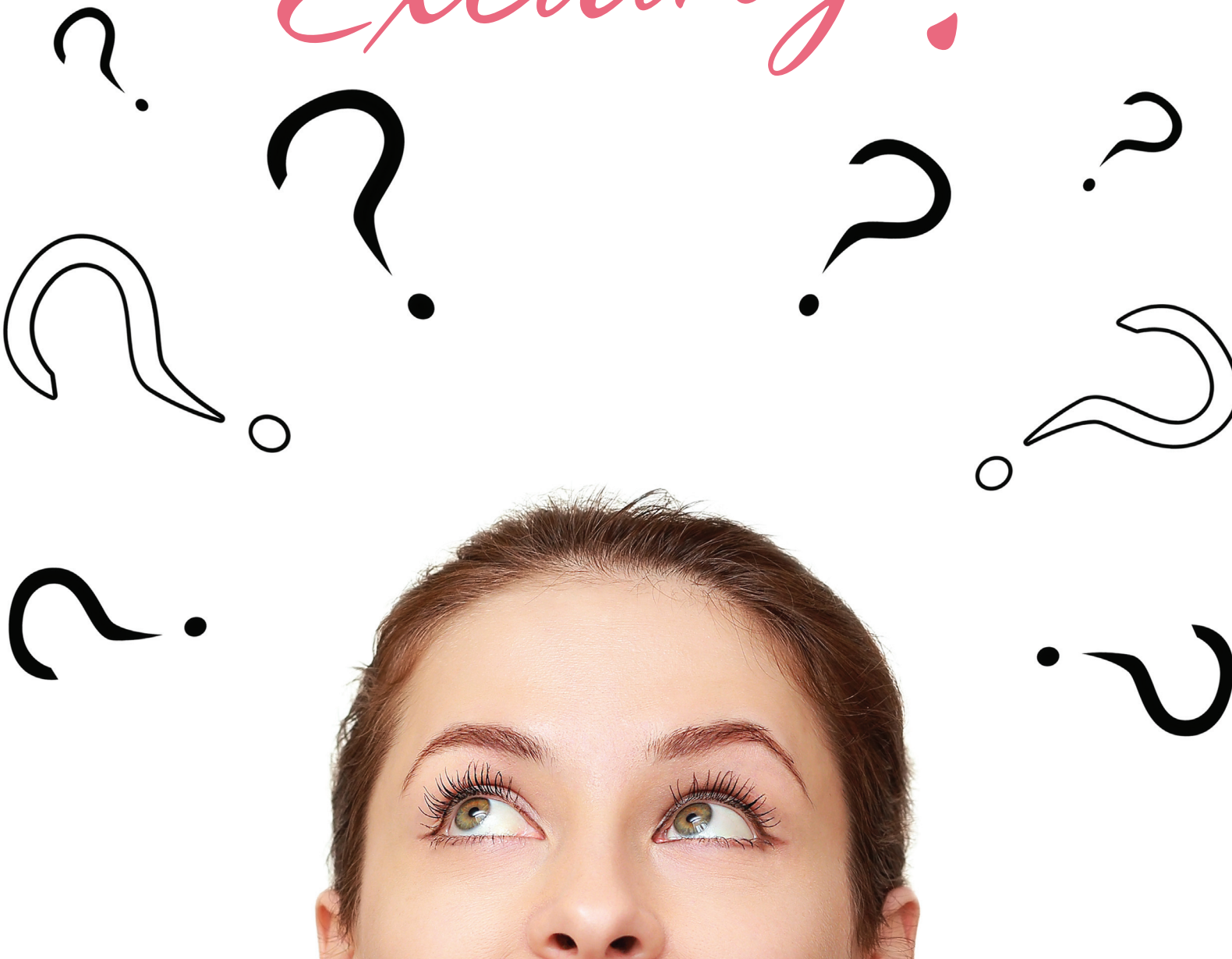


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# MAKING DENTURES IS *Exciting?*



*It is not enough that the clinician be proficient in the fabrication and delivery of these restorations.*

It is estimated that 60-70 million people in North America wear dentures. This number is expected to increase by the year 2020 due to aging population and population growth. According to the American College of Prosthodontics, 15% of the edentulous population has dentures made every year. Combine that with the large number of people who would rather live with "bad teeth vs a good denture," this truly is a growth industry. This absolutely represents an additional revenue stream for the progressive dental practice.

In a recent survey, a large number of denture wearers have household incomes greater than \$100,000. With the public's increased knowledge of implants, more and more patients are electing implant-retained dentures over conventional dentures.

These patients are faced with a myriad of choices in the types of implant retained dentures. Will they be removable or non-removable? Will a bar be used? Will there be a full palate on the upper? However, each of these choices calls for a variation of the full denture procedure for their fabrication. This means that it is imperative for the practicing dentist who wants to be successful in this arena also be able to deliver exceptional complete dentures.

Unfortunately, most dentists have not received advanced training in removable prosthetics since dental school. In fact, many "high end" dental practices brag that they "no longer do dentures." These

facts are what stimulated this author to put together the course entitled **"New You Dentures."**

The NewYou Denture course covers many topics, starting with how to fabricate an exceptional denture as well as how to convert this removable prosthesis into any of the many options that are available in the 21st century. The goal of this course is for its participants to be able to fully take advantage of the incredible opportunity!

One of the most challenging aspects of this rapidly emerging part of dentistry is how to present, diagnose, treatment plan, and sequence these comprehensive prostheses. It is not enough that the clinician be proficient in the fabrication and delivery of these restorations. Each one

of these areas is equally important and no area can be overlooked.

**Every one of these areas will be touched upon at the upcoming seminar at the 2015 IAPA Conference/LVI 20th Anniversary Gala in Las Vegas.**





## Diagnosis & Presentation

There are at least 5-6 options for every patient for each arch. While the patient may choose the same option for each arch, many times they do not. How does the clinician decide which option fits the patient best "at this present time"? Advantages and disadvantages of each option must be explained to the prospective patient. What is the budget of the patient? How is this information obtained? The amount and quality of bone present also plays a major role in the diagnosis of each case. Is the patient willing to spend the time and money for major grafts to obtain the restoration of choice?

This first consultation appointment is critical to the ultimate success of this kind of treatment. It is this author's opinion that this needs to be a team approach between the doctor and a highly trained team member. The team member meets with the patient first and listens to the patient's wants and desires. How much maintenance is the patient willing to accept? It is appropriate for "ballpark" fees to be discussed at this time. The doctor then,

and only then, needs to evaluate the patient to see if the patient's choice of restoration is possible. After this information is gathered, a tentative treatment plan can be agreed upon.

## Treatment Plan & Sequencing

Once a tentative treatment plan has been decided, a whole lot of information must be gathered before a final treatment plan and treatment fee can be determined. This usually requires an additional appointment. Diagnostic models, bite records, and 3-D x-rays are just some of the information needed to complete the treatment plan. Are teeth going to be extracted? How much interocclusal space is present? Is alveoloplasty needed? Are implants going



*I encourage all of you to invest some time into learning how to make beautiful, functional dentures for your patients.*



## **Fabrication, Delivery & Maintenance**

Obviously, the clinician must be proficient in the fabrication and delivery of these complex restorations. These techniques are covered in great detail in the New You Denture course, but time does not allow them to be covered at the IAPA presentation. These restorations require different amounts of post-op maintenance. This area is often overlooked. Patients and dental teams alike must have a plan for this maintenance. How often should the patient return to the dental office? What kind of fees will be charged at these appointments? What is the life expectancy of these prostheses? This area must be spelled out in detail so there are no "surprises".

Our population is becoming more demanding in the quest for their "3rd" set of teeth. They want dentures that look natural and function well. By incorporating dental implants into the treatment plan, dentists have the ability to offer more than just a denture... they can provide teeth that "look like teeth, feel like teeth, and chew like teeth." I encourage all of you to invest some time into learning how to make beautiful, functional dentures for your patients...who knows...you might find it exciting as well!

to be used? If so, how many will be used and where will they be placed? Will this be a "guided" surgery? Will there need to be any bone grafts? These are just some of the questions that need to be answered before a final treatment plan can be formulated. What will the lab costs be in this treatment plan? Then a final treatment fee can be presented to the patient.

Sequencing the complex prosthetic case cannot be overlooked. Patients want the dentistry delivered in an efficient manner, so as to minimize treatment appointments. Every patient wants to know "How long will this take before I get my finished prostheses?" Efficient sequencing allows the patient to get their finished prostheses as soon as possible. This also allows the dental office to deliver this treatment in as few appointments as possible. Fewer appointments will minimize the "overhead" for these treatment plans.



### **IAPA FUN FACT #5**

**Did you know...**

*That we hosted the first IAPA conference in 2005 in sunny San Diego, CA!*



[www.lviglobal.com/newyoudentures](http://www.lviglobal.com/newyoudentures)