



Incisal Edge News letter
Vol. 5 No. 1 - Spring 2019

**Incisal Edge
Dental Laboratory**
Thomas Kitsos, RDT

124 Merton St., Suite #302, Toronto,
ON M4S 2Z2

T. 416.489.6533 /
1.877.INCISAL

F. 416.489.6541

E. incisaledge@on.aibn.com

www.incisaledge.ca

Striving For Perfection & Achieving Excellence

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President's Message



Thomas Kitsos, RDT
President, Incisal Edge

Digital Integration Can Help Practices Grow

We send out the Incisal Edge newsletter during this time of the year purposely, as it is spring, the season that signals rebirth, growth and life.

Growth and life can be also be seen in the dental industry. Today, dentistry without digital technology is hard to imagine. To solidify our lab partnership with our dentists clients we offer digital solutions and customized prosthetic solutions with a comprehensive range of services that are open, precise and reliable.

At Incisal Edge we remain committed to keeping on the cutting edge of technology because it is imperative in today's market place. We are seeing more dentists placing and restoring implants in their practices and the advances in digital technology have transformed the placement phase of treatment. Pre-planning now ensures that placement is more predictable than ever before, and there is really no guesswork. Pre-planning means that dentists can tell how deep the implant should be placed and 3D imaging has made it possible to see the depth of the bone very clearly, another huge benefit.

Previously if an implant was placed off the ideal position even by a few micro, it made the restorative phase much more complicated. Digital implant

guides have substantially reduced the chances of this type of error.

The digital workflow starts by the dentist taking a 3D CBCT scan. This scan gives a crystal-clear view of the bone and hard tissue and if followed by taking an intra-oral scan of the mouth. The two scans are then overlaid one on top of the other using other software giving a perfect view of precisely where the implant will be placed in relation to the bone, nerves and other teeth. This also provides important information about the height of the bone and gives the dentist an indication on bone density.

One of the biggest benefits of using this type technology aside from how it assists clinically, is that it also enables dentists to explain in great detail the treatment the patient will undergo. As a result, patients are much more engaged in their treatment from the outset.

Dentists are now seeing digital equipment as an investment in a certain workflow which is more efficient and creates a clear patient journey, which makes the practice more productive and predictable.

Feel free to call me if you have any questions or to discuss the various work flow solutions we offer to make sure we can grow successfully as a team.

Shade Taking-Simplified

There is a whole science behind accurate shade taking. The more information you can get to the laboratory, the better. Ideally every ceramist would love to work with photos, as they get an idea of the whole character of the patient. But for quick shade matches we have compiled a list of tips and tricks our clients use to get good, accurate results.

Shade take before prepping

While in the chair and during treatment the teeth will dehydrate, get the shade as soon as the patient comes in – this is when they will be most hydrated and is the best time to take the shade.

Natural lighting

Shade taking is best done in natural light or with standardised daylight bulbs, avoid shade taking under strong overhead lighting.

Be quick

The eyes ability to define colour starts to fade after five to seven seconds of staring. Prolonged staring of the teeth can make it very difficult to differentiate shades. Be swift and trust your instinct.



Bright makeup

If a patient has bright lipstick on, the contrasting colours can confuse your eyes, cover the lips with a neutral blue/ grey card or even just with your finger.

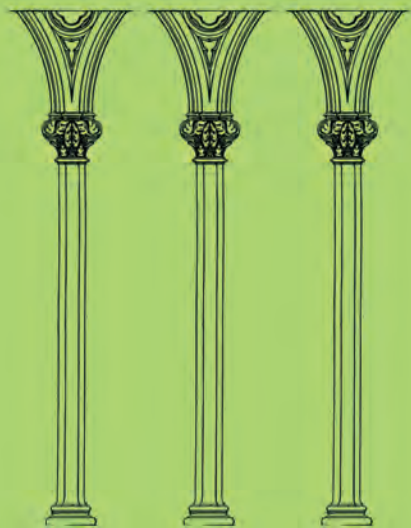
Gentlemen, ask a lady for a second opinion

Science has proved that women can see more shades and have a greater ability to define colours. Have another set of eyes to confirm your choice, such as your assistant, your hygienist or other staff so you can verify or enhance your selection.

Stump shade

If you are going for an all-ceramic restoration take the stump shade, if the core is very dark it will affect the final resulting shade.

Incisal Edge Pillars of Success



Staff

We have well trained and experienced technicians including multiple Registered Dental Technicians (RDT) who perform a multi-point quality check on all cases before they leave their respective department and the laboratory.

Technology

Incisal Edge is committed to combine technique, technology and artistry. We are constantly upgrading and advancing to make our dental lab and the restorations that we create state-of-the-art.

Dedication

Consistent quality is proof of dedication to your work and to your success. Incisal Edge strives to deliver quality products in each and every case thus providing stability and predictability to our clients and in turn to their patients.

Motivating Your Team Makes Good Business Sense

Smart business owners know that there is a direct link between motivating team members and the success of that business. Let's imagine your best dental assistant has resigned. How long will it take to directly and indirectly find, hire, and get that replacement up to the right level? The answer is many months or years. What if you were in jeopardy of losing someone because you are not motivating them.

There are many ways to successfully motivate your team and all of them require owners/managers to focus on the human being with whom they work and who desire to find their own success. Consider these 6 motivational elements

1. **Communication** – There is nothing more fundamental to having loyal, productive and engaged team members than good communication.
2. **Professionalism** – this is the combination of proper business ethics and interpersonal Behaviour, and it is critical to a successful team motivation Professionalism fosters pride and team loyalty.
3. **Management style** – Check yours. Are you a leader or a driver? Managers that are drivers disregard others. Leaders value their people and encourage them to be successful. You can be a driver but you need to lead your staff in a way to foster responsibility and a sense of ownership for individual and team success.
4. **Training and development** – Team training pays operational and motivational dividends. It fosters knowledge which in turn fosters self-confidence, which fosters leadership, which fosters loyalty which foster patient loyalty, which fosters financial success.
5. **Recognition** – When talking about what your practice has achieved, be sure to replace the pronoun I with the pronoun we.
6. **Fun** – Fun is very motivational. Make sure your practice finds ways to have fun at work. Take your work seriously but do not forget to also have fun and a good laugh.



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