

**THE ULTIMATE HANDS ON COSMETIC DENTISTRY,  
ADVANCED RESTORATIVE & OCCLUSION COURSE**

*Ash's most popular course – suitable for a dentist that aspires to be a “complete” dentist*

**Learning Content**

This is Ash's signature course that is popular and unique due to the fact that dentists not only “learn all the theory”, but also put in to practice by actually doing a Smile Makeover (8-10 units of porcelain restorations) under Ash's expert guidance and supervision.

You will use the very best equipment, instruments, technology and dental materials within Ash's unique and beautiful state-of-the-art dental practice in Chigwell, Essex. The course is supported by world class laboratory work.

Six dentists can participate as Hands On dentists, i.e. treat a patient, and up to five dentists can attend the course as an Observer dentist and benefit from watching all the cases being treated.

**Day 1: The most important day...**

- Leadership, Vision & Goal setting, creating the practice of your dreams
- The importance of developing systems
- The Art of Communication
- Understanding the different personality types
- How to sell ethically in a non-pressurised, high integrity way
- How to achieve 90% case acceptance when presenting larger treatment plans
- The Ultimate New Patient Experience
- The Diagnostic Dialogue – 8 powerful questions to ask your patients
- The importance of a Treatment Coordinator
- Use of PowerPoint to present treatment plans
- How to motivate and inspire your Team.

**Day 2: The Comprehensive Dental Assessment**

- Learn one of the most comprehensive dental assessments in the UK
- Understand how Ash does his unique 2-hour dental examination using a 25-page document
- Patients will build up trust and confidence in you as a dentist
- Accurate diagnosis & precise treatment planning
- Learn about occlusion, muscles of mastication and TMJ evaluation
- Smile Analysis – a detailed checklist of analysing a smile
- Demonstrations on taking an accurate silicone impression
- 3D scans with Trios (3 Shape) digital scanner
- Bite registration records in centric occlusion (CO) and centric relation (CR)
- Facebow records with Denar and Kois Facial Analyser
- Stick Bite record
- Joint Vibration Analysis (JVA)
- T Scan – use of the best occlusion checking software in the world
- Making an NTI deprogramming device (useful to deprogramme muscles before taking a CR record)
- How to do mock ups with composite to show the patient how the smile will look
- Use of Smile Imaging software to do cosmetic imaging
- Photography and video use in cosmetic dentistry/communication

- **BONUS:** You will receive the exact documents that Ash uses in his practice for you to use immediately in your practice!

### **Day 3: Smile Makeover lectures**

- Smile Analysis – the art of assessing a person’s smile in detail
- Preparation techniques – which burs and materials to use. Learn the best preparation techniques in the world to achieve precise and minimally invasive tooth preparations
- Creating a trial smile – use of Luxatemp & Luxaglaze to make amazing looking temporaries
- Laboratory Communication – important things to identify and document at the review appointment to ensure the best aesthetic results
- Cementation – how to precisely fit 8-10 porcelain restorations under rubber dam, in a stress-free manner
- Smile Questionnaires – develop a system to increase your turnover by 20% immediately!
- Clinical tips and gems – become a better dentist by implementing the best of Ash’s tips.

### **Day 4: Occlusion & Wear lectures, Fibres & Lasers, Treatment Planning**

- Comprehensive training in occlusion for easy, medium and difficult clinical cases
- How to treat a full mouth wear case in centric relation (opening up the vertical dimension) with confidence (step-by-step process)
- Articulators & Facebows – different types, how and when to use them
- T Scan – learn about and use one of the best occlusion software systems in the world
- Lasers in dentistry – gingival contouring (soft tissue laser) and improving gummy smiles with osseous bone recontouring (hard tissue laser)
- Fibres and composites – innovative, minimally invasive treatment solutions in general practice
- Review of clinical cases to be treated on the Course – treatment planning in detail, with the ceramist technician’s input.

### **Days 5 & 6: Hands On - six dentists to do a Smile Makeover case on their patients**

- Six dentists have the opportunity to treat a patient that has been approved by Ash, i.e. 8-10 units of porcelain restorations
- Use the best dental materials, burs, instruments, lasers, digital scanners, T Scan, etc
- Implement the theory, and “anchor in” the skills by doing a clinical case
- Build up your confidence under Ash’s expert supervision and guidance
- Create the best-looking temporaries you have ever made
- Change your patient’s life by giving them the best smile possible to suit their face
- Trial Smile Review – learn about this important appointment to achieve accuracy & precision regarding laboratory communication
- Photography lecture – learn all the technical details and theory to become great at clinical photography
- Breakout sessions on photography, interaction with the Treatment Coordinator, role playing and improving your verbal skills.

### **Days 7 & 8: Hands On – Fitting your case**

- Fitting of the porcelain restorations using the best materials and techniques
- The best isolation technique in the world using rubber dam
- Ensuring precise occlusion of the final result using T Scan
- Marketing your practice – how to attract the right type of patients
- Achieving a Balanced Life – the most important lecture as a finale...

## **Aims & Objectives**

The main objectives for dentists that participate in this unique 8-day Hands On Course are: -

- Treat a 8-10 unit porcelain restorations case yourself (you find a patient from your practice with Ash's help and guidance, i.e. you keep the treatment fees that the patient pays)
- Ash's expert supervision to improve your confidence
- World class laboratory support
- Comprehensive training on occlusion
- How to confidently treat full mouth wear cases
- Mastery of clinical examination techniques
- Treatment planning made simple
- Advanced communication & selling skills
- Photography master class
- Laser dentistry – multiple treatment solutions
- Vision, goal setting, leadership, team building
- Marketing strategies to attract the right patients
- 2 training folders with all the presentations
- Access to Ash's assessment & consent documents
- How to create a balanced lifestyle & financial success.

## **Development Outcomes**

This 8-day CPD Course meets all four of the GDC's development outcomes A, B, C and D.

## **2020 Course Details**

**VENUE:** Smile Design By Ash, 6 Chigwell Rise, Chigwell, Essex, IG7 6AB

**DATES:** 18-19 June, 24-25 September, 12-13 November, 3-4 December of 2020

**CPD:** 68 hours verifiable CPD points

**COURSE FEE:** £5950 + Lab Fees (Hands On) & £3950 (Observer)

**BONUS:** FREE 2-day Composite Course at GC Headquarters in Leuven, Belgium (all expenses paid)

**TO BOOK:** Call Cheryl (Mon-Thurs) on 020 3963 5090 or email at cheryl@smiledesignbyash.co.uk

## **Quality Assurance**

As part of the GDC's requirements related to CPD, it is advised that dentists do their due diligence in choosing CPD training courses that are relevant, and of a high quality. Ash has invested £1/4 million on his own CPD training over the last two decades, learning from the best dentists and dental business coaches in the world. His CV showing the courses and training he has undertaken can be downloaded as a PDF from his Academy website at

[www.theacademybyash.co.uk/about-ash](http://www.theacademybyash.co.uk/about-ash).