DR. SAM LOW
EDUCATION FOR REALIZED POTENTIAL

Speaking Presentations

SAMUEL B. LOW, D.D.S., M.S., M.ED.

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Take the frustration out of delivering periodontal care!

Achieve greater practice success *while ensuring* *a* higher standard of patient care.

Blending science with chairside patient care, Dr. Sam Low's programs transform the traditional periodontal emphasis on bacteria to anti-inflammation management of the patient. Studies demonstrate the 'perio-systemic link" and patients are asking about the relationship!

As an associate faculty member of the L.D. Pankey Institute for 20 years and Professor Emeritus, University of Florida, College of Dentistry, Dr. Low's many years' experience training dental professionals is evident in his straightforward, informative, and entertaining teaching style. His realistic, balanced approach to periodontal success coupled with his solid systems and protocols empowers the dental professional to improve case acceptance, boost team effectiveness and increase productivity!

Choose from Dr. Low's most popular presentations in this packet.
All courses are offered in half- or full-day format and can be customized to meet your needs.

Lecture Style		Innovative Periodontics: *Creating Success in Today's Dental Practice*
		Managing the Difficult Periodontal Patient
		Incorporating Quality Periodontics into Comprehensive Restorative Dentistry
		The "New" Periodontal Disease: *Inflammatory and Risky*
		Enhance the "Bottom Line" through Effective Periodontal Maintenance
		Managing Dental Conditions of a "Boomer" Generation
	Workshop	Utilizing Laser Technology in a Periodontal Environment
		The Art and Science of Advanced Micro-Thin Ultrasonic Instrumentation in Periodontal Therapy
		Gain Perio/Restorative Access: Flaps and Lasers, a Workshop

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INNOVATIVE PERIODONTICS: *Creating Success in Today's Dental Practice*

Want to utilize your Hygienist's time more productively?

Looking for a quality resource for "what's new" in dental products, systems and technology?

With periodontitis being the major contributor for tooth loss in the practice of dentistry, resolving the disease process requires the *entire* dental team's commitment to a **systematic approach**. This presentation will provide the participant with user-friendly protocols and technological solutions to find and manage periodontal disease. Take the frustration out of delivering periodontal care and gain success with patient case acceptance, tooth retention and financial reward.

Learning Objectives:

- Standardizing the collection of periodontal data in an efficient manner to accurately determine the prognosis of restorative abutments considering when to extract and place implants.
- Empowering the dental hygienist with expanded work descriptions beyond the "prophy".
- Investigating computer system approaches to risk assessment determination
- Developing "realistic" non-surgical therapies and the respective reevaluation with emphasis on "new" anti-inflammatory systems including micro-ultrasonics and laser technology , and nutraceuticals as probiotics and anti-oxidants
- Determining the efficacy of utilizing various laser wavelengths in sulcular decontamination, degranulation, new attachment, and bone regeneration
- Reviewing successful parameters to determine tooth survival in short and long term prognosis
- Establishing a quality periodontal maintenance program that enhances the restorative practice including third party reimbursement.
- Creating positive interactions between dentists, periodontists, and dental hygienists through communication skills and continuous quality improvement to enhance esthetics, tooth retention, and implant placement.

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LECTURE

Suggested Audience: General Dentist and Team

Presentation typically qualifies for ≤ 6 CEU

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MANAGING THE DIFFICULT PERIODONTAL PATIENT

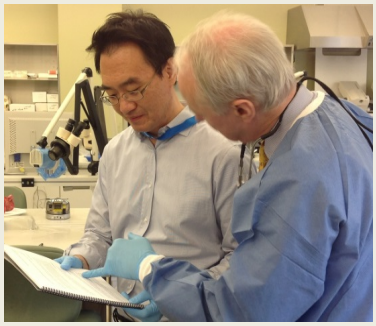
Would you like to gain the skills and understanding necessary

to identify and manage the challenging periodontal patient?

While many of our patients respond to conventional periodontal therapy, a significant number prove to be a clinical challenge. These individuals continue to go "down-hill" creating an unstable environment for eventual restorative care. This fast-paced seminar will provide the eager clinician with the tools to satisfactorily manage complex periodontal patients presenting in today's practice of dentistry.

Learning Objectives:

- Determine the difference between recurrent and refractory periodontal patients relative to clinical characteristics.
- Differentiate between the use of systemic and locally delivered antibiotics.
- Develop treatment protocols including unique mechanical interventions for non-surgical modalities and innovative osseous grafting procedures for surgical forms of treatment.
- Create systems in team management with dentists, dental hygienists, and periodontists.



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LECTURE

Suggested Audience: General Dentist, Periodontist, and Hygienist
Presentation typically qualifies for up to 3 CEU

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INCORPORATING QUALITY PERIODONTICS INTO COMPREHENSIVE RESTORATIVE DENTISTRY

Would you like to gain the skills *and* understanding *to obtain exceptional restorative results by* manipulating periodontal tissues*?*

Looking for enhanced, long-term *restorative results?*

The dental practitioner is frequently challenged when customizing periodontal treatment for the restorative patient. The influence of patient esthetic expectations and economic considerations have complicated the decision process. This presentation unravels the complexities of achieving excellent long-term restorative results, including implants. Participants will have the opportunity to engage in actual patient cases through a "hands on" decision making exercise.

Learning Objectives:

- Determining patient resistance/susceptibility patterns for predictable outcomes
- Providing a "systems" approach to assessing prognosis for restorative abutments and when to extract with resulting implant therapy
- Enhancing esthetic results by manipulating gingivae
- The role of laser therapy in periodontics including crown lengthening
- Creating true success by positive case acceptance and establishing long-term maintenance goals
- Developing quality relationships with periodontists

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LECTURE

Suggested Audience: Restorative Dentist and Team
Presentation typically qualifies for up to 3 CEU

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THE "NEW" PERIODONTAL DISEASE: *Inflammatory and Risky*

Studies demonstrate the 'perio-systemic link'
and patients are asking about the relationship!

Move to a new level of understanding of chronic inflammation
and develop successful patient outcomes.

Periodontitis has entered into a new frontier as not only a major chronic infection but a disease of inflammation. Recent studies demonstrate that the incidence of periodontitis has been underestimated by 50%. Determining who is at risk and the corresponding therapy and management is a significant component of effective treatment. Dental school provides the science. This course transforms the science into the actual dental practice.

Learning Objectives

- Managing inflammation as a systemic and local immune response with antioxidants and microthin ultrasonic/laser combos.
- Treating periodontitis as a major chronic inflammatory systemic disease.
- Determining the role of traditional and non-traditional therapies in controlling periodontitis.
- Utilizing risk assessment to determine susceptibility.
- Incorporating the paradigm: periodontal medicine into the practice.
- Considering genetics, diet (probiotics/nutraceuticals), and stress as variables in controlling disease.

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LECTURE

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ENHANCE THE "BOTTOM LINE" THROUGH EFFECTIVE PERIODONTAL MAINTENANCE

Are you missing an opportunity in Recall by just "cleaning teeth"?

Transform the traditional recall cleaning appointment into a major practice growth center. Dr. Low shares the *communication*, *motivational interviewing* and *technology* skillsets that empower the dental hygienist to move from 'tooth cleaner' to an educator who enhances production through opening windows of opportunity.

Revitalize patient encounters by

- Maximizing every moment of the 60 minute appointment.
- Achieving restorative case acceptance in the RDH chair.
- Vendorizing the operatory to ensure compliance with products and enhance revenue.
- Building relationships for long-term return.

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LECTURE

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MANAGING DENTAL CONDITIONS OF A "BOOMER" GENERATION

The "over sixty" population will increase significantly during the next decade.

With that comes an increased frequency of oral conditions associated with the "Baby Boomer" generation.

Two primary areas of concern around chronic inflammation are periodontitis with over 40% having tooth loss disease and Xerostomia with the compromised lifestyle associated symptoms and root caries. In this course we will review these primary diseases from diagnosis to management for a lifetime. We will review the generational characteristics of this age group with emphasis on understanding the population to enhance motivational interviewing and gaining positive case acceptance.

Learning Objectives:

- Standardizing the collection of periodontal data in an efficient manner and reviewing successful parameters to determine tooth survival in short and long term prognosis.
- Developing "realistic" non-surgical therapies and the respective reevaluation with emphasis on "new" anti-inflammatory systems including micro-ultrasonic and laser technology, and nutraceuticals as probiotics and anti-oxidants.
- Understanding the etiology of Xerostomia from medications to Sjogrens.
- Creating management strategies including local and systemic therapies for "dry mouth" and appreciating oral conditions as caries activity as a result of the condition.
- Establishing techniques to communicate with the Boomer generation.

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LECTURE

Suggested Audience: General Dentist and Team

Presentation typically qualifies for ≤ 3 CEU

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UTILIZING LASER TECHNOLOGY IN A PERIODONTAL ENVIRONMENT

Ready to enter the laser *world?*
Or have an "unused" laser in the closet?

Lasers offer a safe and effective alternative for a wide range of dental procedures. Some of the advantages include: increased precision, controlled bleeding, accelerated healing, reduced post-operative issues, shorter procedure time, less pain, greater case acceptance and a more relaxed experience for the patient.

Learning Objectives for **Lecture** *and/or* **Hands-On Workshop:**

- Review various laser therapies with attention to both the perio-restorative and perio-pathology uses.
- Explore anecdotal and science-based resources from crown lengthening procedures to treatment of periodontitis.
- Understand indications for using laser in crown lengthening and pre-orthodontic procedures including esthetics.
- Consider case reports demonstrating success along with clear contraindications.
- Develop techniques for incorporating laser into a dental practice considering patient acceptance, third party coding and general dentist relations.
- Differentiate laser technologies for periodontal indications (surgical and non-surgical).

Lecture

Suggested Audience: General Dentist, Periodontist, and Team
Presentation typically qualifies for up to 3 CEU

Hands-On Workshop

Workshop limited to 30 participants | All equipment supplied by manufacturers

Utilizing lasers and hog jaws, the hands-on workshop component expands upon the lecture content and offers the following additional learning points.

Additional Learning Objectives

- Investigate laser utilization including wavelengths and respective techniques.
- Determine the appropriate laser equipment for the individual practice.
- Develop post-operative evaluation protocols assessing wound healing.

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Presentation typically qualifies for up to 6 CEU

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THE ART & SCIENCE OF *ADVANCED* MICRO-THIN ULTRASONIC INSTRUMENTATION
in Periodontal Therapy

Leave traditional root planing behind
and move into a new era of periodontal care.

Micro-thin ultrasonic instrumentation decreases fatigue and enhances efficiency with new topical anesthetics and techniques to manage difficult access, including the pesky furcation! Incorporating power driven instrumentation into the periodontal component of the practice provides a time effective adjunct to definitive root planing and the deplaquing process of the periodic supportive maintenance.

Enhance your armamentarium in treating today's initial and recare periodontal patient where surgical therapy may not be feasible. By incorporating a combination of both manual and ultrasonic instrumentation in tandem with antimicrobials, the participant is taken to new heights in providing a synergistic level of care.

Learning Objectives

- Be familiar with the current literature justifying the use of power driven instrumentation.
- State the indications and contraindications for their use, including safety precautions.
- Select the necessary instrumentation commercially available to achieve effective results.
- Implement techniques unique to this modality, especially in the area of enhancing patient comfort.
- Incorporate power driven instrumentation into the periodontal component of the practice.
- Utilizing electronic data collection to find and market periodontal care.
- Operating ultrasonics with micro-thin inserts in a sulcular arena with an array of medicaments.
- Providing ergonomic techniques to decrease physical fatigue and enhance time efficiency.
- Indications for placing time release local delivery antibiotics in selected sites.

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WORKSHOP

Suggested Audience: Dentists and Hygienists
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GAIN PERIO/RESTORATIVE ACCESS: *Flaps and Lasers, a Workshop*

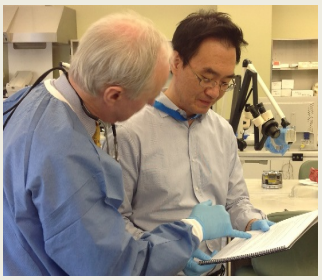
Challenged by subgingival margin placement?

Restorative dentistry can be easier!

Subgingival margin placement can be a challenge for the restorative dentist, including patient satisfaction with esthetic appearance. In this hands-on workshop, experience manipulation of gingival and boney margins to obtain satisfying restorative results with defining end points and providing essential biologic width. Learn when to use a laser vs. a traditional flap in enhancing a positive result in a timely manner.

Learning Objectives

- Collect data to determine case selection and choose appropriate surgical techniques.
- Define anatomical limitations of surgical restorative access.
- Determine case selection and choose surgical flap/laser techniques to achieve restorative access including flap manipulation, closed laser and suturing methodologies.
- Investigate laser utilization including wavelengths and respective techniques.
- Review indications for mucogingival augmentation including attached gingivae and ridge anatomy.
- Develop post-operative evaluation protocols assessing wound healing and complications.



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WORKSHOP

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All equipment supplied by manufacturers
Workshop typically qualifies for up to 6 CEU

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Looking for a CE provider whose content is applicable *and easily understood without sacrificing enjoyment and entertainment?*

Dr. Sam Low provides dentists and dental hygienists with the tools needed for successfully managing the periodontal patient in general and periodontal practices.

As an associate faculty member of the L.D. Pankey Institute for 20 years and Professor Emeritus, University of Florida, College of Dentistry, Dr. Low's many years' experience training dental professionals is evident in his straightforward, informative, and entertaining teaching style.

Dr. Low's presentations focus on creating positive interactions between dentists, periodontists, and dental hygienists through communication skills and continuous quality improvement to enhance esthetics, tooth retention, and implant placement.

- Certificate in Periodontology
- 30 years of private practice experience in periodontics and implant placement
- Graduate of University of Texas Dental Branch at Houston
- Diplomate of the American Board of Periodontology
- Past President of the American Association of Periodontology
- Past President of the Florida Dental Association
- Former Trustee to the ADA Selected "Dentist of the Year" by the Florida Dental Association
- Selected Distinguished Alumnus by the University Of Texas Dental School
- Recipient of the Gordon Christensen Lecturer Recognition Award
- Affiliated with the Florida Probe Corporation

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PAST PRESENTATIONS / TESTIMONIALS

What's Being Said…

"The absolute best periodontal seminar that I have attended, ever."

"Dr. Low is a great captivator of audiences."

"Very thought provoking—awesome!"

"The most exciting program in creating a team environment."

"Great take home messages."

"Outstanding! The consummate educator. Wish I had brought my RDH's. Cannot wait for his return."

"Super sensational instructor. I came a long way. It was well worth the travel/expense."

"Great lecturer. Funny, informative. Definitely have him back."

"He was the best speaker I've ever spent 7 hours with."

"Thank you for giving me back my passion for dentistry. After your CE I was inspired to new heights in my career."

Partial List of Past Presentations

Dr. Low has spoken in 49 of 50 states

American Dental Association

Academy of General Dentistry National *(multiple)*

AGD State Meetings *(multiple)*

American Academy of Periodontology

Academy of Laser Dentistry

Chicago Midwinter Meeting

Yankee Dental Congress

Thomas Hinman Dental Convention

California Dental Association

Southwest Dental meeting

Texas Dental Association

Star of the South

Seattle Study Club (multiple)

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