

SPEAR

STUDY CLUB PROFILES IN SUCCESS

“MY PRACTICE IS AT A NEW LEVEL SINCE I STARTED HOSTING THIS STUDY CLUB.”

WHAT SETS SPEAR STUDY CLUBS APART...

A good study club makes the members want to get involved rather than just be passive participants in a dissertation-

style lecture. The smaller, more intimate size means that all participants in a Spear Study Club are equally as important and equally as critical to the success of that club. There is no one guru who speaks and everyone else

listens. This is about active participation. If it's run well, all the members want to participate and they all look forward to participating at each meeting. It's much more of a collegial feeling than you get with most study clubs.

ON THE QUALITY OF THE MATERIAL...

It is excellent. It is very well-thought-out. It's geared toward teaching one to think the way Frank Spear and his cohorts do. That doesn't mean that it mandates that we all have to think similarly; the material guides us to come up with solutions to a problem based on a logical sequence of analyzing the clinical parameters. In that way, each component is a very satisfying exercise in thinking and learning.

ON GETTING STARTED...

It's almost too easy. It's all given to you in one complete easy-to-implement package, along with all the support you need, at the beginning at any point thereafter. Now, several years in, I find it requires minimal effort to continue to execute the study club meetings. At this point, the enthusiasm of the members really helps perpetuate the success. Their ongoing desire to have these meetings keeps the momentum going.

HOW IT'S AFFECTING THE RELATIONSHIPS WITH GPS...

The communication is more fluid. The understanding of complex issues is now a mutual understanding rather than a case of having the specialist explain



Dr. Ernest Orphanos
PERIODONTIST
Boca Raton, FL

Dr. Orphanos has been committed to a high level of excellence since the very beginning of his career. He graduated from dental school in 1992 and then, two years later, became a periodontist at the extraordinarily young age of twenty-seven, when he graduated first in his class at Tufts University. In 2010, he started a Spear Study Club, and the experience has added a new dimension to what has already been a distinguished career.

the scenario. An interesting result is that now I see more referring doctors take ownership of a case and guide it and identify an ideal care protocol themselves, rather than just turn it over to me and say, “figure it out for me.” They have much more confidence in their ability to treat complex cases. So more patients are arriving with the right mindset, I get the right records and briefings, and that helps us all get the right case acceptance and the right outcome for the patient.

THE IMPACT ON REFERRALS...

There is a degree of loyalty to me now that is unprecedented. I can't put a number on exactly how much the study club has affected my referrals but I can say that my practice, which was great before, is at a whole new level today since I've started hosting this study club.

THE VALUE OF GETTING AWAY TOGETHER...

We have gone to three Spear seminars in Scottsdale together as a group and each time it has been an incredible experience. The format of the presentation is not just good, it's excellent. It's clear, it's concise, and it's organized. These are all-day courses, but every part of it is compelling so nobody gets bored. I remember looking around at the other members of my study club, and they were all completely enthralled by what they are learning. The venue is ideal, too—professional and comfortable. It's just a perfect environment for continuing education.

“It's been a wonderful learning experience. It's given me a sense of community with my colleagues that I just didn't have before. I feel like it has opened new doorways for me and my patients, and I have seen that reflected in my case acceptance. Every year since I have been in the club has been better and better.”

— DR. BRETT JULIANO, STUDY CLUB MEMBER

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But beyond all that there is the camaraderie. Something happens. I can't put my finger on it exactly, but something happens out there in Scottsdale that creates such a bond. We enjoy the experience at the Center, we have our favorite restaurants—we'll even stay a day longer than necessary just to spend some time there together. I have spoken with other study club leaders and they say the same thing: the trip out to Scottsdale creates a special synergy that is hard to describe. That's not something you can get with just any study club.

WHAT THE STUDY CLUB EXPERIENCE CAN MEAN TO A SPECIALIST...

I would say it is absolutely essential. For any specialist who wants to practice at the highest levels in the profession they have been trained in, the Spear Study Club is essential on so many levels. It's essential for complete professional fulfillment and happiness. It's essential for growing your practice. It's essential for strengthening the bonds with you referring doctors. It is essential in so many ways that I can't understand why any specialist would not want to pursue an opportunity like this.

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