Teamwork, for predictable outcomes

"Working as a team allows us to make the most of our individual strengths and expertise."

For you, your dental practices and the patient, what are the main benefits of the team approach?

Reebye: Implant dentistry is rapidly evolving and its complexities require solid prosthetic and surgical knowledge. Working as a team allows us to make the most of our individual strengths and expertise. Sharing knowledge is essential for making advances in our field. Often, the greatest changes I make to my surgeries are due to what Tarun has taught me on the restorative side; and conversely, Tarun has changed his treatment and prosthetic planning since he became involved in surgery.

Agarwal: What's more, I now have the confidence to treat complex cases that I would never have even started in the past. The patients truly benefit from our teamwork approach in that they have a seamless treatment experience. Each member of the team is focused on his or her core competency, and this leads to better results. I should also mention that practice productivity has steadily increased. As our mutual caseload has grown, so have referrals and our reputation within the community. It is like a snowball gaining size and momentum going downhill.

Would you say that you each bring different qualities to the partnership?

Agarwal: Without question. Uday is a dual-degree (M.D. and D.M.D.) board-certified oral-maxillofacial surgeon. His expertise and knowledge of surgery are far ahead of mine. I am an esthetically focused general dentist who has tremendous experience in digital dentistry. By each having an open mind, we are able to blend the digital technologies of restorative dentistry with the surgical world of complex implant dentistry. Over time, we have learned a great deal from each other and now have a greater appreciation for the complexities and issues that the other deals with in the treatment process.

Do you ever have a difference of opinion when it comes to planning the treatment?

Agarwal: Of course we do! Sometimes we have to negotiate on the surgical side and sometimes we have to negotiate on the restorative side.

Reebye: And it usually works out that whoever wins the argument has thought through the issue at hand a little longer and harder.

Agarwal: I can give you an example. Uday was hesitant to begin using computer-guided implant surgery. Initially, it was slower than the traditional technique he was used to, but for me, it made the restorative component absolutely more predictable and quicker. After our first case, he became aware that the extra time it took to prepare for the computer-guided surgery was far outweighed by the benefits it provided.

Is the All-on-4 treatment concept especially appropriate for your team approach?

Reebye: Yes, in my opinion, the All-on-4 treatment concept can only be successful as a team effort. It is a beautiful treatment concept that marries surgical and prosthetic philosophies. I have to tell you that teamwork brings a great deal of enjoyment to the clinic. If you are happy when working, patients are happier and assistants are happier; and somehow that combination results in great outcomes.

Agarwal: It really does! In our team approach, the restorative dentist creates the case blueprint, the surgical specialist serves as an engineer—by verifying the blueprint is surgical feasible—and the maxillofacial surgeon focuses on patient comfort. Starting with the endpoint in mind and collaborating to make it possible we have routinely led to great outcomes.

What do you regard as the main benefits of the All-on-4 treatment concept, for both clinicians and patients?

Reebye: We see many edentulous or about-to-be edentulous patients who need new teeth. Previous treatment modalities were so expensive and difficult that these patients left our clinic depressed, with no hope in sight. The All-on-4 treatment concept allows us to deliver a predictable result to our patients. It is also a great service for your dentists—because this treatment concept is more affordable for patients, a greater number of patients become implant candidates. For us, the All-on-4 treatment concept has virtually created a new market.

What would you say to clinicians thinking about starting with the All-on-4 treatment concept?

Agarwal: Go learn about it with an open mind! There are literally millions of patients who can benefit from this treatment. Nobel Biocare has a predictable workflow with a tremendous support system to make you successful.

Reebye: Before I took my first All-on-4 class, all I heard from many clinicians (none of whom had taken a class or performed All-on-4 surgery) was that the concept was flawed and a recipe for disaster. Seven years later, all I can say is that I am so happy we did not listen to them. My advice? Keep an open mind, take a course and see for yourselves what a great service you can provide for your patients. For any clinicians considering adopting a team approach like ours, is there a secret to a successful partnership?

Agarwal: You have to let go of your ego. We are all equals to the patient, after all, each bringing a different area of expertise to the team.

Reebye: Let me add this: Listen to your patients. Be willing to talk to other clinicians, to share ideas and never be afraid to reach out when you need help. Most of us love to share what we know with each other—to be of help and to learn more at the same time. And finally, enjoy it! It is a wonderful journey.

For you, your dental practices and the patient, what are the main benefits of the team approach?

Reebye: The All-on-4 treatment concept allows us as clinicians to give hope to many patients who once had free or no encouraging options. Now we can dramatically change the lives of these patients for the better.

Agarwal: And because this treatment concept is more affordable for patients, a greater number of patients become implant candidates. For us, the All-on-4 treatment concept has virtually created a new market.

More to explore!

To learn more about the All-on-4 treatment concept, please visit www.nobelbiocare.com/all-on-4.