

INTRODUCING THE CIRC – BUILDING STRONGER REFERRAL RELATIONSHIPS THROUGH EDUCATION (PART 3)

As the Comprehensive Implant Restorative Continuum unfolds, Sessions 2 and 3 shift focus to the heart of real-world success: mastering the art of comprehensive treatment planning. Offered through Martel Academy, these full-day programs take general dentists beyond basic foundations into the practical skills needed to handle everything from straightforward single-tooth replacements to complex full-mouth cases.

Participants dive straight into treatment planning simple to complex implant scenarios. The sessions emphasize a clear, step-by-step sequencing process that ensures predictable outcomes. Dentists learn how to map out implant positions thoughtfully, considering surgical factors like bone quality, soft tissue health, and ideal placement for long-term stability. A key element involves bringing real patient cases from daily practice. This interactive approach allows for group discussion, peer insights, and expert guidance. Instructors walk through decision-making on everything from case selection to sequencing restorative and surgical steps, helping attendees spot potential challenges early and build confidence in their plans. Implant mapping receives special attention, with practical tools for visualizing surgical guides, understanding anatomical considerations, and coordinating effectively with specialists. The goal is seamless teamwork that leads to better patient results and smoother workflows back in the office.

By the close of these sessions, dentists leave equipped to approach cases with a comprehensive mindset. They gain the ability to uncover more treatment opportunities, create detailed plans that boost case acceptance, and deliver restorations that stand the test of time. These middle sessions build directly on Session 1's basics, preparing participants for the prosthetic and occlusal depth that follows in later parts of the CIRC. Specialists who introduce this program to their referring networks often see referrals become more consistent and higher quality as GPs develop real expertise.

Part 4 will explore successful implant prosthetics and occlusion strategies covered in Sessions 4 and 5.

Specialists or GPs interested in the program can reach out to Martel Academy at MartelAcademy@gmail.com, call 561-602-7222, or visit Martelacademy.com.