



S O L E A

USER GROUP | 20
MEETING | 20

Westin Copley Place • Boston, MA
May 28 – May 30



COURSE BOOK

DEAR SOLEA DOCTOR,

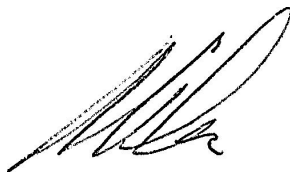
On behalf of everybody at Convergent Dental, I would like to thank you for being a part of the Solea Nation and helping us change what it means to go to the dentist!

I'd like to personally welcome you to the **Solea User Group Meeting 2020**, which will be taking place in our hometown – Boston, MA.

Our success wouldn't be possible without our customers, and the annual user meeting is our way of giving back.

Thanks again for choosing Solea, and as we say here, in Boston, we are wicked excited to see you!

Sincerely,



Mike Cataldo
Chief Executive Officer
Convergent Dental

WELCOME

THE SOLEA USER GROUP MEETING

is the premier annual event designed specifically for Solea doctors and dental office staff. You will feel a great sense of community while you dive deep into the topics that are most important to you.

EXPAND

your knowledge, clinical insight and effectiveness with Solea

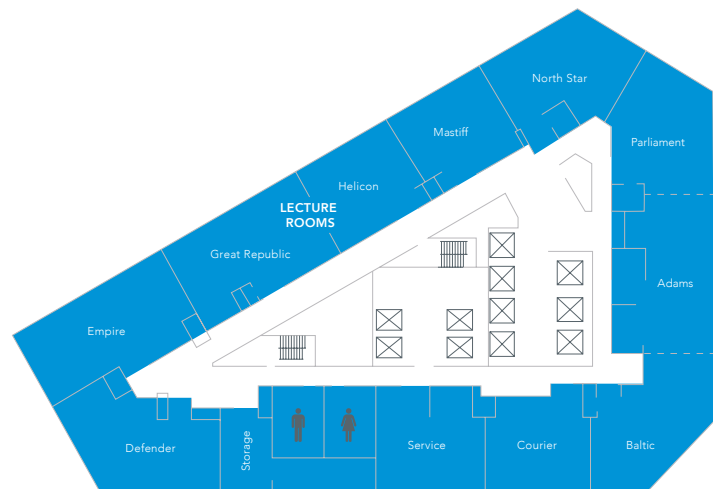
IMPROVE

what you are doing with Solea or increase the breadth of procedures you perform

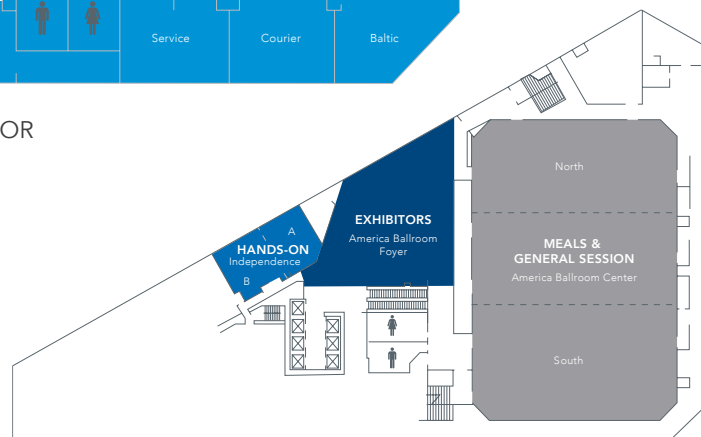
LEARN

from and share ideas with other Solea users one-on-one, in small groups and general sessions

REGISTER TODAY:
www.soleausergroupmeeting.com



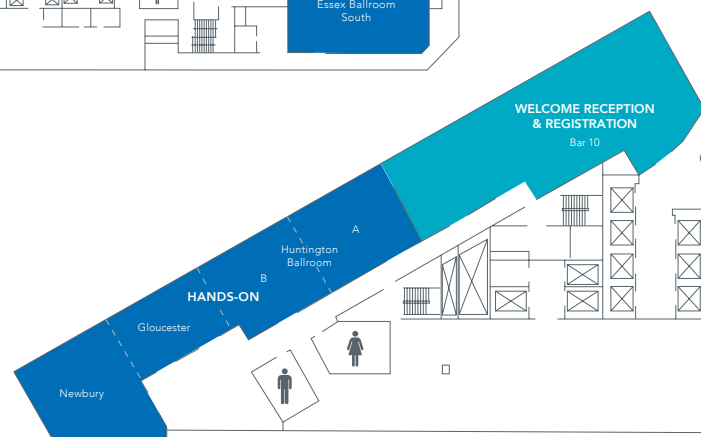
SEVENTH FLOOR



FOURTH FLOOR



THIRD FLOOR



SECOND FLOOR

Westin Copley Place

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KEYNOTE SPEAKERS



HEATH SLAWNER

Friday, May 29 | 8:00AM

From the team of Simon Sinek, Heath Slawner joins the Solea User Group Meeting to deliver the powerful opening keynote inspiring us all to look within and understand what drives our actions and our success. Every organization—and every person’s career—operates on three levels: what we do, how we do it, and why we do it. We all know what we do: the products we sell, the services we offer or the jobs we do. Some of us know how we do it: the things that we think make us different or stand out from the crowd. But very few of us can clearly articulate why we do what we do.

The WHY is the purpose, cause, or belief that drives every organization and every person’s individual career. Why does your company exist? Why did you get out of bed this morning? And why should anyone care? Once you understand your WHY, you’ll be able to clearly articulate what makes you feel fulfilled and to better understand what drives your behavior when you’re at your natural best. When you can do that, you’ll have a point of reference for everything you do going forward. You’ll be able to make more intentional choices for your business, your career and your life. You’ll be able to inspire others to buy from you, work with you and join your cause. Never again should you have to play the lottery and act on gut decisions that are made for reasons you don’t really understand. From now on, you can work with purpose, on purpose. From now on, you can start with WHY.



GORDON CHRISTENSEN, DDS, MSD, PHD

Saturday, May 30 | 8:00AM

Gordon J. Christensen is Founder and Chief Executive Officer of Practical Clinical Courses (PCC), Chief Executive Officer of Clinicians Report Foundation (CR), and a Practicing Prosthodontist in Provo, Utah. Gordon and Dr. Rella Christensen are co-founders of the non-profit CLINICIANS REPORT FOUNDATION (previously named CRA). Currently,

Dr. Rella Christensen is the Director of the TRAC Research Division of the CR Foundation. Since 1976, they have conducted research in all areas of dentistry and published the findings to the profession in the well-known CRA Newsletter now called CLINICIANS REPORT. Gordon’s degrees include: DDS, University of Southern California; MSD, University of Washington; PhD, University of Denver; and two honorary doctorates.

Early in his career, Gordon helped initiate the University of Kentucky and University of Colorado dental schools and taught at the University of Washington. Currently, he is an Adjunct Professor at the University of Utah, School of Dentistry. Gordon has presented thousands of hours of continuing education globally, made hundreds of educational videos used throughout the world, and published widely. Gordon and Rella’s sons are dentists. William is a Prosthodontist, and Michael is a General Dentist. Their daughter, Carlene, is an Administrator in a biomedical company. He is a member of numerous professional organizations.

TRACK DESCRIPTIONS

IMPORTANT: Courses for beginners and advanced Solea users are offered within each track. Please refer to the recommended “Audience” listed in the course description to understand what level of Solea expertise is recommended to get the most out of each course.

RESTORATIVE

This track covers direct and indirect restorative procedures with Solea and discusses how Solea can assist with implant restorations and cosmetic dentistry.

SOFT TISSUE AND ORAL SURGERY

This track gives you an opportunity to take the next steps toward adding new procedures and techniques using Solea. Courses in this track will help you gain more knowledge and skills at both a basic and advanced level covering procedures such as frenectomy, gingivectomy, gingival contouring, depigmentation, treatment of mucocoeles and fibroma removal with Solea.

PERIODONTICS

This track takes a multi-angle approach to periodontal procedures that Solea enables general practitioners to perform. Courses will help you understand the versatility of Solea. Courses offered include a certification on using the Ultraguide handpiece as well as how Solea can be utilized for the treatment of peri-implantitis.

SLEEP

This track will introduce you to an innovative approach for treating sleep-related breathing disorders with Solea. Participants will learn about airway health and the factors relating to palatal snoring. The track will conclude with a hands-on training with a new Solea handpiece. At the completion of this day-long program, attendees will receive a certificate from Convergent Dental recognizing their participation in the course.

PRACTICE ADMINISTRATION AND MANAGEMENT

This track offers courses that can benefit every member of the dental team, including the front office, management, and the full clinical team – hygienists, dental assistants, associates, and doctors. Courses will cover Solea-enabled patient flow management, proper laser maintenance, efficient Solea coding, scheduling, accounting, and marketing.

PEDIATRIC

This track dives into various Solea applications for pediatric dentistry, including Dr. Lawrence Kotlow’s renowned course on tongue and lip ties. You will learn patient management techniques, how to approach pulpotomies with Solea, and the impact of bringing the next generation of patients into your practice at a young age.

SPECIAL INTEREST

This track will cover various topics from clinical to business as well as Solea applications with other products like CAD/CAM. Topics include laser research, practice valuation, the study of cariology, marketing yourself as a Solea dentist, and how to manage and improve your online reputation.

FRIDAY, MAY 29

10:00AM – 3:30PM

Advanced Hard Tissue Preparation and Indirect Restorative Procedures

Track: Restorative

Presenter: Andrew Spector, DMD, FAGD, FICOI

Room: Gloucester/Newbury, 2nd Floor

Audience: Experienced Solea users (6+ months)

Course Description: This course will teach you how to integrate Solea into your indirect restoration protocol. You will gain the skills and techniques needed to use Solea to begin prepping larger indirect restorations and managing soft tissue for well-defined margins resulting in better restorations. You will learn how to prep, depending on materials used, and learn advanced Solea preparation concepts.

Learning Objectives:

- Discover how Solea can help you practice minimally invasive restorative dentistry
- Understand how to prep for indirect restorations using Solea
- Learn how Solea helps manage soft tissue in restorative procedures like inlays, onlays, crowns, and bridges
- Learn how to identify material alternatives and their relationship to preparation design to incorporate these new restorations into your practice

**Repeats Saturday, May 30, 10:00AM – 3:30PM

Hands-On, CE: 4

10:00PM – 12:00PM

Tips and Tricks: Demystifying the Class II

Track: Restorative

Presenter: Timothy Anderson, DDS

Room: St. George AB, 3rd Floor

Audience: Solea users that want to improve the predictability and consistency of Class II with their laser

Course Description: Everyone loves predictable, efficient, and fun patient experiences. This class will teach you how to reach perfection when practicing “bread and butter dentistry” with Solea. You will learn what works and what doesn’t for Class II cavity preps and how to make this procedure easier for you, your team, and your patients.

Learning Objectives:

- Discover new approaches for anesthetic-free class II’s, including utilizing the new 1.5 spot size
- Learn additional techniques to increase stable, reliable analgesia for your restorative dentistry
- Uncover how prep design and integration of other technologies improve clinical outcomes
- Explore how proper isolation and other auxiliary devices can have on your treatment outcomes
- Discover tips and tricks with spot size, hand movements, mist adjustments, and distances for improved success

Hands-On, CE: 2

10:00AM – 3:30PM

Basic Soft Tissue Procedures

Track: Oral Surgery

Presenter: Heath Brantley, DDS

Room: St. George CD, 3rd Floor

Audience: New Solea users looking to become more comfortable with basic soft tissue procedures.

Course Description: This class reviews the basic techniques required to perform soft tissue procedures with Solea. You will explore incision, excision, and ablation for procedures that typically are referred out, such as lichen planus, operculectomy, fibroma removal, gingival contouring, frenectomy.

Learning Objectives:

- Understand the fundamentals of soft tissue surgery with Solea
- Gain knowledge of excisions, incisions, ablation, and their clinical applications
- Grow confident in diagnosing and treating basic soft tissue procedures in-house

**Repeats Saturday, May 30, 10:00AM – 3:30PM

Hands-On, CE: 4

10:00AM – 3:30PM

Minimally Invasive Periodontal Surgery (Ultraguide Certification)

Track: Periodontics

Presenter: Joshua Weintraub, DDS

Certification: Solea Ultraguide Certification

Prerequisite: Online module will be sent in advance of the course

Room: Essex South, 3rd Floor

Audience: Solea users interested in adding minimally invasive periodontal procedures to their practice using the Ultraguide handpiece. This is an advanced class for doctors who have been using Solea daily for 6+ months.

Course Description: This course will walk you through a minimally invasive periodontitis treatment utilizing Solea and the Ultraguide handpiece. You will learn about other periodontal procedures, such as closed and open crown lengthening, using the Ultraguide and Contra Angle handpieces. Finally, you will gain confidence in Solea’s ability to deliver a better patient experience and improved treatment outcomes. There will be pre-work required to attend this course.

*Note: Attendees will be required to complete an online learning module as a re-requisite to attend this class. Attendees will be able to purchase the Ultraguide handpiece and annual subscription on-site at the Solea Store.

Learning Objectives:

- Understand the importance of comprehensive periodontal evaluation (CPE)
- Identify the steps for minimally invasive treatment of mid and moderate periodontitis
- Learn about periodontal treatment outcomes and maintenance protocols
- Identify proper dental coding for periodontitis and insurance narratives
- Review other periodontal applications, such as open and closed flap crown lengthening utilizing the Ultraguide and Contra Angle handpieces

**Repeats Saturday, May 30, 10:00AM-3:30PM

Hands-On, CE: 4

FRIDAY, MAY 29

10:00AM – 5:30PM

Tissue Regeneration for the General Practitioner

Track: Periodontics

Presenter: Scott Froum, DDS

Room: Essex North, 3rd Floor

Audience: General Dentists interested in adding periodontal procedures to their practice and integrating the Ultraguide handpiece into their armamentarium. This is an advanced class for doctors already using Solea daily for 6+ months.

Course Description: As more practitioners become involved in the placement of dental implants, the proportion of implant complications will dramatically increase. A recent paradigm shift in dentistry has been the incorporation of regeneration/repair of ailing dental implants. Also, as “saving implants vs. saving teeth” are compared clinically and financially, literature shows a much higher degree of predictability and a lower financial burden when practitioners attempt to keep the existing dentition in the mouth through regenerative dental therapy. This lecture will focus on current and new biotechnology that can enhance regeneration around both teeth and dental implants. This course will feature hands-on models where attendees practice laser treatment around teeth and implants. Also, attendees will practice using grafting materials to stabilize implants and teeth with soft and hard tissue disease.

Learning Objectives:

- Learn classification for implant and tooth prognosis and how technology is improving treatment
- Implement Solea into your armamentarium for treating implant and tooth lesion
- Hands-on practice using Solea and grafting technologies

Hands-On, CE: 5.5

10:00AM – 5:30PM

Solea Sleep Certification

Track: Sleep

Presenter: Tony Bolamperti, DDS

Certification: Solea Sleep Certification

Prerequisite: Online module will be sent in advance of the course

Room: Essex Center, 3rd Floor

Audience: This is an advanced certification course for Solea users currently treating sleep-related breathing disorders (SRBDs) in their practices.

Course Description: In October 2017, the ADA adopted a policy emphasizing that all dentists should screen for sleep-related breathing disorders. These potentially serious medical conditions are estimated to affect approximately 40% of the adult population. The Solea Sleep Certification course will provide you with the knowledge and training required to begin using Solea to treat SRBDs, enabling you to provide an enhanced level of care to your patients while developing an additional pathway to practice growth.

*Note: Attendees will be required to take an online learning module prior to attending the course. Attendees will be able to purchase the Solea Sleep Handpiece and License at the meeting.

Hands-On, CE: 5.5

Learning Objectives:

- Review screening, evaluation, referral, and management of patients with SRBDs
- Identify the anatomical causes of palatal and non-palatal snoring
- Understand the science behind Solea’s protocol for treating SRBDs
- Learn the proper workflow for treating SRBDs with Solea
- Practice the Solea protocol in a hands-on session

10:00AM – 3:30PM

Advanced Soft Tissue Procedures

Track: Oral and Soft Tissue Surgery

Presenter: Michael Kelly, DMD

Room: Independence AB, 4th Floor

Audience: Experienced Solea users who have mastered basic soft tissue procedures and want to take their skills to the next level.

Course Description: This class will review various advanced Solea techniques for oral surgeries. Using a combination of lecture and hands-on learning, clinicians will have the opportunity to learn how to perform the following procedural applications:

- Implant uncover
- Frenectomy and/or vestibuloplasty
- Fibroma/mucocoele removal or excisional biopsy
- Depigmentation and amalgam tattoo removal
- Open and closed flap crown lengthening
- Osteoplasty/Osteotomy

Learning Objectives:

- Review essential surgical principles and Solea oral surgery applications
- Learn to remove and repair labial frenums
- Understand when to perform closed vs. open crown lengthening and how to account for biologic width
- Understand when and what procedures need to be referred to specialists

**Repeats Saturday, May 30, 10:00AM – 3:30PM

10:00AM – 3:30PM

Solea and the Esthetic Practice

Track: Soft Tissue and Oral Surgery

Presenter: Jeffrey Rohde, DDS

Room: Huntington, AB, 2nd Floor

Audience: Solea users who have mastered basic soft tissue techniques and are interested in performing cosmetic procedures.

Course Description: Solea can be utilized to easily and efficiently sculpt osseous and soft tissue for optimal esthetic results. This class will discuss how to perform an esthetic evaluation emphasizing attention to gingival margins and other considerations affecting esthetic restorative results. This class will cover techniques for gingival recontouring, esthetic osseous crown lengthening, veneer preparation, post-orthodontic evaluation for gingival and restorative needs, and more.

Hands-On, CE: 4

Hands-On, CE: 3.5

FRIDAY, MAY 29

Learning Objectives:

- Learn how to effectively discuss esthetic procedures with patients and increase case acceptance
- Discover how to perform a comprehensive esthetic evaluation, and understand where to integrate Solea
- Understand how to determine need for gingival recontouring/gingivectomy vs esthetic osseous crown lengthening
- Gain exposure to optimal suturing techniques based on clinical objectives

10:00AM – 12:00PM

New Tax Laws – Friend or Foe: Navigating Your Way In the New Tax Environment Through Technology

Track: Special Interest

Presenter: Mark Rosen, CPA, CFP

Room: Parliament, 7th Floor

Audience: Doctors and office managers interested in understanding how the tax code can work for them

Course Description: Are the new tax laws hurting or helping you? Is your practice set up to utilize the new laws to your advantage? How can technology and retirement help you navigate this new tax environment and the end of your career? Is it all worth it? This course will review the new tax laws so you understand how it affects your practice and personal taxes. It will help you realize what strategies can be implemented to run a cost-efficient and tax-efficient business to maximize the value of your practice.

Learning Objectives:

- Understand the new tax laws and the effect on your practice
- Review tax strategies to take advantage of the new laws through technology
- Review retirement plans and how they can help save more taxes than ever
- Understanding the value of your practice, where it comes from, and where it can take you

10:00AM – 12:00PM

Same-Day Dentistry, Smart Scheduling, and Effective Marketing

Track: Practice Administration and Management

Presenter: Nick Clausen

Room: Adams, 7th Floor

Audience: Solea users with any experience that want to be more efficient in their patient scheduling and market themselves as a Solea practice

Course Description: This course covers the three keys to ensure that Solea has a positive impact on your bottom line: same-day dentistry, smart scheduling, and effective marketing. Also, this course will discuss why fully integrating Solea into your practice requires a team-centered approach. By understanding the benefits of using Solea, team members will communicate more effectively with patients. This way, your patients will become your practice promoters and spread the word about their excellent experience.

Learning Objectives:

- Identify opportunities to leverage the hygiene department and the benefits of co-diagnosing
- Learn the keys to converting Solea's unprecedented clinical outcomes and positive patient experience into business success
- Learn how smart scheduling can make your day easier
- Understand patient experience + referrals + team environment = practice success
- Discover ways to market your Solea success to future patients

10:00AM – 12:00PM

Treating Peri-Implantitis with Solea

Track: Periodontics

Presenter: Daniel Haghighi, DDS

Room: Courier, 7th Floor

Audience: General Dentists interested in knowing more about how Solea can be used for the treatment of Peri-Implantitis.

Course Description: This course will review the current literature of the etiology of peri-implant disease and strategies in its management. It will also discuss how to best integrate Solea into various objectives in the management of peri-implant disease.

Learning Objectives:

- Learn various etiologies of peri-implant disease
- Identify the management objectives in creating case-specific treatment approaches
- Learn flap design
- Learn the integration Solea into those treatment protocols

10:00AM – 5:30PM

Diagnosing and Treating Tongue-Ties and Frenum Pulls in Infants

Track: Pediatric

Presenter: Lawrence Kotlow DDS, PC

Room: Empire, 7th Floor

Audience: Pediatric or General Dentists interested in adding infant frenectomies in their practice

Course Description: This course is specifically for Pediatric Dentists and General Dentists who are interested in understanding, diagnosing, and being a part of the breastfeeding team. Since 1974, Dr. Lawrence Kotlow has been surgically correcting infants, toddlers, and teenagers who present with oral problems related to Tethered Oral Tissue (TOTs). He is a standard laser course provider for the Academy of Laser Dentistry, achieving mastership at the academy.

Learning Objectives:

- Successfully incorporate infant laser surgery into your practice
- Identify and diagnose lingual, buccal, maxillary, mandibular lip-ties, and other soft tissue procedures in infants and children
- Understand the effective treatment of tethered oral tissues (TOTs) with Solea
- Identify proper post-surgery cases for the surgical area and patient
- Market yourself as a Solea laser dentist treating TOTs

Lecture, CE: 2

Lecture, CE: 2

Lecture, CE: 5.5

Lecture, CE: 2

FRIDAY, MAY 29

10:00AM – 11:30PM

Pediatric Dentistry for General Practitioners

Track: Pediatric

Presenter: Andrea Gamble, DDS and Jared Poplin, DMD

Room: Great Republic, 7th Floor

Audience: General Dentists interested in treating children in their practice.

Course Description: Keeping kids comfortable and manageable is key for a successful treatment. Solea helps eliminate three major fears children have at the dentist: noise, injection, and numbness. Calm, comfortable patients mean you get more done in a single visit. You will learn to identify same-day treatment opportunities and how to get them done while the patient is there without reappointing. It's a win, win, win! This course is geared toward general practitioners interested in taking on more pediatric patients in their practice.

Learning Objectives:

- Discover how to communicate effectively with children and manage their treatments
- Reduce patient chair time and get more procedures done in one visit
- Learn how Solea facilitates pulpotomies and other procedures

*Repeats Friday, May 29, 4:00PM – 5:30PM

Lecture, CE: 1.5

12:00PM-1:00PM

Women in Dentistry Lunch

Track: Special Interest

Presenter: Heather Petroff, DDS

Room: Parliament, 7th Floor

Course Description: Estimates indicate that by the year 2020, dentistry will be a female-dominated profession. What impact will this have on our future? This luncheon lecture will discuss the paradigm shift in dentistry, where women will play a significant role and influence in this field.

Learning Objectives:

- Identify what "it" is that makes women so successful in dentistry
- Learn how to recognize and utilize the unique strengths women bring to the dental field
- Learn how to maximize those strengths in the practice/business of dentistry and the balance between career and home

Lecture, CE: 1

1:30PM – 5:30PM

Crown Lengthening: Crown in a Day with Solea

Track: Periodontics

Presenter: Timothy Anderson, DDS

Room: St. George AB, 3rd Floor

Audience: General Dentists interested in incorporating their CAD/CAM technology into their Solea practice. Intermediate Level.

Course Description: This class reviews techniques for performing closed and open crown lengthening with Solea. Discover how to best integrate the "Single Visit Crown: Lengthen and Deliver" workflow for the benefit of your team and patients. During the hands-on portion, you will put those principles into practice. Maximize the true "Crown in a Day" experience to your patients with Solea.

Learning Objectives:

- Discover techniques to predictably perform crown lengthening and deliver a final restoration in a single visit
- Understand how biological width influences restorative design
- Identify the indications, risk, and benefits for open and closed crown lengthening
- Discover how Solea improves scanning clarity and can eliminate the need for packing cord
- Learn the hands-on treatment steps for open and closed crown lengthening
- Identify proper dental coding and insurance narratives to improve billing

Hands-On, CE: 3.5

1:30PM – 3:30PM

Dominate Your Marketing Online: Attracting New Patients to Your Practice

Track: Special Interest

Presenter: Leonard Tau, DMD

Room: Parliament, 7th Floor

Audience: Doctors or staff interested in attracting new patients via your online presence

Course Description: When a patient looks online for a dentist, do you come up at the top of Google search? Do you dominate the first page of search engine results? An effective way to increase new patient numbers and case acceptance rates is with a comprehensive online marketing strategy. Does your practice have a marketing plan that fully utilizes the strength of today's digital tools? Have you been able to build a comprehensive online presence for your practice? Len will share his firsthand experience and the resources he uses to bring exponential practice growth and help your office dominate your marketing.

Learning Objectives:

- Learn the importance of robust content for online ranking
- Understand how to make your practice stand out online
- See the benefits of using social media and online listings to promote your practice
- Learn why reputation must be the foundation for your online marketing plan
- Hear what the most significant differentiation is between good and great practices
- Leave with a better knowledge of the tools available online, what to do and what not to do

Lecture, CE: 2



FRIDAY, MAY 29

1:30PM – 3:30PM

Succeeding with Adult Frenectomies

Track: Soft Tissue and Oral Surgery

Presenter: Jared Poplin, DMD

Room: Adams, 7th Floor

Audience: General dentists who would like to learn more about functional frenuloplasty

Description: Performing adult lingual frenectomies are more complex than pediatric procedures. During this class, you will learn to diagnose tongue-tie in adults. The presenter will discuss indications for frenuloplasty. The importance of pre- and post-operative myofunctional therapy surgical techniques using a combination approach of Solea and blunt dissection will be addressed.

Learning Objectives:

- Identify the issues that adult patients may experience with a tongue-tie
- Learn to diagnose tongue-ties in adults, as well as identify compensations for inadequate tongue mobility
- Discover surgical techniques for frenuloplasty utilizing Solea
- Understand pre- and post-operative management of adult patients

Lecture, CE: 2

1:30PM – 3:30PM

Pediatric Dentistry with Solea: A Minimally Invasive Treatment Option

Track: Pediatric

Presenter: Denisse Lasanta, DMD

Room: Great Republic, 7th Floor

Audience: Pediatric and General dentists interested in learning how to incorporate Solea into treatment of patients with special needs.

Course Description: More than ever, parents appreciate and seek out convenience and comfort when choosing a pediatric dentist for their children, especially younger ones, or those with medical issues and allergies to medications. This course will discuss how Solea enables minimally invasive and anesthesia-free dentistry when treating small and large carious lesions, prepping primary teeth for stainless steel crowns, and exposing ectopic teeth.

Learning Objectives:

- Discover how minimally invasive and anesthesia-free dentistry with Solea benefits your patients when they have unique treatment needs due to health problems
- Understand how with Solea, you can control anxiety and allow the completion of the procedure with basic behavior guidance
- Learn how Solea contributes to a more holistic approach in your practice

Lecture, CE: 2

4:00PM – 5:30PM

The Solea Factor: Practice Growth, Workflow, and Scheduling

Track: Practice Administration and Management

Presenter: Andrew Spector, DMD, FAGD, FICOI

Room: Gloucester/Newbury, 2nd Floor

Audience: Solea users with any level of experience who want to get the most of their laser by optimizing their treatment planning and enhancing their schedule.

Course Description: Since most procedures are performed faster with Solea, the workflow of your practice can dramatically change delivering “Exponential Growth Within Your Practice.” During this class, you will learn how to maximize your schedule, optimize your treatment planning, enhance your workflow, schedule patients for same-day treatments, and know when to treat patients with problems discovered during hygiene checks.

Learning Objectives:

- Explore the economics of Solea dentistry and how your workflow should change after you integrate the laser
- Discover diagnostic and scheduling strategies that help you get the most out of Solea
- Learn how to use the morning huddle to identify opportunities and increase team engagement

Lecture, CE: 1.5

4:00PM – 5:30PM

Tips and Tricks – Marketing Solea

Track: Practice Administration and Management

Presenter: Heath Brantley, DDS

Room: St. George CD, 3rd Floor

Audience: New Solea users looking to learn proven marketing strategies to promote and grow their Solea laser dental practice

Course Description: This class will discuss the best marketing practices that can help you increase your success with Solea. You will learn the basics of marketing planning and branding and how to build your online presence leveraging your website and social media.

Learning Objectives:

- Understand the fundamentals of marketing and what it means to promote your practice as a Solea practice
- Learn how to brand your practice and why it is important
- Discover the DOs and DON'Ts for creating an effective website
- Determine what social media channels to use to build a strong online presence for your business

Lecture, CE: 1.5

FRIDAY, MAY 29

4:00PM – 5:30PM

Tips and Tricks – Class I and II Preps

Track: Restorative

Presenter: Michael Kelly, DMD

Room: Independence AB, 4th Floor

Audience: Relatively new Solea users that want to master the Class I and II procedures

Course Description: This class will teach you how to reach perfection when practicing “bread and butter dentistry” with Solea. You will learn what works and what doesn’t for Class I and II cavity preps with Solea and how to make these procedures easy for you and your patients.

Learning Objectives:

- Learn additional techniques that enable stable and reliable analgesia when performing Class I and II
- Explore what interproximal protection to use to improve treatment outcomes (Isolite, Dryshield, matrix, etc.)
- Learn the skills to make the best Class I and Class II preparations

Hands-On, CE: 1.5

4:00PM – 5:30PM

Tissue Sculpting for Ideal Implant Restorations

Track: Restorative

Presenter: Joshua Weintraub, DDS

Room: North Star, 7th Floor

Audience: Solea users comfortable with basic soft tissue procedures who want to learn how to sculpt tissue for better implant and restorative dentistry.

Course Description: This lecture will illustrate how to best use Solea to take control of your implant restorations from uncover through the final restoration delivery

Learning Objectives:

- Understand how Solea can be utilized to uncover and take final scans or impressions in one visit
- Users will learn techniques to overcome common tissue problems that interfere with ideal restorations by sculpting tissue to optimal contours
- Understand how to identify issues before finalizing restorations

Lecture, CE: 2

4:00PM – 5:30PM

Practice Valuation Trends and Technology

Track: Special Interest

Presenter: John Wlodarek

Room: Parliament, 7th Floor

Audience: Solea users with any experience that want to learn more about the DOs and DONTs of dental and medical coding with Solea

Course Description: The world of dentistry is evolving daily. Two constants that will not change: You cannot practice forever. And a large piece of your retirement relies on the value of your practice. This course will get you up to speed on how practices are valued. Current trends in the transition marketplace will be discussed. You’ll get help strategizing on processes you can apply and how technology can help increase the value of your practice. Implement today to increase the value of your practice tomorrow.

Learning Objectives:

- Understand different methodologies for practice valuations
- See examples of how technology helped to quickly increase the purchase price
- Learn how your Return on Investment comes through the implementation of the technology

Lecture, CE: 1.5

4:00PM – 5:30PM

Dental Coding with Solea

Track: Practice Administration and Management

Presenter: Yooson Kim, DMD

Room: Adams, 7th Floor

Audience: Solea users with any experience that want to learn more about DOs and DONTs of dental and medical coding with Solea

Course Description: During this class, you will learn how to prepare your claims accurately, and collect and submit all necessary information to minimize insurance delays and rejections. This program is perfect for the new or uncertain coder and reviews coding trends and various diagnosis codes.

Learning Objectives:

- Explore dental and medical coding tips to obtain proper reimbursements for procedures performed with Solea
- Learn how to create proper narratives and what attachments to submit to insurance to facilitate reimbursement
- Understand coding trends and various diagnosis codes

Lecture, CE: 1.5

FRIDAY, MAY 29

4:00PM – 5:30PM

Restoration Removal with Solea: Composite, Amalgam, Zirconia Crown

Track: Restorative

Course: Presenter: Matthew Wimmer, DMD

Room: Courier, 7th Floor

Audience: Solea users of any level of expertise who are interested in learning to remove various restorations with Solea efficiently

Course Description: Solea's unique wavelength vaporizes composites like butter, making their removal fast and easy. Moreover, Solea can be utilized to remove amalgam, zirconia, e.max and other indirect restorations in a matter of minutes. This class will discuss tips on how to safely and efficiently remove different these types of restorations, saving you time and materials.

Learning Objectives:

- Understand the science behind Solea's interaction with composite, amalgam, zirconia, e.max, and other indirect materials
- Discover proper techniques and parameters for the safe restorations' removal
- Learn how Solea can make you more time-efficient when removing restorations and save you materials

Lecture, CE: 1.5

4:00PM – 5:30PM

Pediatric Dentistry for General Practitioners

Track: Pediatric

Presenter: Andrea Gamble, DDS and Jared Poplin, DMD

Room: Great Republic, 7th Floor

Audience: General Dentists interested in treating children in their practice

Course Description: Keeping kids comfortable and manageable is key for a successful treatment. Solea helps eliminate three major fears children have at the dentist: noise, injection, and numbness. Calm, comfortable patients mean you get more done in a single visit. During this course, you will learn to identify same-day treatment opportunities and how to get them done while the patient is there without reappointing. It's a win, win, win! This course is geared toward general practitioners interested in taking on more pediatric patients within their practice.

Learning Objectives:

- Discover how to effectively communicate with children and manage their treatments
- Reduce patient chair time and get more procedures done in one visit
- Learn how Solea facilitates pulpotomies and other procedures

**Repeats Friday, May 29, 10:00AM – 11:30AM

Lecture, CE: 1.5

SATURDAY, MAY 30

10:00AM – 3:30PM

Advanced Hard Tissue Preparation and Indirect Restorative Procedures

Track: Restorative

Presenter: Andrew Spector, DMD, FAGD, FICOI

Room: Gloucester/Newbury, 2nd Floor

Audience: Experienced Solea users (6+ months)

Course Description: This course will teach you how to integrate Solea into your indirect restoration protocol. You will gain the skills and techniques needed to use Solea to begin prepping larger indirect restorations and managing soft tissue for well-defined margins resulting in better restorations. You will learn how to prep, depending on materials used, and learn advanced Solea preparation concepts.

Learning Objectives:

- Discover how Solea can help you practice minimally invasive restorative dentistry
- Understand how to prep for indirect restorations using Solea
- Learn how Solea helps manage soft tissue in restorative procedures like inlays, onlays, crowns, and bridges
- Learn how to identify material alternatives and their relationship to preparation design to incorporate these new restorations into your practice

**Repeats Saturday, May 29, 10:00AM – 3:30PM

Hands-On, CE: 4

10:00AM – 3:30PM

Incorporating Solea with Implant Placement

Track: Soft Tissue and Oral Surgery

Presenter: Daniel Haghighi, DDS

Room: Huntington, AB, 2nd Floor

Audience: Experienced Solea users (6+ months), interested in how Solea can be incorporated into implant placement, and discovering new ways to use the technology

Course Description: This course will review the fundamentals of 3-dimensional implant planning. We will review the soft and hard tissue management procedures, which are encountered in routine surgical and restorative implant dentistry. We will discuss how incorporating Solea into these procedures will improve your outcomes.

Learning Objectives:

- Prosthetically driven 3D positioning of dental implants
- Soft and hard tissue management goals in routine implant dentistry
- Techniques used to prepare the site for implant body placement, second stage recovery, and gingival management using Solea

Hands-On, CE: 4

SATURDAY, MAY 30

10:00PM – 3:30PM Adult Extractions and Oral Surgery Techniques with Solea

Hands-On, CE: 4

Track: Soft Tissue and Oral Surgery
Presenter: Jeffrey Rohde, DDS, MS
Room: St. George AB, 3rd Floor
Audience: Solea users who have been performing advanced surgical procedures

Course Description: Learn best techniques to utilize Solea to assist in minimally invasive extractions and other surgical procedures, including root amputation, sectioning of tooth, apicoectomy.

Learning Objectives:

- Understand when to utilize Solea to trough bone around tooth
- Learn best techniques for sectioning a tooth
- Learn how to perform root amputation, hemisection and apicoectomy utilizing Solea

10:00AM – 3:30PM Basic Soft Tissue Procedures

Hands-On, CE: 4

Track: Oral Surgery
Presenter: Heath Brantley, DDS
Room: St. George CD, 3rd Floor
Audience: New Solea users looking to become more comfortable with basic soft tissue procedures.

Course Description: This class reviews the basic techniques required to perform soft tissue procedures with Solea. You will explore incision, excision, and ablation for procedures that typically are referred out, such as lichen planus, operculectomy, fibroma removal, gingival contouring, frenectomy.

Learning Objectives:

- Understand the fundamentals of soft tissue surgery with Solea
- Gain knowledge of excisions, incisions, ablation, and their clinical applications
- Grow confident in diagnosing and treating basic soft tissue procedures in-house

**Repeats Saturday, May 29, 10:00AM – 3:30PM

10:00AM – 3:30PM Minimally Invasive Periodontal Surgery (Ultraguide Certification)

Hands-On, CE: 4

Track: Periodontics
Presenter: Joshua Weintraub, DDS
Certification: Solea Ultraguide Certification
Prerequisite: Online module will be sent in advance of the course
Room: Essex South, 3rd Floor
Audience: Solea users interested in adding minimally invasive periodontal procedures to their practice using the Ultraguide handpiece. This is an advanced class for doctors who have been using Solea daily for 6+ months.
Course Description: This course will walk you through a minimally invasive periodontitis treatment utilizing Solea and the Ultraguide handpiece. You will learn about other periodontal procedures, such as closed and open crown lengthening, using the Ultraguide and Contra Angle handpieces. Finally, you will gain confidence in Solea’s ability to deliver a better patient experience and improved treatment outcomes. There will be pre-work required to attend this course.

**Note: you will be able to purchase the Ultraguide handpiece and annual subscription on-site at the Solea Store.*

Learning Objectives:

- Understand the importance of comprehensive periodontal evaluation (CPE)
- Identify the steps for minimally invasive treatment of early and moderate periodontitis
- Learn about periodontal treatment outcomes and maintenance protocols
- Identify proper dental coding for periodontitis and insurance narratives
- Review other periodontal applications, such as open and closed flap crown lengthening utilizing the Ultraguide and Contra Angle handpieces

**Repeats Saturday, May 29, 10:00AM – 3:30PM

10:00PM – 3:30PM Crown Lengthening for the General Dentist

Hands-On, CE: 4

Track: Periodontics
Presenter: Scott Froum, DDS
Room: Essex North, 3rd Floor
Audience: Solea dentists interested in learning about crown lengthening with Solea from the periodontist and reviewing specific tips that help to achieve a more predictable functional or esthetic restorative results

Course Description: This course aims to provide the participants with a better understanding of the rationale behind the crown lengthening procedure, the necessary knowledge to correctly diagnose and provide a treatment plan, as well as hands on experience in performing the crown lengthening procedure. A majority of this course will focus on the abilities of the Solea laser to achieve predictable outcomes for both functional and esthetic crown lengthening.

Learning Objectives:

- Review indications and contraindications of crown lengthening
- Learn about basic concepts of biological width and ferrule
- Understand how to diagnose and treatment plan functional/esthetic crown lengthening
- Learn surgical (suturing if applicable) techniques of crown lengthening with and without Solea

SATURDAY, MAY 30

10:00AM – 3:30PM

Advanced Soft Tissue Procedures

Hands-On, CE: 4

Track: Oral and Soft Tissue Surgery

Presenter: Michael Kelly, DMD

Room: Independence AB, 4th Floor

Audience: Experienced Solea users who have mastered basic soft tissue procedures and want to take their skills to the next level.

Course Description: This class will review various advanced Solea techniques for oral surgeries. Using a combination of lecture and hands-on learning, clinicians will have the opportunity to learn how to perform the following procedural applications:

- Implant uncover
- Frenectomy and/or vestibuloplasty
- Fibroma/mucocele removal or excisional biopsy
- Depigmentation and amalgam tattoo removal
- Open and closed flap crown lengthening
- Osteoplasty/Osteotomy

Learning Objectives:

- Review essential surgical principles and Solea oral surgery applications
- Learn to remove and repair labial frenums
- Understand when to perform closed vs. open crown lengthening and how to account for biologic width
- Understand when and what procedures need to be referred to specialists

**Repeats Saturday, May 30, 10:00AM – 3:30PM

10:00AM – 12:00PM

Case Acceptance Made Easy

Lecture, CE: 2

Lighthouse

Track: Special Interest

Presenter: Leslie Pasco, DDS

Room: Essex Center, 3rd Floor

Audience: Doctors at any phase of their career and team members that want to improve case acceptance and increase practice efficiency

Course Description: Why do some patients easily accept treatment and follow treatment plans while others don't? What is the one thing that dentists are doing that is killing case acceptance and new patient numbers? During this course, we will walk you through simple, applicable steps you and your team can use to find a solution to the mystery of increased case acceptance. This seminar is interactive, and by the end of it, you will know exactly what to do at your next case presentation in order to get a YES! When your patients say YES, everybody wins.

Learning Objectives:

- Learn what techniques to apply to improve case acceptance in your practice
- Explore how to master treatment plan presentations and help more patients to get on the road to better dental health
- Learn how to increase practice efficiency and productivity

10:00PM – 12:00PM

Can Cavities Really be Prevented with Lasers? Latest News from Research

Lecture, CE: 2

Track: Special Interest

Presenter: Peter Rechmann, DMD, PhD

Room: Parliament, 7th Floor

Audience: Solea users interested in learning more about scientific research performed with the Solea 9.3mm carbon dioxide laser.

Course Description: This course covers published and future research about Solea and its unique wavelength. The path from basic laboratory studies in laser caries prevention to successful clinical applications for preventing caries in human teeth with lasers will be illustrated. Clinical studies that have used this specific laser wavelength for caries prevention in vital teeth will be discussed. This includes a first study describing mineral loss around orthodontic brackets and its prevention. A pilot clinical study, which later was followed by a huge randomized, blinded, prospective clinical trial preventing demineralization in occlusal pits and fissure will be explained. Studies providing surprising results about enhanced bond strength after-treatment of enamel with the Solea laser will be reviewed. Also, the advantageous use of the Solea laser in sealant placement will be presented.

Learning Objectives:

- Learn and understand about Solea's ability to enhance caries resistance of enamel without enamel melting
- Learn and understand how treatment with Solea improves the bond strength of sealants or composite to enamel, and the research proving it.

10:00AM – 12:00PM

Leveraging the Team for Improved Case Acceptance

Lecture, CE: 2

Track: Practice Administration and Management

Presenter: Nick Clausen

Room: Adams, 7th Floor

Audience: Hygienists, Dental Assistants, Front Office Managers

Course Description: Bring the dental team together to create a patient-focused environment by learning your doctor's treatment protocols for procedures with Solea. The whole team, including hygienists, dental assistants, hygiene assistants, and office managers, will discover what it means to have a doctor-led, hygiene-driven practice.

Learning Objectives:

- Identify same-day dentistry opportunities with recare patients
- Execute treatment planning as an essential component of clinical practice
- Utilize your morning huddle to start the day effectively
- Master the art of a treatment presentation

SATURDAY, MAY 30

10:00AM – 12:00PM Scheduling with Solea 101

Workshop, CE: 2

Track: Practice Administration and Management

Presenter: Yooson Kim, DMD

Room: North Star, 7th Floor

Audience: Solea users that want to maximize their schedule and accomplish more manageable workdays while performing more procedures

Course Description: This workshop will teach you how to build a team and craft an effective schedule to get the most out of Solea. Achieve optimal practice growth while enjoying less hectic days. Each participating practice will be encouraged to bring copies of a one-week working schedule. You will use this material for discussion and learn how to customize the integration of Solea successfully.

Learning Objectives:

- Learn how to identify opportunities in your schedule
- Discover how to get the dental team involved to maximize the day
- Utilize real-world practice examples to discover how efficient scheduling grows a practice

10:00AM – 12:00PM Benefits of Treating Periodontal Disease with Lasers

Lecture, CE: 2

Track: Periodontics

Presenter: John Pawlus, DDS

Room: Courier, 7th Floor

Audience: General Dentists interested in incorporating periodontal procedures into their practice.

Course Description: Learn the latest technologies for properly assessing risk and understanding biofilm biology and the role of local and systemic inflammation in periodontal disease. Look at ways to monitor and restore a healthy biofilm. Utilize a variety of methods, including Solea, to treat periodontal infections and objectively test how successful treatment was. Learn about a novel system for developing patient compliance with necessary home care. Several technologies will be presented that have never been seen before.

Learning Objectives:

- Learn how to assess oral inflammatory load and how to use DNA analysis in fighting periodontal disease
- Understand the oral-systemic connection and its importance
- Personalize treatment based on risk factor analysis
- Learn about new products and their use in the fight against periodontal disease, including Solea
- Learn to shift from managing disease to restoring health
- Learn how to create a system for guiding and supporting future research in the fight against periodontal disease

10:00AM – 11:00AM Photobiomodulating Lasers in Dentistry

Lecture, CE: 2

Track: Special Interest

Presenter: Lawrence Kotlow, DDS, PC

Room: Empire, 7th Floor

Audience: General Dentists interested in the photobiomodulation concept and how it can be useful for various dental treatments.

Course Description: A revolution in health and wellness is already occurring. Today, “biostimulation” is known as photobiomodulation (PBM). It is the process by which a specific, small range of the light spectrum can restore the function of stressed cells to normal, healthy operation. By understanding how the right light intensity and appropriate application time jumpstart the healing process, you will find multiple ways to improve your patients’ treatment outcomes. PBM is non-invasive, non-toxic, and has no reported side effects. Walk away with the knowledge and confidence to incorporate low-level laser therapy into your armamentarium.

Learning Objectives:

- Gain an understanding of how photobiomodulation (PBM) works and stimulates cellular response
- Understand clinical applications in the practice of dentistry
- Learn how to use PBM in conjunction with Solea to increase topical anesthetic uptake during soft tissue surgery
- Discover how to eliminate the need for mandibular blocks when local anesthetic is required

10:00AM – 12:00PM Introduction to Tethered Tissue and Frenum Release

Lecture, CE: 2

Track: Pediatric

Presenter: Andrea Gamble, DDS and Jared Poplin, DMD

Room: Great Republic, 7th Floor

Audience: General and Pediatric Dentists that want to know how to diagnose tongue and lip-ties

Course Description: This course will help you understand the common problems related to tongue-ties and lip-ties, such as breastfeeding, speech, and dental issues. You will gain the necessary foundation to recognize and diagnose these conditions. Patients’ medical history, proper exam techniques, and making a diagnosis will be discussed in detail.

Learning Objectives:

- Utilize procedural examples of lingual frenectomy and maxillary labial frenectomy to understand the diagnosis and treatment of oral tethered tissue pathology in children
- Understand the scientific basis and rationale for the treatment of tongue-tie and lip-tie as it relates to breastfeeding, maxillary diastemas, and speech

SATURDAY, MAY 30

1:30PM – 3:30PM

Solea and Photos: How to Capture, Master, and Market Your Work

Lecture, CE: 2

Track: Special Interest

Presenter: Timothy Anderson, DDS

Room: North Star, 7th Floor

Audience: Dentists of all levels interested in improving their clinical photography and leveraging that data.

Course Description: From Facebook to peer-reviewed journals, DSLRs to iPhones, people only know what you can do if you show them. This course introduces and expands the how-to skills, equipment, and available software to make every clinician photograph look like a pro's. Executing high-level dental photography in a clinical setting is not rocket science, and this course provides users with those necessary skills. Discover how photos influence your practice brand, network, and digital reputation. From patient communication, insurance claim submission, showcasing outcomes, and marketing your practice, digital photography is a necessary and impactful skill to master.

Learning Objectives:

- Learn simple approaches to significantly improve your dental photography
- Develop an understanding of camera equipment and accessories available for simplified clinical photography
- Understand the fundamentals of dental photography
- Discover how to choose optimal settings and techniques for intra-oral photos, extra-oral photos, and portraits
- Learn tips on using multiple photo editing software to elevate for your photography
- Discover the power of social media marketing and photos in developing your practice's brand

1:30PM – 3:30PM

Concept of Caries Management by Risk Assessment (CAMBRA)

Lecture, CE: 2

Track: Special Interest

Presenter: Peter Rechmann, DMD, PhD

Room: Parliament, 7th Floor

Audience: Solea users interested in learning more about the Caries Management by Risk Assessment approach – CAMBRA.

Course Description: CAMBRA, Caries Management by Risk Assessment is an evidence-based approach to preventing and managing cavities at the earliest stages. Developed at UCSF in the early 2000s, it takes into account a patient's health and lifestyle factors. Using this information, dentists rate a patient's risk for developing caries and determine a management strategy. Numerous studies demonstrate that the CAMBRA approach can prevent a lifetime of oral pain. It can be a powerful practice builder since the healthcare system and the general public is becoming more focused on the concept of preventive care.

Learning Objectives:

- Learn and understand the philosophy of CAMBRA in the practice of dentistry
- Learn and understand the disease indicators, biological or environmental risk factors, and protective factors

1:30PM – 3:00PM

Preventative Maintenance for Solea

Lecture, CE: 1.5

Track: Practice Administration and Management

Presenter: Kate DeRosa and Reno Caretta

Room: Adams, 7th Floor

Audience: Solea team members that are responsible for maintaining the laser within the practice.

Course Description: Daily Solea maintenance is like brushing your teeth. Take care of it every day, and it'll take care of you! This session will teach you what you need to know to get the most out of Solea and avoid disrupting your daily patient flow. Identify and prevent problems to maintain reliable cutting and mist quality. Proper set-up and maintenance of your Solea is essential for system performance and patient comfort.

Learning Objectives:

- Understand the benefits of starting your day with Solea
- Learn how to move Solea between operatories
- Troubleshoot with Solea to maintain cutting and misting reliability
- Gain hands-on practice maintaining Solea and the handpieces for predictable patient outcomes
- Learn how to replace a mist nozzle
- Learn how to replace a focus optic

1:30PM – 3:30PM

Treatment of Lesions via Surgical Incision and Excision

Lecture, CE: 2

Track: Soft Tissue and Oral Surgery

Presenter: David Stinchfield, DMD

Room: Empire, 7th Floor

Audience: Solea users interested in learning more about the proper treatment of lesions utilizing Solea.

Course Description: This course reviews and explains techniques for treating lesions with Solea via excision and incision. With the knowledge gained from this course, you will gain confidence in your ability to better diagnose, plan, and treat lesions. You will also learn how Solea enables you to keep patients in your practice and to deliver better clinical outcomes, through its ability to control bleeding and reduce suturing.

Learning Objectives:

- Review essential surgical principles
- Discuss the advantages of Solea's oral surgery applications
- Gain knowledge of excisions, incisions, and their clinical applications
- Learn how to manage complications
- Understand when and what to refer
- Grow confident in diagnosing and treatment planning

SATURDAY, MAY 30

1:30PM – 3:30PM

**Exploring Extractions and Pulpotomies
with and without Stainless Steel Crowns**

Lecture, CE: 2

Track: Pediatric

Presenter: Andrea Gamble, DDS and Jared Poplin, DMD

Room: Great Republic, 7th Floor

Audience: General and pediatric dentists who want to learn the basics of Solea extractions and pulpotomies (with and without stainless steel crowns).

Course Description: Traditionally invasive procedures like pulpotomies can be performed without anesthetic due to Solea's ability to provide pulpal analgesia, becoming less challenging. Solea also simplifies extractions and enables fast post-op healing.

Dr. Gamble and Dr. Poplin will discuss a non-invasive approach to treatment and walk you through the list of the techniques required for successful competition of pulpotomies and extractions with Solea.

Learning Objectives:

- Learn proper techniques to perform anesthesia-free pulpotomies with Solea
- Gain the skills and confidence to do stainless steel crowns (with or without pulpotomy)
- Discover the techniques necessary to perform primary teeth extractions with Solea
- Learn effective behavior management tactics for anesthesia-free dentistry

S O L E A

USER GROUP | 20
MEETING | 20

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for joining us!

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To update your course selections after you've registered,
please refer to your confirmation email to edit your registration.
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S O L E A

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INSIGHT INTO THIS YEAR'S
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