

New product will be launched at conference

SMARTSEAL is set to reveal a new development to smartpoints at the BDA's British Dental Conference and Exhibition in

Liverpool on May 20-22 2010.

The company has created a fully radio-opaque hydrophilic polymer called propoint. This product has been developed following feedback from practitioners who said they found smartpoints easier and quicker to use but requested the point be more radio-opaque so as to be more consistent with other products, according to the company.

Propoint will be demonstrated by representatives at smartseal's stand A192 at BDA Conference.



It is the latest product to be launched by smartseal, which revealed its biocompatible root canal sealer, smartpaste bio, to thousands of clinicians at the BDTA's Dental Showcase in Birmingham in 2007.

Jerry Watson, chief executive of smartseal, says, "We are very excited to be revealing propoint to leading dental professionals in May, as this is exactly what they have been asking us for."

"We look forward to welcoming clinicians to our stand to find out more."

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The right protocols for cosmetic dentistry

THE British Academy of Cosmetic Dentistry aims to promote excellence in the provision of cosmetic dental treatment.

To help members achieve the highest levels of patient satisfaction with their treatment, the Academy provides a series of protocols and consent forms, to ensure a methodological approach to treatment planning.

By using the BACD consent forms, tailored to each individual case, clinicians can make sure the patient is fully informed of all the options.

In order for a patient's consent to be valid, they must understand in advance:

- The purpose of the treatment
- The nature of the treatment
- The likely effects and consequences
- Risks, limitations and possible side effects
- Alternatives
- Costs

Additional consent forms will need to be used or incorporated for areas such as sedation, tooth whitening and periodontal surgery.

By fully documenting the treatment process, any patient complaint is said to become much less likely.



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New sport performance mouthwear is "amazing"

JR REYES, who is said to be a talented player looking to make his breakthrough into professional golf, was fitted with Under Armour Performance Mouthwear by his dentist.

He said, "First of all, wow, the Under Armour Performance Mouthpiece is amazing!"

"Straightaway, I thought it felt really comfortable in my mouth, considering that I have never used a mouthpiece before. And to be honest, I thought this would be another golf gimmick."

"However, I am happy to say that it made me feel stronger right off the bat. I felt relaxed, free and loose, as if I had been warming up for 45 minutes."

"It had a dramatic effect on my swing as well. I was able to swing the golf club freely, which in turn helped me produce more efficient club head speed by 4-5mph."

"I found that the piece made a huge difference in my alignment and posture and made it easier to focus and concentrate."

"I felt less fatigued from hours of hitting golf balls and had more energy after my practice session was over."

"The Under Armour Performance Mouthpiece is amazing, and definitely well worth the try! Thanks again for such a great product!"



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Coaching achievement

DR Jane Lelean, owner of Healthy & Wealthy, an established business, executive health coach and dentist, has just been awarded Professional



Certified Coach (PCC) by the International Coach Federation (ICF).

Jane, who ran her own dental practice for over 10 years in Buckinghamshire, draws on her knowledge and experience to specialise in coaching dental practices, with the aim of helping them to achieve success in all aspects of running their business, from leadership, through to finances, time management, customer services and building a great team.

As a coach for the last five years, Jane is now the only qualified dentist in the UK to be awarded this internationally recognised professional certification; and one of only 61 coaches across the UK with this accreditation, according to the company.

Jane said, "The International Coach Federation is to coaches what the General Dental Council is to dentists."

"It's interesting to note the findings from the ICF global coaching study conducted by PricewaterhouseCoopers: now the coaching industry is maturing, 52 per cent of coaches report that their coaching clients expect the coach they hire to be credentialed."

The ICF Examiner commented on Jane's achievement, "You should be very proud of your accomplishment as this is a major milestone in your career as a professional coach. The ICF wishes you continued success and good fortune."

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Tax budget

ALISTAIR Darling's third Budget Report cites taxation provisions for dentists, such as:

- National Insurance rates – 0.5 per cent increase in the rates of NIC applicable from April 2011. This is on top of the 0.5 per cent increase previously announced in the PBR 2008.

- Income tax rates and allowances 2010-11: addition of 50 per cent rate, applying to income in excess of £150,000 (42 per cent on dividends in top band). Trust rate of tax increased to 50 per cent.

- ISA – limit raised to £10,200 from 2010. Over the course of the next parliament, ISA limits will be increased in line with the RPI on an annual basis.

- Pensions – April 2010: pension relief for the higher paid is restricted, potentially affecting any dentists with annual income (including rental income) over £130,000

- Business rates – cut for a year from October, meaning a tax reduction for 500,000 small firms in England.

- Stamp Duty – first-time home buyers will pay no stamp duty on properties worth up to £250,000. Relief is time-limited to two years.

The ASPD is a network of professionals who specialise in providing services to the dental profession. It offers advice and support on the business aspects of running a dental practice.



Association of Specialist Providers to Dentists

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