

“I HAVE LEARNED MORE IN ONE YEAR THAN I DID IN ALL THE PREVIOUS YEARS OF MY CAREER COMBINED”

A CAREER-CHANGING DISCOVERY...

I have always looked for continuing education that is not only interesting but can be relatively easily incorporated into

the practice. When you ask around, it always seems to come back to the Spear group. So I looked at the Spear website and the lessons they offered, and they were very enticing. I subscribed to the Digital Suite and I haven't looked back

since. I can honestly say I have been through every second of every clinical lesson--most of them more than once. They are all not only very interesting but also extremely helpful. It is knowledge you can quickly integrate into your practice.

It's just been unbelievable. Although I feel that my dental school education was quite good, this has really filled in a lot of the gaps that I felt needed filling. I have been doing these online lessons for just over a year but it feels like it's been longer in the sense that it has changed the way I practice. The old way of doing things seems pretty far off to me now. I have learned more in one year than I did in all the previous years of my career combined.

TAKING A DISCIPLINED APPROACH TO SELF-SCHEDULING...

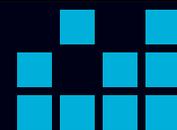
When I signed up for a year, I committed myself to do a half-hour a day, no ifs, ands, or buts. It took me about four months to work through the lessons that way, and sometimes that half-hour came at odd times (I have two young kids). But as soon as I was through it all, I started all over again just to follow up and reinforce what I had learned. I find I get something new from each viewing. Now, sometimes if there is a specific procedure that I'm dealing with, like cementing veneers or something, I will go back and look at the video on that as a refresher. It is an extremely valuable resource to have available.



Dr. Mark Venditti
Kingston, ON

Dr. Mark Venditti graduated from dental school in 2005. After two years of working in his father's practice in Toronto, he bought a well established practice in Kingston. Things were going well—until about a year ago, when he discovered the Spear Digital Suite. Now things are going great.





THE ONLINE ADVANTAGE...

First of all there is the convenience. Having a young family, I can only get away so often to attend courses, so being able to get this high level of quality education at home on my own time is so great. Also, I find that being able to take the whole curriculum and break it down into half hour increments is very useful. I just find it much easier to absorb when I can focus intensely for 30 minutes at a time. For me, it is an ideal way of learning.

THE MOST MEMORABLE HIGHLIGHTS...

For me, the occlusion lessons stand out. In the dental school training I got, our education on that basically came down to “put something between their teeth and hope for the best.” The occlusion lessons that Spear offers online are not just comprehensive but very intelligently structured. Then there is the whole Worn Dentition discussion. How do you identify it? How do you differentiate one type from another? Who is at a higher risk? What are the treatment options? I have also developed a new appreciation for esthetic considerations. I mean, I could always look at someone’s teeth and say “that looks good” or “that doesn’t look good” but I couldn’t articulate why. Now I am able to incorporate more of the principles of the Facially-Generated Treatment Planning method. And of course there are all the restorative tips and tricks and techniques, too—all shown in real time, step-by-step. It’s just incredible how much you can get out of this.

“THIS IS THE BEST INVESTMENT YOU CAN MAKE”

A COMMUNITY OF MINDS...

The Spear Talk forum has been a great benefit of membership. It’s great just to know that you are talking with other dentists who want to be the best they can be, without encountering condescending or negative attitudes. For instance, when there are new materials I’m looking to buy I check in with the Spear community and see what they have to say. Just today, I purchased a new air abrasion machine and I was back on Spear Talk asking for tips from other users. It’s great to not only get good responses back but to know you are getting those responses from like-minded dentists who share the same philosophy. It’s a great community to be a part of.

SHARING THE INSPIRATION WITH THE TEAM...

I have given access to these videos to everyone on the team and they watch them too, and have gotten great value from them. It’s an easy way for them to get on board with what I am doing, clinically. So far they have been doing it individually, but I am looking forward to making it more of a team learning thing,

especially with the new lunch-and-learn lessons that are coming out.

THE CONFIDENCE FACTOR...

The education I have gotten through Spear online has made me much more confident in the operatory, and I can tell that that makes my patients more confident. I find that they are naturally more receptive to going on that journey with you when it’s obvious that you know what you are doing. I would say my case acceptance rate is probably up by about 25 percent—at least one out of four patients who would’ve said no before are now saying yes.

THE BEST INVESTMENT YOU CAN MAKE...

If providing your patients with the best dental care that is available is something that interests you and you really want to get the best value for your CE dollar, this is the best investment you can make. You would be crazy not to participate in the Spear online community.

SPEAR

TO LEARN MORE ABOUT SPEAR DIGITAL SUITE FEATURES AND TO BROWSE OUR LIBRARY OF ONLINE COURSES, VISIT SPEAREducation.com OR CALL **1-855-625-2333**.