The Hottest Trend In Dentistry!

by Joe Steven, Jr., D.D.S.

What is the hottest thing in dentistry right now? Would it be digital x-rays? How about Cerec, which we hear so much about? Or, it could be lasers, or Botox therapy, or digital impression scanners? Let’s get away from the clinical side, and consider something else that I’ve observed over the last several years. My vote would be for headset radios within the office that each staff member wears to better communicate with each other.

More and more lecturing doctors and consultants are recommending them to other doctors. In Destin a few years ago at Dr. Woody Oakes Spring Break weekend seminar, I walked in late to a meeting being presented by Dr. Chris Bowman. As soon as I sat down, he said that for the ultimate in efficiency, you need to start using walkie-talkie radios within the office. I knew exactly what he was talking about because I had been using them for years and constantly recommend them to every office.

Then, in Dentaltown, Dr. Howard Farran said the same thing in one of his articles while discussing efficiency in the dental office. More and more offices are incorporating these “old technology” devices to better operate their offices. There’s no more yelling down the halls asking for an assistant. No more hygienists walking around the office looking for the doctor. No more front desk personnel leaving the front desk to give the doctor a message. Dr. Woody Oakes has his seminar staff use them at their annual Destin seminars to help them coordinate all their events without having to run around everywhere looking for each other. But, in a dental office, most dentists find them to be essential in operating a well run, efficient office.

I know, I know, I know - some doctors just don’t want to have to put on extra gear when getting ready to go see their patients. I put on my scrubs, loupes, headlight, and then the radio with its earpiece, and then I’m ready to go. After a couple of weeks of this initial inconvenience, it becomes routine, and you can’t work without them!

There are some offices where the staff wears them, but the doctor does not. I believe that is a mistake because the doctor needs to hear what is going on throughout the office. There’s been more than one occasion when I have heard the front desk tell the hygienist through the radios that the patient doesn’t need an antibiotic when I know that they do. Or, I might hear the assistants talking about setting up for a certain procedure when I prefer something else. Another point to mention is that useless chatter and joke telling will not take place if they know the doctor is listening also!

About all that chatter - some doctors don’t want to use radios because they think that all day long they will be hearing all kinds of messages that will drive them crazy. Maybe so for the first couple of
The use of radios (walkie-talkies) for intra-office communications is the most popular thing in dentistry for improved efficiency! Instead of pushing buttons on a panel box to call someone into a treatment room to give them instructions, you simply give the message through your radio which results in fewer wasted trips back and forth within your office.

Every member of the staff wears one with a speaker in their ear so the patients don’t hear the messages. There are unlimited usages within the office for these radios that will soon become one of the most efficient aids you can implement into your practice!

Now, the new & improved Kenwood ProTalk XLS TK-3230 has many benefits, which include an ultra-compact design, 50% higher power, rapid rate battery charger, up to 18 hours of talk-time, and enhanced Kenwood audio. These are business frequency radios so you won’t get interference from less expensive walkie-talkies that may be used around your area.

We have added to our product line a 6 unit charging stand to organize your radios in a central location to charge up to 6 units with one electric outlet. See why so many dentists have added the use of these radios to their practice and claim that they cannot practice without them!

The Absolute Best Intra-office Communication System: XLS Radios

- radio on your waist band
- microphone attached to your lapel
- speaker in your ear

Business model with privacy channels
HIPAA Compliant

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New Earpiece Design - Very Comfortable!

- Earbud Speaker
- Earhook Speaker
- Circle Speaker
- Clearloop Speaker

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Clearloop Speaker  Item #8923  $29.97  $28.97  $27.97
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Circle Speaker  Item #8927  $29.97  $28.97  $27.97

*Includes Ah Li-ION battery & desktop charger

6 Unit Charger  Item #8928  $199.97 each

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doctors including me believe that those short meetings by which you need to pay your staff to attend regardless of how short they may be can be eliminated with the use of these radios. That’s because throughout the day everyone can become informed about particular issues concerning patients that come in that day. One doctor who operates a large office shared figures with us and said that he saves about $20,000 per year in salaries by eliminating his morning huddles. Some of these meetings could be discussing issues with a certain patient scheduled that day and it turns out the patient ends up cancelling before their appointment time. Not a good use of your time.

But what about what the patients are thinking when we look like we work for the CIA wearing those earpieces? Actually, once patients know what they are used for, they are very impressed, and often comment that we always have the latest technology, even though walkie-talkie radios have been around for decades. But, these radios have come a long way. We use commercial brand radios that have privacy frequencies so neighborhood children or truckers driving by cannot listen in or interfere with our conversations. I’ve told many reluctant doctors to go ahead and purchase some inexpensive ones just to try out this concept. Once they see the benefit, then they are ready to buy higher quality radios such as the Kenwoods that we use.

I say that this is one of the hottest trends in dentistry because now when I present a seminar, it is not uncommon to see that half of the offices are using these efficient communication devices. Ten years ago, seldom would I ever come across an office using them; but now it’s totally different. That’s because the word is getting out how much more efficient it is when using them. The following top clinicians and consultants all recommend our KISCO radios at their various seminars: Dr. Woody Oakes, Dr. Mike Abernathy, Dr. Tom Orent, Cathy Jameson, Dr. John Jameson, Dr. Kent Smith, Dr. Chris Griffin, and Dr. Mark Hyman. They all discuss just how efficient an office can operate with the use of these units, and that’s why more and more offices are implementing this concept. And now with the new “touch-free” technology that we developed with our headpiece manufacturer, there is no risk of cross-contamination when using the radios. With this “near field” technology, you simply move your arm with the wrist band within one inch of the speaker button, and you’re ready to talk without even touching the button. This has eliminated one of the main objections that some doctors have had for not incorporating this great efficiency system into their practice. So, isn’t it time for you to jump on this bandwagon and see why it is one of the hottest trends in dentistry?

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Efficiency Tips

Touch Free Headset Control
by Joe Steven, Jr., D.D.S.

It's widely accepted that the use of headset radios are one of the most efficient aids in running a highly productive dental practice! I’ve been discussing this concept of using walkie-talkie radios for years at all of my seminars because I put it at the top of my list of “can’t do without” products that I’ve been using for about 15 years. Over the years I have had dentists question the concern about contaminating the speaker button while using gloves during a procedure. Many doctors simply pick up a piece of gauze and pinch the microphone button when giving a message. But now, there’s even a much better way of doing that!

KISCO along with ARC, our earpiece supplier, have developed the only “Touch Free” Two-Way Radio accessory the industry has to offer. They call this technology Near Field Communication (NFC). You can communicate clearly and securely while maintaining a 100% sterile environment through the use of this touchless system. You will still have the option of using the Push-To-Talk function also.

The sensor in the wristband does all the work when placed within 1” of the push-to-talk button. The wrist sensor is wireless, does not require power, can be worn under medical gloves, and is 100% waterproof. A sterile environment is maintained and cross-contamination is eliminated since the system is completely “hands/touch free.” Now, with this “Touch Free” innovation, there’s no excuse for not incorporating the most efficient communication device that is so popular in dental offices all over the country!

NEW from KISCO

Touch Free Radio Control
Item #8934
Quantity 1-5 6-19 20 +
$119.97 $114.97 $109.97
(includes slap-on wrist band bracelet & earloop receiving speaker)

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These 2 books contain various articles and short stories written by Dr. Joe Steven, Jr. that were originally published in several leading dental publications. The Doctors book will help dentists develop, build, and maintain a dynamic, winning team for developing a more successful practice. Plus, it will help dentists enjoy their practice more on a daily basis when working with loyal, appreciative, enthusiastic team members! The Book for Dental Personnel should be mandatory reading for all team members so they will learn the important business principles that many dentists have been trying to instill in their staff. This book will motivate and inspire every member of a dental team to excel in their performance which benefits the entire office!

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New Product Review: PinkBand®

How do you improve on such a simple, basic concept as a metal matrix band that fits onto a Toffelmire retainer? Well, Dr. Robert Haraden did just that with his innovative PinkBand® matrices! So what’s so different about this one that was evaluated by The Dental Advisor and received a 98% clinical rating and to which 100% of dental consultants said they would switch? Count me in on this one also because we switched to the PinkBand® just a few months ago. It’s because PinkBand®, is a rubberized silicone coated matrix band that is effective in better moisture control at the gingival margin over standard and sectional bands.

What I especially like is how much easier it is to remove the band from the restoration and the excellent contacts we get when using their Ultra-Thin bands. These bands are more expensive than regular ones, but it is easily justified once you realize that you will greatly reduce the need to redo a restoration because of insufficient contacts. Plus, you will be assured of a better seal at the gingival margins reducing the chances of a failed restoration. And of course we all know how using a Toffelmire retainer is much easier to use than those “hard to manipulate” sectional matrices that are so popular now.

PinkBand® received The Dental Advisor Editor’s Choice Award and Dentistry Today’s 2013 Top 100 Products. PinkBand® coatings are FDA approved and patented in 24 Countries. These bands are available in a starter kit which comes with an assortment of their various styles: Universal, Pedo, and Subgingival sizes, and the bands are offered in Regular and Ultra-Thin thicknesses. The Ultra Thin 0.001” bands maintain their form when loading into the matrix band holder, unlike other thin band products on the market.

PinkBand® saves time, frustration and money in composite materials due to the lack of having to redo some of these restorations. As we all know, during the placement of a composite into a tooth, if the preparation becomes contaminated with blood or saliva, the filling must be removed and the procedure repeated. Contamination wastes time and material costing the dental office approximately $17 in etch, adhesive and composite. Contamination is the number one cause of bond strength reduction in adhesive properties of composite material, causing recurrent decay and post-operative sensitivity. And you can rest assured that you will get ideal contact with adjacent teeth with their Ultra-Thin bands.

Not only will your patients and practice benefit from these innovative bands, 5% of their profits are donated to The American Breast Cancer Foundation!
Pink Band Matrix Band

"The band becomes the Dam"®

- Rubberized Silicone Coating
- Does not Crumple During Placement
- Will not stick to composite
- Regular & Thin
- Easy to place & remove
- Perfect for Large Class III or Core Buildup Restorations
- Improves Moisture Control

PinkBand was evaluated by 27 dental consultants who placed 479 restorations in patients. The silicone-coated matrix band received a 98% clinical rating. The silicone coating provides an additional seal against moisture contamination and improved moisture control. 100% of dental consultants would switch to PinkBand and would recommend it."

*Reference: The Dental Advisor - Vol. 30 Issue 08, October 2013

5% of profits from this product are donated to The American Breast Cancer Foundation.

PinkBand Matrix Starter Kit (includes items below) Item #3340...$ 81.47
(10 Universal Ultra Thin, 10 Universal Regular, 5 Small Ultra Thin, Small Regular, 5 Sub-gingival Ultra Thin, 5 Sub-gingival Regular)

Refills:

25 Universal Ultra Thin Item# 3341 ....................$51.47
25 Universal Regular Item# 3342 ....................$51.47
25 Small Ultra Thin Item# 3343 ....................$51.47
25 Small Regular Item# 3344 ....................$51.47
25 Sub-gingival Ultra Thin Item# 3345 ....................$51.47
25 Sub-gingival Regular Item# 3346 ....................$51.47

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Go to www.kiscodental.com & click on the speaker icons to hear Dr. Steven's discussion about many of our products!

Let's Chat!
Join the KISCO Email Network Group, and learn from others! Join in and share many of your insights also. Of course, there are no fees involved for any of the participants.
You can read more about it by visiting our website at www.kiscodental.com. Look for the “Google groups” logo on our home page. I hope you can join us!
Joe Steven, Jr., DDS

If you would like to review past issues of the KISCO Perspective Newsletter, go to www.kiscodental.com.