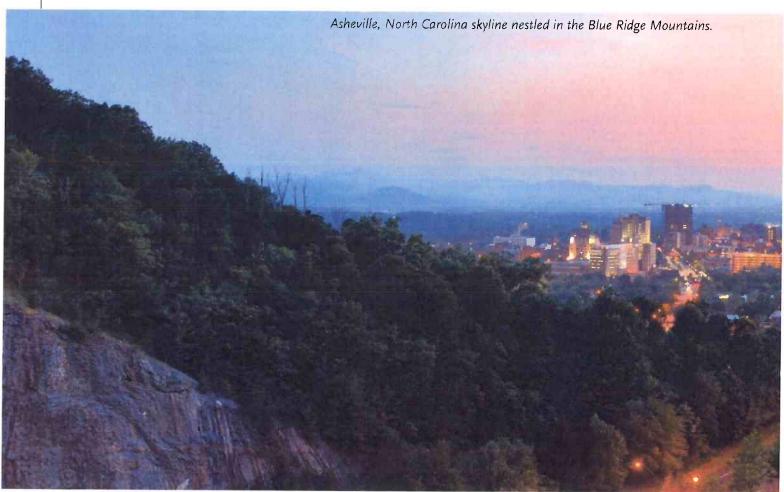
THE OMNI GROVE PARK INN



The Inn started out with a unique history. It all began with an elixir. Developed as a preventative for malaria, Grove® Tasteless Chill Tonic made its creator, E.W. Grove, both wealthy and nationally renowned.

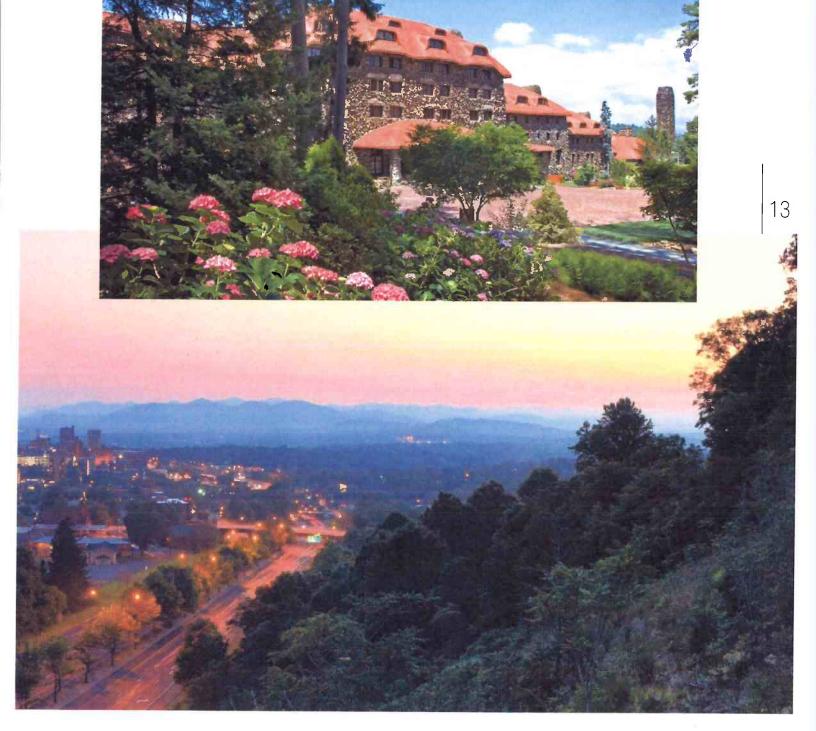
The tonic is largely forgotten today, yet it allowed Grove to forge a more lasting legacy: a place of rest, relaxation and renewal in the mountains of Asheville, North Carolina. Built from a sketch by Grove®son-in-law, Fred Seely, The Grove Park Inn opened in 1913 to instant acclaim, with Secretary of State, William Jennings Bryan declaring it "built for the ages."





The Inn was dedicated to providing its guests with a relaxing respite from the outside world, which remains our current philosophy. From its striking native granite exterior to the Roycroft chandeliers in the Great Hall, our rich history is built into every inch of the resort.

Grove® vision of a place of rest and comfort continues to evolve to serve a modern audience and now his Inn remains one of America® most beloved destinations, The Omni Grove Park Inn. During your stay next summer make sure to enjoy the many modern amenities and activities, including our world-class Spa, our Donald Ross designed golf course, and our 50,000 sq. ft. Sports Complex.





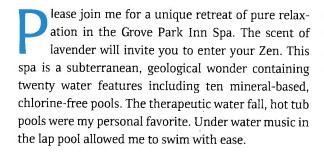


THE SPA AT THE

OMNI GROVE

PARKINN

Kathy Hrechka



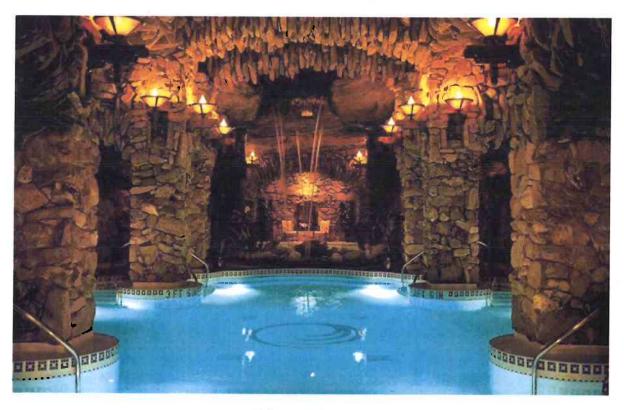
Specialized steam rooms, meditation areas, and quiet lounges complete with complimentary teas and light snacks continue to attend to your soul. The outdoor space features chaise lounges surrounding a lazy river, hot tub. Lunch may be ordered here, while personal service is immediate.



The Grove Park Inn Spa is definitely a "bucket list" spa, rated in the top twenty Resort Spas in the U.S. by Conde Nast Traveler. My personal tip; book your treatment before the convention, as this spa is very popular with local residents. If you just intend to use the spa without treatment, check-in with the spa by 9 am to reserve your spot on their daily schedule.

The Spa at The Omni Grove Park Inn link of Omni Resorts YouTube.com video (10 minutes long) taken from Grove Park Inn website

https://www.youtube.com/ watch?v=M7V-NFIqI44





ABO President Dr. Eladio DeLeon with ABO Directors Dr. Chun-Hsi Chung, and Dr. David Sabott talk orthodontics to residents prior to breakfast.

UPDATE FROM THE ABO PRESIDENT

Dr. Eladio DeLeon

2015 has proven to be a year of exciting changes for the ABO.

Over the past six months, we have completed extensive research in an effort to learn more from our key stakeholders. Our goal was to determine our biggest strategic opportunities in order to increase the interest in achieving board certification and ultimately protect our orthodontic patients and support the future of our specialty. We surveyed and/or conducted phone or in-person focus group sessions with both board and non-board certified orthodontists, residents, advocates, educators and the general public. Our findings were interesting and of special note:

- The majority of residents we surveyed (80%) plan to become board certified and believe it will benefit their future (71%).
- Our Board Certified Orthodontists indicated they want to promote their board certification and requested additional resources and assistance from the ABO to achieve this.
- Non-Board Certified Orthodontists considered board certification in their career but did not follow through (65%). Of particular interest is that 75% of these individuals said they would re-consider board certification today.
- The General Public is confused about the amount of education required to become an orthodontist and are unaware of requirements for board certification.

In general, the responses emphasized an overall concern with the state of the future of our specialty as well as a common belief that the ABO can play a role to help.

In response to this call-to-action, the ABO directors listened. A new branding campaign with new creative elements and messaging was developed and rolled out at Annual Session. Our new look and feel was met with enthusiastic response in San Francisco and we hope everyone had a chance to stop by both our booth and Case Display Room to view our new items:

- The new ABO website at www.AmericanBoardOrtho.com.
- A new logo and seal, with bold new colors, clearly communicating "board certified" on all materials, in lieu of "diplomate".

New ABO Logo

- Completely new, easy-to-use website providing enhanced resources and tools for both the board certified orthodontist, as well as the general public.
- On-line tool kit to assist our board certified orthodontists in promoting their certification, to include window clings, consumer brochure, office posters, digital downloads, seal and logo usage templates, email signature examples, suggested website copy, marketing insights, social media tips, sample press releases.
- Newly designed ABO lapel pin, certificate and frame, clearing stating "Board Certified".





ABO Note:

Please note that our previous ABO logo is also incorporated into our new materials, making the original logo relevant and acceptable. However, to be successful, we need everyone to transition to using the new elements as soon as possible including office materials and updated websites. We are excited in the direction we are headed and of the potential opportunities as we continue to evolve. Please continue to monitor the ABO website and newsletters for additional updates and improvements. Please go to www.americanboardortho.com for more information.

Our February 2015 exam was very successful with the ABO certifying or recertifying 97 examinees in St. Louis. Our next exam is scheduled for September 2015 and spots are filling up quickly. Dates for 2016 are posted on our website, with exams being held in February and September.

The ABO Written Examination was administered April 14 thru 17 at Pearson-Vue Testing Centers across the country and final exam results have been distributed to the individuals. Written Examination statistical data will also be distributed to Orthodontic Program Directors, as well as complimentary gauges for their first-year residents. Dates for the 2016 exam have been announced and will be April 12-15.

The ABO will represent our specialty well at the 8th annual World Federation of Orthodontists (WFO) International Orthodontic Congress in London September 27-30, 2015. We will have round table discussions on various topics of interest to all countries.

On April 2, 2016, the ABO will host another Educators Symposium on "Clinical Challenges" in St. Louis.

The ABO is pleased to announce the appointment of Dr. Patrick Foley as the new director representing the Midwestern Society, replacing Dr. Paul Castelein.

During the AAO Annual Session in San Francisco, the ABO presented awards to the following recipients:

Dr. David L. Turpin, Ketcham Award Recipient



Board certification requires hundreds of additional hours of preparation to test judgment, skill and knowledge to demonstrate the highest quality of orthodontic care.

COUNCIL ON DENIAL ACCRETITATION OF THE AMERICAN OF VIAL ASSIC



American Board of Orthodontics

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New ABO Poster Shows the Steps to Becoming Board Certified.

Dr. Frederick J. Regennitter – Dale B. Wade Award of Excellence in Orthodontics

Dr. John E. Grubb – Earl E. and Wilma S. Shepard Distinguished Service Award

Dr. James J. Baldwin – OB Vaughan Special Recognition Award Dr. Jerome H. Sklaroff – OB Vaughan Special Recognition Award

Congratulations to all of our honorees!



Please type or print information

This is the Application for residents in accredited programs to join the College.

College of Diplomates of the American Board of Orthodontics

401 N. Lindbergh Blvd St. Louis, MO 63141

Student Membership Application

Date:							
Student name for membersh	ip						
AAO Student Member Number (if applicable)							
Address							
City:	State/Province:	ZIP Code	Country				
Home Phone:							
Cell Phone:							
Fax:							
E-Mail:							
Dental School		Year of Graduation					
Graduate Program		Year of Expected Graduation					
Department Chair							
Where do you plan to practice upon graduation?							
When do you plan on taking	your ICE (Initial Certific	ation Exam)?					
Signature		1					
Please email or fax your comp	leted application to The(College@aaortho.org o	r 314-993-6843	92			

FUTURE MEETINGS



38th Annual Meeting 2016 July 8-12th

Omni Grove Park Inn, Asheville, NC

Open this link to view Asheville Video:

https://youtu.be/GJwozDgTyaQ

39th Annual Meeting 2017
July 7-11th

Squaw Creek Resort, Lake Tahoe, CA





40th Annual Meeting 2018 TBA

TBA Orlando, FL

41st Annual Meeting 2019 TBA

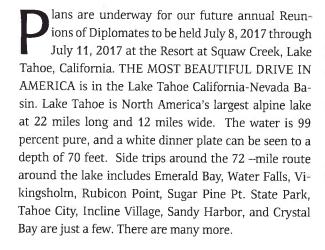
TBA Nashville, TN



CDABO 2017 MEETING

AGENDA

Dr. Paul E. Miller



One translation of Tahoe is "Big Water." If the Lake Tahoe were emptied it could cover the entire state of California with about 14 inches of water! This was a favorite place of Mark Twain, The "Rat Pack" from the '60's and today's actors and professional athletes. It is an easy destination by car from either Reno or Sacramento and you'll be surprised at the number of available events!

Social activities include ATV, Jeep and Hummer Tours, Fly and Lake Charter Fishing, Golf, Lake Cruises and River Rafting, Mountain Biking and Hiking, Hot Air Ballooning, Horseback Riding, and Gondola Rides. Tours include Scenic, Historical, and Shopping Tours, Wine Country Tours and Tastings, and Cultural "Artouring" of Local Artist Studios. Childrens Programs include Arts, Crafts, recreation and theme events specifically designed for children. Squaw Valley is historic and a gondola ride to High Camp will give super aerial views. And there is a large recreation area at High Camp that includes swimming.

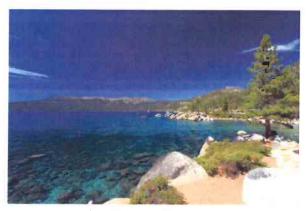


Short Hike to Waterfalls

The scientific program topic will be "Controversies: Stability of the End Result". Dr. Wick Alexander will be honored for his exceptional committment and lifetime achievement for our Orthodontic profession. The material is cutting edge, insightful and applicable for our members.

The program lectures are presented in the mornings and afternoons are free to take advantage of beautiful Squaw Valley with your family and friends. Squaw Valley was the setting for the 1960 Winter Olympic games.

We encourage you to come to attend to relax, rejuvenate and rekindle your enthusiasm for our specialty. And the College Summer Meeting creates a venue to renew old acquaintances and make new friends. Lake Tahoe is a world-wide travel destination and it is family oriented and offers us a great opportunity to enhance our professional, social and family connections. Please come for a few days of learning, plus enjoy a week of vacation while creating life-long friendships and memories.



Shoreline at Lake Tahoe

TIPS From Our Members

CLEAR ALIGNER STORAGE



Dr. Linda Rigali

In the past two decades many changes have taken place in our profession. The one that has created significant change is clear aligner appliances. There are advantages to this system including being able to take them off at dinner or other "special" times. However, unlike fixed braces, aligners come in boxes and this creates issues unlike in the past.

This boxes are "flimsy" and take up room. We also need to not only keep them catalogued but purge them so that when the last aligner is removed the box is discarded. Staff time increased making sure that the appliances were found and the efficiency of the system was not streamlined.

So after some thought we elected to move everything in the aligner boxes into pharmaceutical bags. These are easier to find than a misplaced box and actually saves time. In addition, if we need to deliver the appliances at another location they are easily assembled, look professional and are easy for the staff to find.

To make it easy for staff or even the orthodontist to find the patient's aligners we utilize a very simple system based on pharmacy bags with adhesive card pockets.

https://youtu.be/t9onLlglxK8



Closet







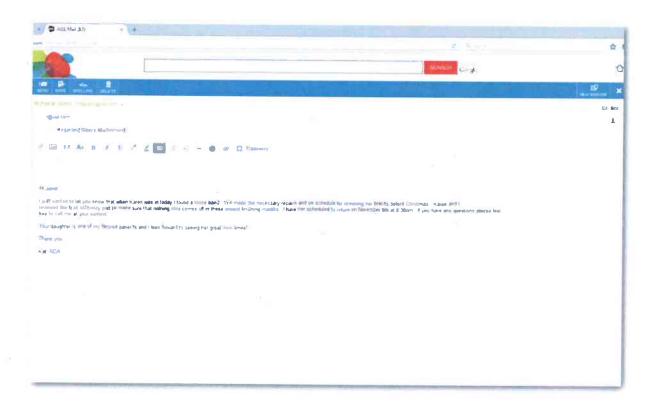


Simple, Efficient and Keeps Us On Schedule

DRESS UP YOUR E-MAILS!

Dr. Michael B. Guess

DO YOUR EMAILS LOOK PLAIN LIKE THIS?



hen you send out any e-mail, you have the choice to post it in a basic email format or dress the email up prior to sending. The dressed up email format has an image "header" banner and a "footer" banner.

In the above sample the email is still simple and clean. So why go through the trouble of adding a header and a banner? We do this because we know that visual impacts the reader. And simple additions help focus the reader on the content in the middle. This is simple and not just because simple is easy. The real impact is that simple is also powerful. And it invites the reader to focus on your message.

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WITH JUST A FEW MINUTES WORK YOU CAN DRESS THEM UP TO LOOK LIKE THIS!





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By custom branding your e-mails you can convey more interest and grab the reader's attention better than a plain email. The great thing is that customizing your emails can be simple, fun and allow great diversity in your office. You can have a plain e-mail dress up with just your logo as the header and office info as the footer. But you can also have one for each month of the year giving some "lightness" to the office. Instructions can have a different header as can birthdays, anniversaries, congratulations, etc. And once these

are complete they can be utilized for the rest of your practice career. Patients respond very well to these and customizing your e-mails can make your office look very professional and make your e-mail communications that patients and friends will talk about to their friends. Here are a few simple suggestions to get the most out of customizing your e-emails:

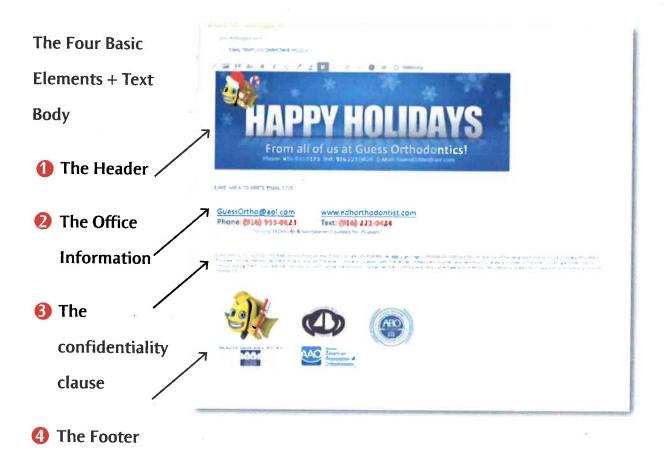
 Make a unique visual. Use your creativity or have your staff help!

- Keep the images simple. (No collages or abstract photos!

 Don't distract from the e-mail body.)
- Stay consistent. E-mail headers should match any current office collateral piece like posters.
- Make it look good. Don't settle for second best!
- Never make the "header" or "footer" image an essential piece of the email.

A RECENT E-MAIL SAMPLE FROM A STAFF MEMBER TO A PATIENT

In our office we have about two dozen email headers and two footers that we use throughout the year. About 95% of all our e-mails are "dressed up." In our office we have four basic elements plus the actual text for all are Dressed Up E-Mails. These four basic elements include:



The header can be plain (with the four elements) or in our case has a monthly theme for the entire year of email blasts. In addition we have used both Constant Contact

and Aweber and set up customized E-Mails that are "Dressed Up" for birthdays, anniversaries, congratulations and other accomplishments by our patients. Patients enjoy

hearing from our office and the time and effort spent to create these pays off by helping us maintain and build patient relationships .

SAMPLE HEADERS







AND SAMPLE FOOTERS











So to dress up an email gather all your images, verbage, confidentiality statement and place them in a

Power Point Presentation. Once as-

sembled and the verbage is correct you can save each image as a picture. The most common image types are .jpg and .png. Please see the video

if you'd like to see a complete header assembled.

Video:https://youtu.be/HMriFRPXYdg



CHARITABLE REMAINDER TRUSTS & IRREVOCABLE LIFE INSURANCE TRUSTS

Douglas C. Spletter, Attorney at Law, Master of Laws (LL.M.), Taxation Drobny Law Offices, Inc.

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raditionally, real estate values are cyclical in nature. As the dramatic downturn in values begins to correct itself many investors will again see real estate gains.

Locking in any gains from the real estate traditionally comes with a cost: capital gains taxes. Most investors are aware of the fact that you can defer those gains with a 1031 like/kind exchange. But all that does is trade one property for another and defer the tax. If you are concerned about property values decreasing further, trading one property for another doesn't address your major concern of the potential drop in value.

What has been available to investors in real estate and stocks for over 40 years is a tool that allows an individual to create a trust which:

- Names themselves as Trustees:
- · Pays all income to them for life;

- Liquidates real estate and stocks and pays no capital gains tax;
- · Obtains a current income tax deduction;
- Upon death, makes a significant donation to the charity of their choice; and
- Doubles or triples the amount of money that will pass to their heirs.

Consider an example:

• Ron and Elaine own a piece of property valued at \$400,000, which they bought for \$100,000 (giving them a cost basis of \$100,000). If they sell it, they will have \$300,000 in capital gains. Federal capital gains taxes are 20% plus the Obamacare tax of 3.8%, and California capital gains taxes are 9%, resulting in taxes due of \$98,400. That laves about \$301,600 to reinvest. If they reinvest that \$301,600 at 6%, there would be \$18,096 of income per year.

- Instead, they transfer the property to a Charitable Remainder Trust. They name themselves as Co-Trustees. They names themselves as beneficiaries. The trust then sells the property. Since it is a charitable trust, it pays no capital gains taxes. The trust reinvests the entire \$400,000 at 6%, increasing income to \$24,000 a year, an increase of \$5,904, or 33%.
- Unlike a 1031 exchange which only defers the gain to the next sale, the sale in a Charitable Remainder Trust of a capital assets is tax-exempt.
- Because the trust irrevocably transfers the property to Ron and Elaine's favorite charity upon both of their deaths, they receive a charitable deduction on this year's income tax return for the present value of the future gift to the charity. This value is a direct function of the Trustors' age and the rate of return of the trust. Assuming Ron is 60 years old and Elaine is 58 years old, the current deduction against income taxes would be \$88,232.
- Ron and Elaine then take these tax savings (on the money that would have gone to the IRS in capital gains taxes which is now reinvested in the trust) and purchase life insurance through an Irrevocable Life Insurance Trust. The proceeds of that Irrevocable Life Insurance Trust will be paid to Ron and Elaine's heirs upon both of their deaths, when the proceeds of the Charitable Remainder Trust are paid to the charity. Life insurance proceeds from an Irrevocable Life Insurance Trust are free from Federal estate taxes.
- In conclusion, if Ron and Elaine utilize a Charitable Remainder Trust, the entire \$400,000 in proceeds are available for reinvestment. No portion is payable to the government in the form of capital gains tax. Assuming a 6% payout, that would generate \$24,000 a year of income (as opposed to \$18,096 if they sell, pay the tax and reinvest the rest). The present value of the future gift to the charity can be used as an income tax deduction



on this year's income tax return, resulting in an \$88,230 deduction against other earned income. Since Ron and Elaine are in the top income tax bracket, this results in the actual taxes saved of over \$41,000. Upon Ron and Elaine's death, the life insurance replaces the wealth that was transferred to Ron and Elaine's charity in the form of a check to their heirs, which is received completely tax free.

- If you are holding low basis real estate or stock and would like to lock in your gain without paying any capital gains tax, then a Charitable Remainder Trust needs your immediate attention.
 Not only will you pay no capital gains tax, but you will generate a significant or substantial income tax deduction on this year's income tax return, which can be used to offset other income.
- If this is something of interest to you and want more information then contact Douglas C. Spletter (916) 419-2100 as soon as possible in order to make sure that everything is done prior to the end of the calendar year.

This concludes the Fall 2015 Issue. Hope you found the College ezine informative!

And a special thank you to







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