

The Fifth Bicon E-Newsletter

To those of you who came to the RSM to hear Shadi Daher lecture I hope you enjoyed the day. It was good to see so many faces old and new. If you have friends and colleagues who you think may be interested in Bicon and especially the Short Implants, look out for lectures on **BICON SHORT IMPLANTS**, Practical and Advanced Techniques which will be coming soon and are free!

These lectures will take place in the evening and will demonstrate the science behind the practical application of short implants, essential elements of the Bicon protocol and the opportunity to discuss your own implant cases.

Itinerary will include:

- * Introduction to Bicon Short Implants
- * Short Implant Series
- * Essential Elements of Bicon Protocol
- * Science of The Short Implant
- * Question time and discussion of your cases

The first two lectures are scheduled on the:

- * 30th Sept. at the Imperial War Museum
Duxford, nr Cambridge
- * 28th Oct. at the Westley Hotel, Birmingham

Lectures will start promptly at 6.30 pm until around 9.00 pm
Light refreshments will be served.

TO RESERVE YOUR PLACE CONTACT

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Practitioners Tread the Bicon Educational Pathway

You may have noticed Bicon's advertisements for Treatment Planning Evening sessions in the dental press of late. The evenings are aimed at those practitioners new to implantology who want help with their first cases.

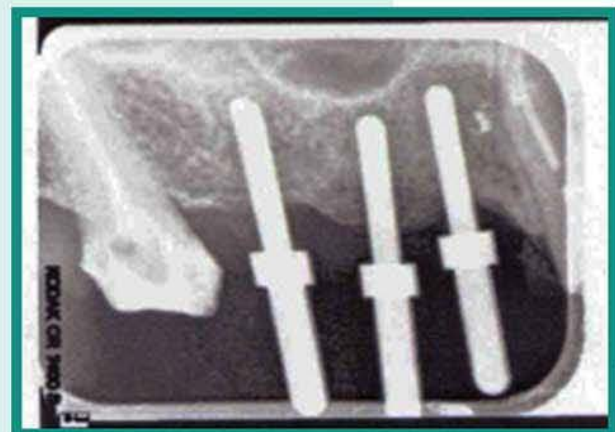
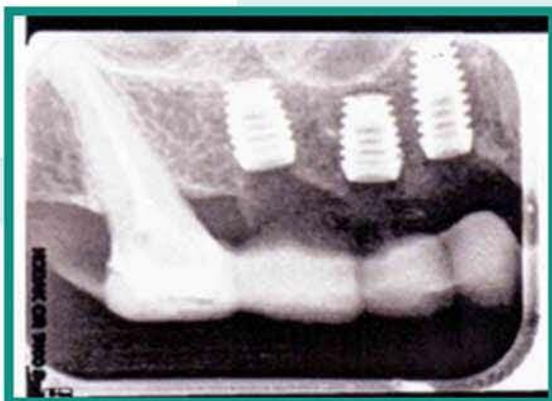
Just such a case was discussed a few weeks ago of a patient from Andrew Hill in Sussex.

Andrew brought the models and radiographs of this patient and we discussed areas of potential surgical and restorative difficulty. We all agreed this would make a good first case and here are the radiographs taken during the surgery.



Start Xray

I like the use of the direction indicators to check for position and spacing.



The implants are 4 x 8 with the new 2.5 mm well size and two 4.5 x 6mm Short Implants.

Very nice indeed!

Here's a case from Anthony Coyne in Liverpool. A very nice result with an IAC lateral incisor.

Anthony says, "In the single tooth case I'm finding shade matching easier and providing better results than with porcelain. I would not have believed I'd be saying that 18 months ago when I really couldn't see past porcelain. We all live and learn!"

Initial view



IAC fitted



A delighted patient

...and finally, a case of a three-year old central incisor IAC from Anton Boshoff.



Anton sent this to me a while ago and I've been meaning to include it in one of these occasional newsletters.

Geoff Pullen

Complimentary Dental Business Review

Nine key measurements for any dental business to maximise success and profits:

1. How many active patients do you have?
2. What is your examination recall rate?
3. What is your hygiene recall rate?
4. What is your hygiene concentration rate?
5. Do ALL of your patients know about ALL of your services / treatments?
6. What is your treatment conversion rate?
7. What is your marketing return on investment?
8. What is your profit per month per dental service?
9. How many new patient enquiries do you have per week? How many of these enquiries convert to new patients?

We have arranged for you to benefit from a complimentary Dental Business Review with Clear Vision's MD Rob Walsh. A specialist dentist accountant and business consultant. Call Clear Vision on 01249 712074 and mention Bicon.
www.clearvisiondental.co.uk.

FOR ALL YOUR BICON ENQUIRIES

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