



Dr. Barkley Bastian

Utilizing Digital Dentistry on Maui

DR. BARKLEY BASTIAN HAS BEEN practicing for 20 years, most recently in Hawaii. Though his practice is small (like most practices on the island) he shares the big impact CEREC has had for his patients and himself — never forgetting that, foremost, CEREC is fun.

WHAT IS THE SIZE OF YOUR PRACTICE?

Like most practices on Hawaii, my practice is small. Just a little more than 900 square feet. We have four very small operatories

WHAT TYPE OF DENTISTRY DO YOU DO?

We have a broad range of services we provide, with a focus on health.

WHY WAS CEREC YOUR CAD/CAM CHOICE?

I chose CEREC at the Accept program. What an incredible idea: let these hands-on dentists come and try out the machine for a weekend in Scottsdale, Ariz., with seasoned instructors and mentors. Simply brilliant.

HOW DOES THIS TECHNOLOGY FIT INTO YOUR OFFICE PHILOSOPHY?

Beautifully. There are so many materials available, and more on the way that are esthetic and biocompatible. The ability to seal the tooth permanently in one visit is a huge advantage in so many ways.

HOW DOES CEREC IMPACT YOUR PRACTICE — AND THE REST OF YOUR LIFE?

Better than I ever could have imagined. I really thought I didn't want to do lab work or stain and glaze. I cannot imagine not having that control now.

It has had a tremendous impact on my practice in so many ways. First off, it's fun. Patients love the technology; patients love the fact you're not going to fill their mouths with bad-tasting goop and send them off with a temporary for two to three weeks. It allows us to have more control over the costs

of any fixed lab bills — my lab-fixed-prosthetic lab bill is almost nonexistent since I've owned CEREC.

WHAT IS YOUR FAVORITE CEREC PROCEDURE?

Any and all. Seriously, it's the most amazing tool because it allows you to think outside the box and come up with solutions to problems on the spot. But implants are really fun — can't wait for the new meso blocks.

WHAT IS YOUR MOST UNIQUE CEREC PROCEDURE?

There are so many ... from one-wing Maryland bridges, to one-day smile makeovers. Recently, I was working on my brother. He flew over from the mainland to have his four lower anteriors extracted due to severe decay from throat cancer. We were at breakfast the morning of his appointment, talking about how the lower flipper was going to feel after the extraction and placement of implants (not good), when I realized we might be able to replace the crowns on the canines and create an e.max six-unit temporary bridge and avoid the flipper all together. It worked out beautifully!

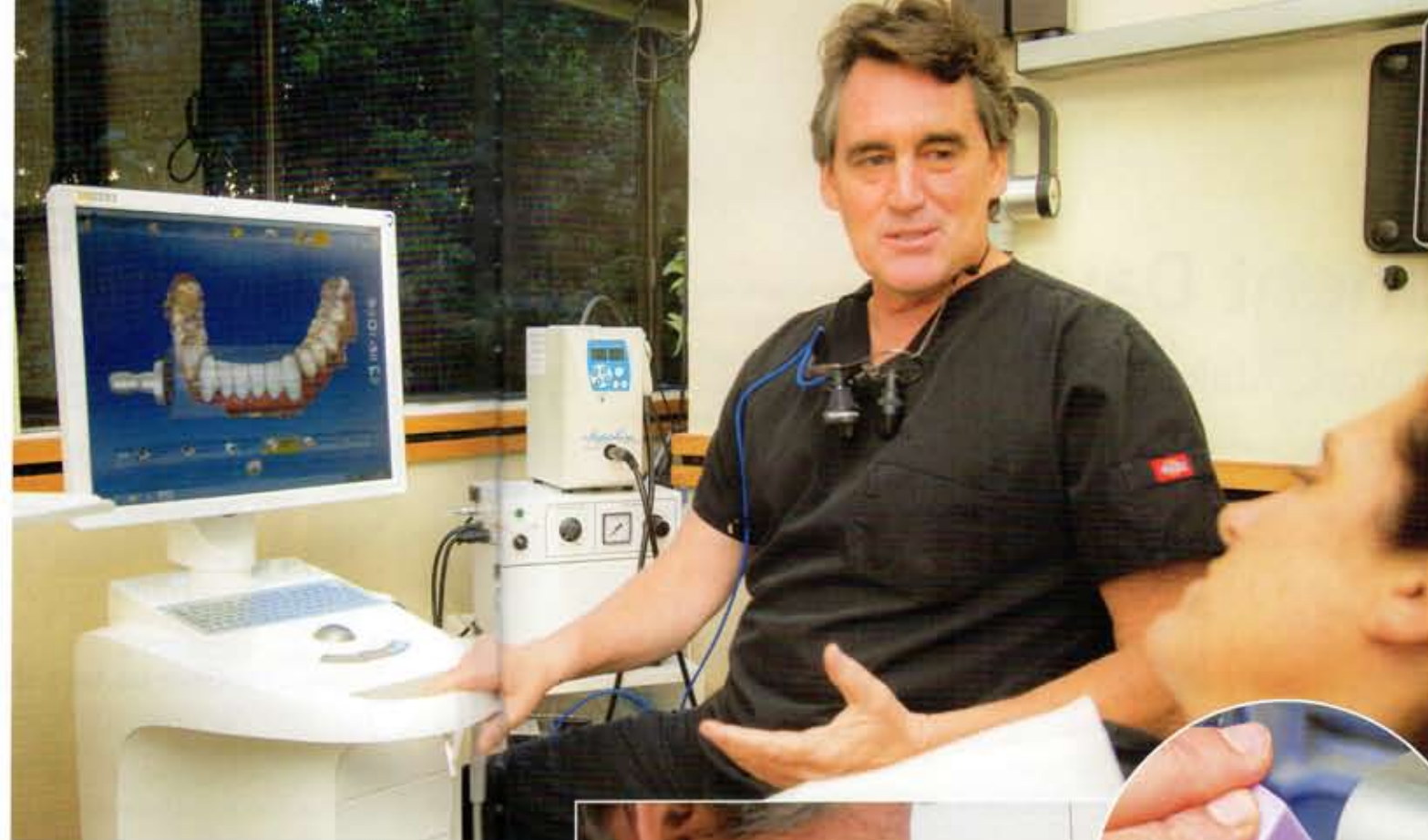
This would not be possible without CEREC, and it actually cost me less to make this six-unit bridge than the lab fee would have been for the flipper. My brother is super comfortable and loves his new semi-permanent teeth.

IF SOMEONE WAS TO TAKE YOUR CEREC AWAY TODAY, YOU WOULD ... ?

Buy another!

WHAT HAS CEREC TAUGHT YOU ABOUT DENTISTRY?

To be creative, and to strive for perfect prep margins.



WHAT'S THE BEST PIECE OF ADVICE YOU CAN GIVE TO OTHER CEREC USERS?

Don't limit yourself! This is an amazing tool that keeps getting better. Learn how to use it; there are some great courses out there and amazing support. Become a mentor.

WHAT WAS YOUR CEREC "LIGHT BULB" MOMENT. WHEN DID THINGS SUDDENLY MADE SENSE?

Half-way through the Accept program the light bulb went on. I realized the technology is here and now! That was a year ago, in February at Scottsdale Center. I cannot even imagine practicing without it now, or without the XG3D.

WHAT WAS THE MOST USEFUL PIECE OF CEREC ADVICE YOU EVER RECEIVED?

Buy it. Use it. Enjoy it. Watch it change your practice. This came from about six different colleagues I contacted after my in-office demo. The best part: I didn't even know they had CEREC in their practices until I asked.

HOW DID GOING THROUGH THE CEREC ACCEPT PROGRAM INFLUENCE YOUR DECISION?

It definitely influenced my decision. In fact, I bought it after the first day — going



against my office policy that I never buy any large item without a week of letting the dust settle and running it by the staff. Absolutely no regrets.

WHAT DID YOU LIKE BEST ABOUT THE ACCEPT PROGRAM?

The entire program is brilliant. The staff

is amazing, the facility is amazing, the technology is amazing and it's amazing how well it fit into my practice. It's the ultimate test drive. Accept is trying to figure out if this technology is a good fit for every doctor that attends the program.

But the best thing that happened for me was something that Imtiaz Manji did during the first morning presentation. He changed my state of mind. He looked around the room and said, "I want you all to get the most out of these two days. I want you to pretend you already bought CEREC and it will be sitting in your office on Monday morning. By doing so, you will maximize your experience with this technology in this limited time." Of course he said it a lot more eloquently than I did. It always amazes me when you open up your mind, even for a simple little concept like ownership.

WHAT WOULD YOU TELL SOMEONE CONSIDERING ATTENDING AN ACCEPT PROGRAM?

I tell colleagues all the time to contact their Patterson rep and see if you can go to an Accept program. It's a great experience. If you're already going to the Accept program, take Imtiaz's advice and pretend you already own it.

ANYTHING ELSE YOU WOULD LIKE TO ADD?

Two months before I bought the CEREC, I had just purchased three new Adec chairs with all the bells and whistles. The week I purchased the CEREC I took a leap of faith and ordered the XG3D. Head-first I dove into the CAD/CAM world somehow knowing in the back of my mind that it would all work out. Not only did it work, it worked beautifully. A practice consultant doing an assessment of the practice told me it was the best thing I could have possibly done. The work I could do with CEREC alone generated enough to pay for all three loans I had on the equipment each month. The technology wowed the patients, who said they have never seen such incredible equipment in a dental office. The work flow is fun, the CEREC community is amazing. The XG3D has completely rocked my world. Recently, I gave a brief lecture with a CPA for dentists. He loved my story, and he recommends that we all invest in our practices.