Southern States Symposium & EXPO

Building a Foundation for Excellence

May 5-7, 2016

Renaissance Orlando at SeaWorld • Orlando, FL
The 2016 Southern States Symposium & Expo will take place May 5 – 7 at the Renaissance Orlando at SeaWorld in Orlando, Florida. “Building a Foundation for Excellence” is the theme for the 2016 Symposium. Increasing awareness of the opportunities for enhancing education in the industry through the Foundation for Dental Laboratory Technology and gaining knowledge through the Symposium courses is the goal of the 2016 event. Make plans to attend the meeting and prepare to enhance your education for future excellence!

The Southern States Symposium & Expo, presented by FDLA, is the largest dental laboratory industry meeting in the country run by a nonprofit association. Everything being offered at the Symposium will provide everyone in attendance an exceptional experience.

Bring Your Client Dentists!
The Southern States Symposium & Expo courses are specifically designed for the entire dental team. These courses will help both the dentist and the dental technician work together on the latest trends and techniques.

Don’t miss this excellent opportunity to be a part of one of the industry’s largest meetings providing continuing education courses and an outstanding showcase of dental laboratory products and services.
## 2016 Schedule of Events

### Thursday – May 5

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>12:30 p.m. – 5:30 p.m.</td>
<td>FDLA Matheson Memorial Golf Tournament</td>
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<td>Walt Disney World Golf Club</td>
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<td>Lake Buena Vista Course</td>
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<td>Sponsored by: Heraeus Kulzer</td>
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### Friday – May 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 a.m. – 6:00 p.m.</td>
<td>Registration Desk Open</td>
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<tr>
<td>7:30 a.m. – 8:00 a.m.</td>
<td>Morning Beverage Break</td>
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<tr>
<td>8:00 a.m. – 8:30 a.m.</td>
<td>Welcome, Board Installation and Awards Presentation</td>
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<tr>
<td>8:00 a.m. – 11:45 a.m.</td>
<td>OPTIONAL HANDS-ON WORKSHOP: Occlusion, Model Analysis and its</td>
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<td>Relationship to Implant Dentures</td>
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<tr>
<td></td>
<td>Presented by: Marc Wagenseil, D.D., RDT</td>
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<tr>
<td></td>
<td>Sponsored by: VITA North America</td>
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<td>(Pre-registration and additional fees required – Capacity 15.)</td>
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<tr>
<td>8:00 a.m. – 11:45 a.m.</td>
<td>OPTIONAL HANDS-ON WORKSHOP: Platinum Foil Veneers</td>
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<td>Presented by: Von Grow, DTG</td>
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<td>Sponsored by: GC America, Inc.</td>
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<td>(Pre-registration and additional fees required – Capacity 15.)</td>
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<tr>
<td>8:30 a.m. – 9:30 a.m.</td>
<td>OPENING KEYNOTE ADDRESS: Winning Is No Accident</td>
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<tr>
<td></td>
<td>Presented by: Mike Staver</td>
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<td>Sponsored by: DENTSPLY Prosthetics</td>
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<tr>
<td>9:30 a.m. – 9:45 a.m.</td>
<td>Mid-Morning Beverage Break</td>
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<td>Sponsored by: CardConnect</td>
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<tr>
<td>9:45 a.m. – 11:45 a.m.</td>
<td>KEYNOTE SESSION – PART I: Managing the Modern Dental Lab</td>
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<tr>
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<td>Profitably; Vision, Strategic Planning and Key Performance Metrics</td>
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<td></td>
<td>Presented by: Mark T. Murphy, DDS</td>
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<td></td>
<td>Sponsored by: PREAT Corporation</td>
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<tr>
<td>12:00 p.m. – 12:45 p.m.</td>
<td>FDLA Luncheon</td>
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<td>Sponsored by: The Argen Corporation</td>
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<tr>
<td>12:45 p.m. – 3:00 p.m.</td>
<td>HANDS-ON WORKSHOPS (continued)</td>
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<td>(Pre-registration and additional fees required.)</td>
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### Saturday – May 7

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 a.m. – 3:30 p.m.</td>
<td>Registration Desk Open</td>
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<tr>
<td>7:30 a.m. – 8:00 a.m.</td>
<td>Morning Beverage Break</td>
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<tr>
<td>8:00 a.m. – 9:30 a.m.</td>
<td>A COURSES</td>
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<tr>
<td>8:00 a.m. – 12:00 p.m.</td>
<td>OPTIONAL HANDS-ON WORKSHOP: The Art of Color Characterizing</td>
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<td>Removable Prosthetics using Gradia Gum and OptiGlaze Color</td>
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<td>Presented by: Thomas Zaleske, AS, DLT</td>
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<td>Sponsored by: GC America, Inc.</td>
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<td>(Pre-registration and additional fees required – Capacity 15.)</td>
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<tr>
<td>9:30 a.m. – 11:00 a.m.</td>
<td>Expo Hall Break</td>
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<tr>
<td>9:30 a.m. – 3:30 p.m.</td>
<td>FDLA Expo Hall Open</td>
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<tr>
<td>11:00 a.m. – 12:00 p.m.</td>
<td>B COURSES</td>
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<tr>
<td>12:00 p.m. – 1:00 p.m.</td>
<td>Expo Hall Break / Lunch in Expo Hall</td>
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<tr>
<td>12:00 p.m. – 1:00 p.m.</td>
<td>Gavel Club Luncheon (Invitation Only)</td>
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<tr>
<td>1:00 p.m. – 2:00 p.m.</td>
<td>C COURSES</td>
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<tr>
<td>1:00 p.m. – 3:00 p.m.</td>
<td>HANDS-ON WORKSHOP (continued)</td>
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<td>(Pre-registration and additional fees required.)</td>
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<tr>
<td>1:00 p.m. – 5:30 p.m.</td>
<td>NBC Exams (CDT &amp; RG Exams)</td>
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<td>(Candidates must pre-register with NBC)</td>
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<tr>
<td>2:00 p.m. – 3:30 p.m.</td>
<td>Expo Hall Break / Afternoon Beverage Break</td>
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<tr>
<td>3:30 p.m. – 4:30 p.m.</td>
<td>GENERAL SESSION</td>
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<td>(1 Hour Regulatory Standards Credit / 1 Hour Prevention of Medical Errors Credit)</td>
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Opening Keynote Address

Winning Is No Accident

Presented by Mike Staver
CDT/RG: 1 hour of Professional Development Credit • State of Florida: 1 hour of General Credit

Every day, massive accomplishments are realized all over the world. Diseases being cured; teams winning championships; innovative products going to market, and a host of other positive experiences. These things do not happen by accident. They happen as the direct result of certain fundamental principles. The good news is they aren’t a secret; they aren’t hidden in some far off locale waiting to be unearthed. They are ready and available for you right now. While these life and business-transforming principles are simple, they are not always simple to implement.

Here is an opportunity to learn and apply EXACTLY what you need to do to accomplish outstanding results.

Participants will learn:
• The equation that creates the highest likelihood of success
• The four key principles to pacing yourself effectively
• How to deal with obstacles and opportunities

Mike Staver
Michael Staver is an internationally respected coach and speaker. He has been interviewed for many publications on his signature speaking and writing topic, “Leadership Isn’t for Cowards” and how to build high performance firms. His new book with the same title was just released. With a Master’s degree in Counseling Psychology and a Bachelor’s degree in Business Administration, he has found a way to make complex ideas simple, memorable and immediately applicable. He is a Certified Speaking Professional (CSP), a designation held by fewer than 10% of the members belonging to the International Federation for Professional Speakers. Mike is a bestselling author and award winning speaker. Most recently, he was chosen as one of the 40 hottest business speakers in America by Meetings and Conventions magazine.

Friday Keynote Session – Part I

Strategic Planning, Metrics and Marketing for Lab Growth

Presented by Mark T. Murphy, DDS
CDT/RG: 2 hours of Professional Development Credit • State of Florida: 2 hours of General Credit

A measurable systematized approach to marketing, client retention, pricing, and sales will help your lab become less stressful and more profitable. A vision of how and who we want to function with and for as a dental lab sets the stage for this approach. We can’t track everything, but we can monitor the right things to stay on course for our financial and behavioral health. By managing the right things, Conversion, Penetration and Retention (CPR), you can create a preferred and profitable future for your dental lab. Dr. Murphy will present a vision driven, customer equity model for CPR, discuss customer retention drivers and metrics, explore client penetration, sales skills and how to measure them and cover how to convert more clients to become customers.

Mark T. Murphy, DDS
Dr. Murphy began his career as a technician, then became an excellent restorative dentist and has remained an important and influential friend of the laboratory profession. He serves on the Boards of Directors at the Pankey Institute, the Foundation for Dental Laboratory Technology, the IdentAlloy Council and is the former President of the National Lab Network. Dr. Murphy currently is the VP of Clinical Education at Microdental-DTI and oversees Sales, Mergers and Acquisitions for them. Dr. Murphy has lectured on Lab Operations, Lab Management, Philosophy, Sales, Marketing, Communication and Competitive Issues facing Labs Today. He is an informative and entertaining speaker, author, panel moderator and frequent presenter at laboratory meetings.
Friday Keynote Session – Part II

Digital Dentistry – Endless Possibilities

Presented by Lee Culp, CDT & Lida Swann, DDS

CDT/RG: 2 hours of Scientific Credit • State of Florida: 2 hours of General Credit

Throughout the years, restorative trends and techniques have come and gone. Some material developments have transformed the face of aesthetic dentistry, while other initial concepts have phased out and died. Yet, the concept of digital dentistry is one that started out small, and has progressively increased in momentum until its boundaries appear to have become endless. As dentistry evolves into the digital world, the successful incorporation of computerization and new technology will continue to provide more efficient methods of communication and fabrication, while at the same time retaining the individual creativity and artistry of the skilled dental technician. The utilization of new technology will enhance the close cooperation and working relationship of the dentist/technician team. The evolution from hand waxing to digital design, using the diagnostic wax-up and provisional restorations, and their digital replicas to guide us in the creation of cad-cam restorations will be presented.

The most exciting factor surrounding these technologies is not, however, only in the potential applications of these technologies that are being hypothesized by dental professionals. The excitement truly lies in the fact that these “hypothetical” applications are currently being developed today, and some are even in the final stages of development. These advancements are not, therefore, something that will “eventually” emerge in the market. They are realities that are currently being released to further revolutionize the quality of dental care that is being delivered in modern restorative dentistry. This exciting presentation will offer participants a unique insight into the replication of natural esthetics, while focusing on proper function and occlusal harmony using CAD-CAM technology.

Participants will learn a format for achieving that often-elusive goal of pleasing the patient, dentist, and ceramist with creative ceramic artistry and predictable restorative dentistry. Adapting conventional techniques to CAD-CAM technology, Dentist/technician communication, Intra-oral scanning, Digital Implant planning, surgical guides, final restorations, Restorative material choices, Esthetics and function, Diagnostic treatment planning, Digital Diagnostic Wax, up, Digital Temporary restorations, Milling vs Printing and Cultural vs Technological changes will also be discussed.

Lee Culp, CDT
Lee Culp, CDT is the CEO of Sculpture Studios, a dental laboratory, education and, research and product development center, for new and innovative digital dental technologies, and their applied applications to diagnostic, restorative and surgical dentistry. He is the 2007 recipient of the Kenneth Rudd Award from the American Society of Prosthodontics, the 2007 recipient of the AACD Presidents Award for Excellence in Dental Education, as well as the 2003 recipient of the National Association of Dental Laboratories, Excellence in Education Award, and the 2013 American College of Prosthodontics-Dental Technician Leadership Award, as well as the 2014 Spectrum Publishing-Lifetime Achievement award. Lee is also been appointed adjunct professor the University of North Carolina- School of Dentistry, Graduate Prosthetics Department. He is a leading resource/inventor for many of the materials, products, and techniques used in dentistry today, and holds numerous patents for his ideas and products. Lee writes many articles per year, and his writing, photography, and teaching style have brought him international recognition, as one of today’s most exciting lecturers and innovative artisans in the specialty of digital dentistry, dental ceramics and functional esthetics.

Lida Swann, DDS
Dr. Lida Swann received her DDS in 2002 from Colegio Universitario Colombiano and her Master in Prosthodontics from the University of North Carolina in 2014. She was then awarded the UNC Dental - Implant Surgical Fellowship, and then offered a full time faculty position in the Graduate Prosthodontics program. Her educational focus is on implant research and applications of digital technology on implant placement and restorative procedures, and on proper tooth preparation and tissue management for Cad-Cam restorations, as well as, materials science with regard to cementation and restorative materials options. Dr. Swann lectures nationally and internationally on Cad-Cam technology and other topics related to restorative dentistry. She has presented lectures for several dental associations, like the American Prosthodontic Society and The American College of Prosthodontics.
# 2016 Courses & Expo Schedule – Saturday, May 7

<table>
<thead>
<tr>
<th>Time</th>
<th>A Courses</th>
<th>B Courses</th>
<th>C Courses</th>
<th>EXPO Hall Open</th>
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<tbody>
<tr>
<td>8:00 A.M. –</td>
<td><strong>CERAMICS / CROWN &amp; BRIDGE</strong></td>
<td><strong>REMOVABLES</strong></td>
<td><strong>IMPLANTS</strong></td>
<td><strong>DIGITAL WORKFLOW / LABORATORY MANAGEMENT</strong></td>
</tr>
<tr>
<td>9:30 A.M.</td>
<td><strong>COURSE A1</strong></td>
<td><strong>COURSE A2</strong></td>
<td><strong>COURSE A3</strong></td>
<td><strong>COURSE A4</strong></td>
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<tr>
<td></td>
<td><strong>BruxZir Anterior Aesthetic Answer</strong></td>
<td><strong>State of the Art RPD Materials and Techniques for Digital and Non Digital Manufacturing</strong></td>
<td><strong>Occlusion, Model Analysis and its Relationship to Implant Dentures</strong></td>
<td><strong>Fixed or Removables... Why Not Both?</strong></td>
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<td></td>
<td>Daniel Alter, MSc, CDT</td>
<td>Speaker TBD</td>
<td>Marc Wagenseil, D.D., RDT</td>
<td>Arian Deutsch, CDT, DTG</td>
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<td></td>
<td><strong>Sponsored by Zahn Dental</strong></td>
<td><strong>Sponsored by BEGO USA</strong></td>
<td><strong>Sponsored by VITA North America</strong></td>
<td><strong>Sponsored by GC America, Inc.</strong></td>
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<tr>
<td>9:30 A.M. –</td>
<td><strong>COURSE A1</strong></td>
<td><strong>COURSE A2</strong></td>
<td><strong>COURSE A3</strong></td>
<td><strong>The Art of Characterizing Removable Prosthetics using Gradia Gum and OptiGlaze Color</strong></td>
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<tr>
<td>11:00 A.M.</td>
<td><strong>Zirconia Esthetics Without Sacrificing High Strength</strong></td>
<td><strong>The Evolution of Fixed Restorative Options for the Edentulous Arch: Evolving from Clips to Friction Retained to Fixed Hybrids</strong></td>
<td><strong>Restorative Implants Options</strong></td>
<td><strong>Sponsored by GC America, Inc.</strong></td>
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<td></td>
<td>Patrick Coon, CDT</td>
<td>Chris Bormes, MICOI</td>
<td><strong>Sponsored by PREAT Corporation</strong></td>
<td><strong>Pre-registration required</strong></td>
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<td><strong>Sponsored by Ivoclar Vivadent, Inc.</strong></td>
<td><strong>Sponsored by Zahn Dental</strong></td>
<td>Al Fillastre, CDT</td>
<td><strong>Capacity 15</strong></td>
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<td><strong>COURSE C1</strong></td>
<td><strong>COURSE C2</strong></td>
<td><strong>COURSE C3</strong></td>
<td><strong>COURSE C4</strong></td>
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<tr>
<td></td>
<td><strong>Zirlux 16+: The Superior translucent Solution</strong></td>
<td><strong>Digital Dentures with Options</strong></td>
<td><strong>Complex Implant Reconstructions solved by using In-House Cad-Cam Equipment</strong></td>
<td><strong>Accepting Intraoral Scans</strong></td>
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<tr>
<td></td>
<td>Denise North, CDT</td>
<td>Donald J. Yancey, CDT</td>
<td>Alexander Wünsche</td>
<td>Donnie Bridges, CDT</td>
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<td>1:00 P.M. –</td>
<td><strong>COURSE C1</strong></td>
<td><strong>COURSE C2</strong></td>
<td><strong>COURSE C3</strong></td>
<td><strong>The Art of Characterizing Removable Prosthetics using Gradia Gum and OptiGlaze Color</strong></td>
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<td>2:00 P.M.</td>
<td><strong>Zirlux 16+: The Superior translucent Solution</strong></td>
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<td>Alexander Wünsche</td>
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<td></td>
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<td><strong>Capacity 15</strong></td>
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<tr>
<td>2:00 P.M.</td>
<td><strong>Quality Assurance vs. Quality Control</strong></td>
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<td>3:30 P.M. –</td>
<td><strong>Gary Morgan, CDT</strong></td>
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<td>4:30 P.M.</td>
<td><strong>Sponsored by Safelink Consulting</strong></td>
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<td></td>
<td><strong>1 Hour Regulatory Standards / 1 hour Prevention of Medical Errors Credit</strong></td>
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*FDLA is a State of Florida Approved CE Provider*

**CDT/RG Credits**
All Southern States Symposium & Expo courses have been approved by the National Board for Certification for CDT/RG Credits.

**AGD Credits**
Approved PACE Program Provider FAGD/MAGD Credit
Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement.
CERAMICS / CROWN & BRIDGE

COURSE # A1 – 8:00 A.M. – 9:30 A.M.
CDT/RG: 1.5 hours of Scientific Credit
State of Florida: 1.5 hours of General Credit
BruxZir Anterior Aesthetic Answer
by Daniel Alter, MSc, CDT

The BruxZir Anterior is a highly aesthetic restorative material that is designed specifically to satisfy the functional and aesthetic requirements of the anterior region of the mouth. This exciting new zirconia gives the lab an expanded product offering that combines strength with the lifelike aesthetics demanded by the patient. Laboratories have the ability to either mill in-house or partner with Outsourcing Centers, to add a new option to their product mix.

COURSE # B1 – 11:00 A.M. – 12:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit
Zirconia Esthetics Without Sacrificing High Strength
by Patrick Coon, CDT

Zirconia, dental’s wonder material. Almost every dentist is asking for it, but they don’t always know where and when it should be used. With all of the new zirconias on the market, we as technicians don’t always know how to advise them. So, how do we achieve the high strength the dentist desires without sacrificing the esthetics the patient demands? The answer: Zenostar Universal Zirconia System, the star among zirconia oxides. With different translucency levels and strengths, it is truly the answer to this dilemma. In this lecture, we will discuss where to use each to satisfy the patient, the doctor and the lab’s bottom line. Topics covered will include: overview of Wieland mills and software, design considerations for zirconia restorations, the different Zirconias offered by Ivoclar Vivadent, Inc. and Wieland Dental and how to achieve optimum esthetics with each zirconia offering.

COURSE # C1 – 1:00 P.M. – 2:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit
Zirlux 16+: The Superior Translucent Solution
by Denise North, CDT

Zahn Dental is proud to introduce its newest product offer to the Zirlux® line. Learn the easy production methods needed to start using the new Zirlux® 16+ Zirconia. This lecture/demonstration will show how to use the pre-blended shaded disc, which is offered in all 16 Vita Shades. Technicians can create monolithic restorations with beautiful translucency and the high strength demanded by patients and dentists in final restorations. Just mill, sinter and glaze, the Zirlux® 16+ is the ideal zirconia for all restorative indications. Give your laboratory the confidence you desire by providing the strength professionals demand.

REMOVABLES

COURSE # A2 – 8:00 A.M. – 9:30 A.M.
CDT/RG: 1.5 hours of Scientific Credit
State of Florida: 1.5 hours of General Credit
State of the Art RPD Materials and Techniques for Digital and Non Digital Manufacturing
by Speaker TBD

RPD’s are growing and projected to grow long into the future. Participants will see state of the art hand and digital designing options, wax and printed patterns, and fast cast techniques for casting frames in less than an hour from investing.

COURSE # B2 – 11:00 A.M. – 12:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit
The Evolution of Fixed Restorative Options for the Edentulous Arch: Evolving from Clips to Friction Retained to Fixed Hybrids
by Conrad Rensburg, CDT

Mr. Rensburg will discuss today’s implant supported and implant retained restorative options available for restoring the edentulous arch. This lecture will focus on fixed hybrid choices, removable clip denture options and the protocols involved with restoring a case using a state-of-the-art patient-specific overdenture solution that uses rigid telescopic principles to create a pure implant-borne, palate free, removable result.

By discussing the advancement of technology, the restorative team can now effectively determine the best avenue for restoring individual patients based on functional as well as economical requirements. Today’s technology allows our restorative team a multitude of options. By showing case studies, this lecture will give the restorative team the technical knowledge they need to best treat the edentulous patient. The lecture will also focus on utilizing these technologies as marketing tools through which you can grow and position your dental lab in an ever evolving market.

Participants will be able to understand:
- The protocols, procedures and restorative options available when restoring the edentulous arch.
- Communicate marketing principles and techniques utilizing today’s restorative technologies.
- Material options, applications and economic considerations and the advantages associated with each protocol.

continued
COURSE DESCRIPTIONS – SATURDAY – MAY 7

REMOVABLES, CONTINUED

COURSE # C2 – 1:00 P.M. – 2:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit
Digital Dentures with Options
by Donald J. Yancey, CDT

Has your lab experienced multiple companies jumping on the Digital Denture bandwagon? If so, this lecture is for you! Mr. Yancey will cover the Digital Denture innovative workflow, patient records made fast, accurate and easy, digital model analysis, digital tooth set up with the Smile Composer, Digital waxing and Digital processing in this informative session.

IMPLANTS

COURSE # A3 – 8:00 A.M. – 9:30 A.M.
CDT/RG: 1.5 hours of Scientific Credit
State of Florida: 1.5 hours of General Credit
Occlusion, Model Analysis and its Relationship to Implant Dentures
by Marc Wagenseil, D.D., RDT

Setting up dentures, whether standard or implant retained, can be a challenging task for a Denturist or Dental Technician. Dental patients expect individual and characteristically fitted dentures that suit their esthetic and functional expectations. Most often, a model is the most trusted piece of information to fully assess and replicate a functioning prosthesis. Get ready to be surprised about what information can be communicated from a patient and extracted from an edentulous model that unveils the secrets for functional and esthetic success.

Techniques of model analysis, as outlined by Prof. Gerber and the T.I.F. Method will also be discussed to provide highly predictable yet uncomplicated methods of determining the former positions of natural teeth. Proper model analysis will also help determine statically suitable load areas of the denture to help maximize design and control torque stresses.

COURSE # B3 – 11:00 A.M. – 12:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit
Restorative Implants Options
by Chris Bormes, MICOI

A didactic overview and theory of case design to help the attendee decide when to recommend a Fixed Detachable, Fixed Removable, or Removable Prosthesis with a Bar or Stud attachment. A key theme will be teamwork and communication between the Dental Technician and Dentist. The attendee will learn: why to use a bar or stud attachment, when to use a bar or stud attachment, when to choose a fixed detachable/hybrid or fixed removable, advantages and disadvantages of each type of attachment and different options available for bar, stud, and fixed detachable restorations.

COURSE # C3 – 1:00 P.M. – 2:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit
Complex Implant Reconstructions solved by using In-House Cad-Cam Equipment
By Alexander Wünsche

Due to a fast growing implant business, a lot of dental laboratories are being faced by very complex implant situations that are difficult to restore. Alexander Wünsche will show how these difficult situations can be solved by using in-house cad-cam equipment.

From using laboratory scanners, cad software and milling machinery, he will explain the planning and executing of these restorations. Wünsche will also focus on the material that should be used for implant reconstructions as well as how to handle it properly.
DIGITAL WORKFLOW / LABORATORY MANAGEMENT

COURSE # A4 – 8:00 A.M. – 9:30 A.M.
CDT/RG: 1.5 hours of Scientific Credit
State of Florida: 1.5 hours of General Credit

Fixed or Removable...Why Not Both?
by Arian Deutsch, CDT, DTG

We are no longer living in a time when “fixed” and “removables” are polar opposites. With today’s complex implant challenges, it is imperative that we find a middle ground which combines the best of both camps. Arian Deutsch, CDT, DTG explores an implant solution that is extremely precise in nature, and crosses the divide combining the best elements of both fixed and removable in order to provide clients and patients with a hygienic, aesthetic, long term solution.

COURSE # B4 – 11:00 A.M. – 12:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit

Optimizing Fit and Improving Your Digital Results
by Al Fillastre, III, CDT

Just digitally producing a crown, bridge or abutment doesn’t guarantee a perfect fit. This presentation will cover everything from proper digital die trimming to proper scanning techniques, establishing the ideal scanner settings and the best maintenance and data management practices. Additional topics will include a detailed look at accurate margin identification, scanning tips, deep diving into digital control parameters, knowing when to “tweak” outsource provider settings and understanding Controls & Measurement tools.

REGULATORY STANDARDS / PREVENTION OF MEDICAL ERRORS

COURSE # C4 – 1:00 P.M. – 2:00 P.M.
CDT/RG: 1 hour of Scientific Credit
State of Florida: 1 hour of General Credit

Accepting Intraoral Scans
by Donnie Bridges, CDT

In this course, you will learn how your lab can accept digital impressions from today’s leading intraoral (IOS) scanners and what to do with the file once it has been received. You will learn the workflow options inside a laboratory that is IOS ready, the benefits of incorporating this technology into your business and the potential growth it will bring to your laboratory. Attendees of this course will also leave with a working knowledge of the options in today’s digital dental office and how to communicate those options to their dentists.

3:30 P.M. – 4:30 P.M.
CDT/RG: 1 hour of Regulatory Standards Credit
State of Florida: 1 hour of Prevention of Medical Errors Credit

Quality Assurance Vs. Quality Control
by Gary D. Morgan, CDT

At first glance, these two terms seem to mean the same thing. However, in a dental lab’s Quality System, they have different meanings. This presentation will discuss how implementing both Quality Assurance and Quality Control activities in the lab can result in reduction of both internal and external remakes, improved productivity, and ultimately customer satisfaction.
Occlusion, Model Analysis and its Relationship to Implant Dentures

Presented by Marc Wagenseil, D.D., RDT
CDT/RG: 6 hours of Scientific Credit • State of Florida: 6 hours of General Credit

Friday, May 6
8:00 a.m. – 11:45 a.m. Hands-on Workshop
12:00 p.m. – 12:45 p.m. FDLA Luncheon (included in registration fees)
12:45 p.m. – 3:00 p.m. Hands-on Workshop

Setting up dentures, whether standard or implant retained, can be a challenging task for a Denturist or Dental Technician. Dental patients expect individual and characteristically fitted dentures that suit their esthetic and functional expectations. Most often, a model is the most trusted piece of information to fully assess and replicate a functioning prosthesis. Get ready to be surprised about what information can be communicated from a patient and extracted from an edentulous model that unveils the secrets for functional and esthetic success.

Techniques of model analysis, as outlined by Prof. Gerber and the T.I.F. Method, will also be discussed to provide highly predictable yet uncomplicated methods of determining the former positions of natural teeth. Proper model analysis will also help determine statically suitable load areas of the denture to help maximize design and control torque stresses. This intensive lecture and demonstration component reviews occlusion and its relationship to implants, factors which influence occlusion, model analysis, how to manage occlusion, lingualized occlusion and its use for implant supported dentures. This workshop speaks holistically to occlusion and its importance to implant supported dentures.

Beyond valuable communication and process content, each participant will have an opportunity to setup an upper arch against a predetermined lower arch to provide hands-on practical experience that flows with the principles to be of the theory learned. This informational and interactive workshop will provide removable essentials and principles to increase your ability to provide quality denture care. Take the challenge that surely will provide you with answers beyond your questions.

Learning Objectives:
- Develop knowledge to understand, apply and perform a model analysis for upper and lower edentulous models,
- Setup lingualized denture teeth within the limits established by the model analysis,
- Review implant considerations including patient education, diagnostic and treatment planning between all involved,
- Understand occlusion and its relationship to implant supported dentures and learn the benefits of the VITA Tooth Configurator software for you and your patient.

Each participant will need:
- Waxing instruments, a hand piece and all other personal tools.

Platinum Foil Veneers

Presented by Von Grow, DTG
CDT/RG: 6 hours of Scientific Credit • State of Florida: 6 hours of General Credit

Friday, May 6
8:00 a.m. – 11:45 a.m. Hands-on Workshop
12:00 p.m. – 12:45 p.m. FDLA Luncheon (included in registration fees)
12:45 p.m. – 3:00 p.m. Hands-on Workshop

This hands-on workshop will utilize the foil veneer technique. You will learn:
- The Art of Swaging (yes, it is an art)
- Foil Philosophy
- The Prep Less Foil Veneer
- Removing the Foil
- Case Selection

Each participant will need:
- 1 model of your upper arch sectioned and trimmed
- 1 pair of small precision scissors
- 1 pair of precision tweezers. (Preferably Swiss made)
- Tools for smoothing foil (rosewood sticks, agate stick, fingernail)
- 1 shop towel
- Hand piece and burs that you are used to using
- 1 porcelain tray, brushes, sponge and water bowl

(Note: Pre-registration and additional fees required – Capacity 15. Participants must pre-register by 4/13/16.)

Registration Includes: Friday Only Registration for Hands-on Workshop, Friday Lunch, Friday Night Reception, admission to the Expo on Friday & Saturday.
The Art of Color Characterizing Removable Prosthetics using Gradia Gum and OptiGlaze Color

Presented by Thomas Zaleske, AS, DLT
CDT/CG: 6 hours of Scientific Credit • State of Florida: 6 hours of General Credit

Saturday, May 7

8:00 a.m. – 12:00 p.m. Hands-on Demonstration
12:00 p.m. – 1:00 p.m. Lunch & Expo Hall Break (included in registration fees)
1:00 p.m. – 3:00 p.m. Hands-on Demonstration

Course Objectives:
• Provide PowerPoint explanations concerning contour and color relationship to tissue supplemented by demonstration and hands-on instruction using products.
• Hands-on instruction providing external acrylic base colorization and tooth modification using OptiGlaze Color and/or Gradia Gum to enhance and personalize each case.
• Hands-on instruction on unique finishing techniques to preserve coloring and provide surface texture and luster.

Participants should bring:
One or several arches that have been cured and roughly finished on which to layer Gradia Gum; composite and/or OptiGlaze Color on teeth and base; Smock, or other to aid in protecting street clothing; Lighting and magnification preference.

Sponsored by: The Art of Color Characterizing Removable Prosthetics using Gradia Gum and OptiGlaze Color

Presented by Thomas Zaleske, AS, DLT
CDT/CG: 6 hours of Scientific Credit • State of Florida: 6 hours of General Credit

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Participants should bring:
One or several arches that have been cured and roughly finished on which to layer Gradia Gum; composite and/or OptiGlaze Color on teeth and base; Smock, or other to aid in protecting street clothing; Lighting and magnification preference.
ACK BY POPULAR DEMAND! FDLA will provide the opportunity to earn CE credits during the expo hall hours again this year. The table clinics will take place within the sponsored island booths in the expo hall. Locations and times for each course will be announced closer to the Symposium. The following sponsors have agreed to participate this year:

**Shading White and Pre-shaded Zirconia in Less Than 60 Seconds for Maximum Esthetics and Translucency**
*Presented by: Marlin Gohn, CDT*
*Sponsored by: The Argen Corporation*

This course will give step by step instructions on how to achieve maximum aesthetics and translucency through transitional shading of Zirconia and Pre-shaded Zirconia. By following this simple shading technique, you will achieve the most beautiful, natural looking anterior and posterior Zirconia units in less than 60 seconds.

**‘Unlock the Bite, Unlock the Problems’**
*Presented by: Marc Wagenseil, D.D.S., RDT*
*Sponsored by: VITA North America*

Fabrication of functional implant dentures is paramount to be a successful denturist/technician and provide patient satisfaction. Be introduced to important little things that are required for consistent results in areas of treatment planning, design, occlusal set-up for individual function and processes to help secure your dental future.

Objectives include:
- Occlusion scheme used to provide natural, non-locking function.
- Implant fixed/removable case design to manage patient expectations.
- Minimizing relines with proper fitting dentures; treatment planning success.
- Managing attachments from original processing to issues of retention.
- Methodology and physiologic need for Lingualized occlusion

Each participant will earn 1 hour of Scientific Credit (CDT/RG) and 1 hour of General Credit through the State of Florida per course.

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**FDLA MATHESON MEMORIAL GOLF TOURNAMENT**

**Walt Disney World Golf Club**
Lake Buena Vista Course

2200 Golf Drive, Lake Buena Vista, FL 32830
407.WDW.GOLF
http://golfwdw.com/lake-buena-vista-golf-course/

**Thursday, May 5 • 12:30 p.m. – 5:30 p.m.**
*(Additional registration and fees required.)*

*Sponsored by: Heraeus Kulzer*  
Mitsui Chemicals Group

Disney’s Lake Buena Vista Golf Course has hosted the PGA Tour, the LPGA Tour and USGA events. Certified by Audubon International as a Cooperative Wildlife Sanctuary and rated an impressive 4 stars by Golf Digest, the 18-hole course was conceived by Joe Lee and most notably features elevated bunkered greens that put a premium on accurate approach shots. This classic country-club style course winds through pastel villas, pine forests, palmettos and sparkling lakes. Test your skills and fortitude at the demanding 7th hole with its challenging island green.

**Tournament Fees Include:**
- Greens fees
- Golf cart with GPS Yardage System
- Unlimited practice balls
- Boxed lunch for each golfer
- Prizes awarded for top scoring team, longest drive and closest to the pin
Sponsors

KEYNOTE SPEAKERS

DENTSPLY

Prosthetics

ivoclar
vivadent:

passion vision innovation

PREAT Corporation

Trade Show Bags

Friday Luncheon

Matheson Memorial Golf Tournament

Friday Mid-Morning Break

Saturday Morning Break

Attendee Lanyards

Exhibitors

Sponsors (as of 1/19/16)

FDLA 2016 • 13

Register online today at www.fdla.net!
Join us in Building the Future of Dental Technology

At the 2016 Southern States Symposium & Expo, FDLA will join together with the Foundation for Dental Laboratory Technology to increase awareness of the opportunities for enhancing education in the industry.

The Foundation is a 501(c)(3) educational non-profit created in 2008 to advocate and raise awareness of the necessity of dental laboratory technology education for dental technicians and other affected members of the dental team. The Foundation provides grants and scholarships to interested candidates for advanced education and develops educational programs that are relevant and accessible to both dental technicians working in the laboratory as well as dental laboratory technology students.

My Commitment Pledge

We need your help. Make an investment in the future of your profession by contributing to The Foundation. As a contributor, you will be recognized by having your name listed on our website www.dentallabfoundation.org, but more importantly, you will carry the knowledge that you made an investment that will positively impact the future of your profession.

Donor Information: (Who and how you want your name recognized. This information may be published.)

(Salutation: ❑ Mr. ❑ Ms. ❑ Mrs. ❑ Dr. ❑ Other_________ ) Name ________________________________

❑ CDT ❑ RG ❑ RDT ❑ DDS ❑ DMD ❑ Other:_________

Company ________________________________________________________________

❑ CDL ❑ DAMAS

Address ______________________________________________________________________________________________________

City/State/Zip ________________________________________________________________________________________________

Phone ________________________________ Fax ____________________________

Email _______________________________________________________________________________________________________

Payment Method: (Check one option below)

❑ Please find enclosed check payable to the Foundation for Dental Laboratory Technology in the amount of $___________________. (For a one-time donation.)

❑ Please contact me regarding a multi-year contribution.

❑ Please charge my credit card (❑ VISA ❑ MasterCard ❑ AMEX) in the amount of $___________________. (For a one-time donation.)

Card# ____________________________ Exp. Date ____________ Security Code* ___________

*3-digit number on reverse side of most cards, 4-digit number on front for AMEX only

Cardholder Name ____________________________ Phone # ____________________________

Billing Address (if different from above) ____________________________________________

Signature __________________________________________________ Date ________________

The Foundation for Dental Laboratory Technology is exempt under section 501(c)(3) of the Internal Revenue Code, making your contributions tax-deductible.
Introducing FDLA
MEMBERSHIP LEVELS

With our new membership levels, you can COVER ALL OF YOUR EMPLOYEES as members of FDLA under your laboratory’s membership.

The level you choose allows that many employees to ATTEND OUR ANNUAL SYMPOSIUM, DISTRICT WORKSHOPS, AND OTHER MEETINGS at the greatly reduced FDLA Member rate.

Each level of membership is designed to SAVE YOU MONEY and provide membership benefits to as many employees as you choose to cover.

Your laboratory will be eligible for all of the MEMBERSHIP BENEFITS listed on the next page. Each employee under your laboratory’s membership will also receive focus magazine.

Select Your Level

15+ Members

10-14 Members

6-9 Members

3-5 Members

1-2 Members

$750
Unlimited savings*

$535
up to $110 savings*

$435
up to $150 savings*

$335
up to $90 savings*

$235
up to $40 savings*

* Estimated savings based on previous discount membership incentive plans.
Florida Dental Laboratory Association Membership Application

Any commercial dental laboratory registered by the State of Florida Department of Health is eligible. Membership shall be in the name of the laboratory as registered by the State of Florida. The owner, partner or designated representative shall represent the laboratory in meetings and is eligible for elective office and voting privileges. Dental laboratories located outside of the state of Florida may join as an Affiliate member using this form.

Name: ____________________________________________________________ □ CDT

Laboratory Name: __________________________________________________ □ CDL □ DAMAS

Laboratory Owner Name: ____________________________________________ □ CDT

Address: ____________________________________________________________________________________________________

City: __________________________________ State: __________________ Zip: ______________

Phone: ___________________________ Toll Free: ______________________ Fax: ______________________

E-mail: __________________________________________________________________ Website: ______________________________________________________________________

Florida Department of Health Laboratory License Number: (if applicable) ______________________________________________________

Payment Information

Total Enclosed: $ ______________

☐ Check, payable to FDLA ☐ Visa ☐ MasterCard ☐ AMEX

Card No.: __________________________________ Security Code*: ______________ Expires: __________________________

*This is the three digit number found on the back of your card in the signature area. AMEX - This is the four digit number found on the front of your card.

Name as it appears on card: ______________________________ Signature: ____________________________

Credit Card Billing Address: ______________________________________________________________________________________

RETURN APPLICATION TO FDLA at: 325 John Knox Road Ste L 103, Tallahassee, FL 32303 OR Fax with credit card payment to (850) 222-3019.

Your Laboratory Members:

Please list the name and email address of your employees based on the membership level you chose.

☐ 1-2 Members: $235

Name: __________________________ Email: __________________________

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Or Join as a Student:

Open to any students at Florida schools offering a dental technology program.

☐ FDLA Student Membership: $15
EDUCATION
As the leader of dental laboratory technology continuing education within the state of Florida, we are committed to helping laboratories formulate a business that will grow, meet the requirements mandated by Florida law and help Certified Dental Technicians (CDT) and Certified Dental Laboratories (CDL) maintain their certification. FDLA members are eligible to receive discounted rates on all continuing education.

District Workshops – Rotating around the state of Florida, FDLA District Workshops offer laboratory owners and technicians/staff the opportunity to receive continuing education credits year round on a variety of topics including the required “Florida Laws and Rules for Dental Laboratories” course.

Online Education – FDLA offers online education, including the mandatory “Florida Laws and Rules for Dental Laboratories” course, on our Website www.fdla.net.

Southern States Symposium & Expo presented by FDLA – As the largest not for profit dental laboratory meeting in the country, attendees have an opportunity to meet with vendors of dental laboratory products/services to discuss equipment, supplies and techniques that can improve their business. A wide range of technical clinics are scheduled to provide members with the most current industry standards and continuing education.

BUSINESS SERVICES
(available to laboratory owners)
FDLA Insurance Services – FDLA is proud to offer special rates for laboratory members for Group & Individual Health & Dental, Disability Income, Employment Practices Liability (EPLI), Office overhead expense, Term Life & Long Term Care, Workers’ Compensation, Pension & Retirement Plan, Fidelity Bond and Auto & Home Insurance.

Human Resource Hotline – The average dental laboratory does not have the workforce or means to hire a human resources manager. Even larger laboratories that have a human resources manager may need some advice on tough situations from time to time. FDLA members receive human resources telephone consultation services FREE OF CHARGE!

Credit Card Payment Processing – FDLA member laboratories are eligible to receive discounted rates on credit and debit card processing. Our provider specializes in creating card acceptance programs specifically for the dental industry.

COMMUNICATION
focus Magazine – FDLA’s quarterly focus Magazine is the most widely read state dental laboratory association publication. It provides updates on crucial industry information, new technology, laboratory management and other issues of vital concern. FDLA members receive a complimentary subscription as part of their membership.

Website – FDLA’s Website, www.fdla.net, has comprehensive information on pertinent industry updates as well as conference registration forms, an online directory that enables dentists to look up FDLA member laboratories and other links.
The 2016 FDLA Southern States Symposium & Expo will be held at the Renaissance Orlando at SeaWorld, located across from SeaWorld Orlando and adjacent to Aquatica and Discovery Cove. From the moment you step into the resort’s lush, tropical landscape, you’ll feel relaxed and refreshed as you immerse yourself in our flowing, aquatic-themed design. From the breathtaking 10-story sun-bathed lobby to the modern, residential suites and luxurious guest rooms – among the largest in the Orlando area – a truly distinctive, contemporary aquatic experience awaits.

The FDLA has secured a special reduced rate of $154 inclusive of the resort fee for FDLA attendees. Also included in your rate are 50% discount on in-room high speed internet, complimentary self-parking and access to 24-hour fitness center. Make your hotel reservations directly with the Renaissance by calling 407.351.5555. Be sure to mention you are with FDLA and make your reservations by Wednesday, April 13, 2016 to receive this special reduced rate.

**Great Benefits of Staying at the FDLA Host Hotel:**
- Special reduced rate of $154 for FDLA!
- The expo hall minutes away from your hotel room.
- Increased networking time with attendees in the hotel’s restaurants and lounge areas!
- Across the street from SeaWorld Orlando
- Visit www.renaissanceseaworldorlando.com to learn more about this wonderful resort!

*Please continue your support of the FDLA Southern States Symposium & Expo by staying at the Renaissance Orlando at SeaWorld, the appointed FDLA host hotel.*

Need additional information on the 2016 Symposium & Expo? Please visit www.fdla.net.

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**HOTEL INFORMATION**

**Renaissance Orlando at SeaWorld**

**REGISTRATION INFORMATION AND EXPO POLICIES**

**3 Ways to Register:**

1 **ONLINE:** Go to www.fdla.net, click on the conference tab, then register online. Use your Master Card, Visa or AMEX.

2 **FAX:** This form with credit card information to (850) 906-0077

3 **MAIL:** Registration Form, Postmarked by April 13, 2016 to: 2016 Southern States Symposium & Expo (FDLA), 1401 Maclay Commerce Dr., Tallahassee, Florida 32312

**Refund Policy:** Written notification is required for all refunds. Refund requests received by April 13, 2016 will receive a refund less a $25 administrative fee. No refunds will be paid after April 13, 2016.

**ADA:** If you have special needs that require accommodations, please notify FDLA in writing no later than April 13, 2016.

**Age Restrictions & Stroller Policy:** No children in strollers or children under the age of 15 will be allowed access into the exhibit hall during booth setup, show hours or during booth dismantling.

**Southern States Symposium & Expo Dress Code:** The dress code for the 2016 Southern States Symposium & Expo daytime workshops and courses is business casual (no t-shirts, tank tops or flip flops please).

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**Questions?**

For more information, contact FDLA’s Southern States Symposium office by phone at 866.873.3352 or email fdlaereg@mcraemeetings.com.
**FULL REGISTRATION – MAY 6 & 7**
Includes: Friday Keynote Sessions, Friday Lunch, Friday Night Reception, choice of Saturday courses, Saturday Lunch, unlimited admission to the Expo on Friday and Saturday

- FDLA Member ................... First Member: $295 ($325 after 4/13/16)
- Each Additional Member from Same Lab: $275 (Pre-registration Only)
- CDTs and Dentists ........................................ $345 ($375 after 4/13/16)
- Non-Member ................................................................................ $550

Subtotal Due: $ __________________

**FRIDAY ONLY REGISTRATION – MAY 6**
Includes: Friday Keynote Sessions, Friday Lunch, Friday Night Reception, unlimited admission to the Expo on Friday and Saturday

- FDLA Member ................... First Member: $195 ($225 after 4/13/16)
- Each Additional Member from Same Lab: $175 (Pre-registration Only)
- CDTs and Dentists ........................................ $245 ($275 after 4/13/16)
- Non-Member ................................................................................ $450

Subtotal Due: $ __________________

**SATURDAY ONLY REGISTRATION – MAY 7**
Includes: Choice of Saturday courses, Saturday Lunch, unlimited admission to the Expo on Friday and Saturday

- FDLA Member ................... First Member: $175 ($200 after 4/13/16)
- Each Additional Member from Same Lab: $155 (Pre-registration Only)
- CDTs and Dentists ........................................ $225 ($250 after 4/13/16)
- Non-Member ................................................................................ $450

Subtotal Due: $ __________________

**HANDS-ON WORKSHOPS**

**FOUNDTIOn FOR DenTAL LABORATORY TeCHnOLOGY**

- 6 HR – OCCLUSION, MODEL ANALYSIS AND ITS RELATIONSHIP TO IMPLANT DENTURES – FRIDAY, MAY 6
Includes: Friday Only Registration for Hands-on Workshop, Friday Lunch, Friday Night Reception, admission to the Expo on Friday & Saturday

- FDLA Member ................... $225
- CDTs and Dentists ........................................ $250

**6 HR – THE ART OF COLOR CHARACTERIZING REMOVABLE PROSTHESES – SATURDAY – MAY 7**
Includes: Saturday Only Registration for Hands-on Workshop, Regulatory Standards Course, Saturday Lunch, admission to the Expo on Saturday

- FDLA Member ................... $225
- CDTs and Dentists ........................................ $250

Payment:

- SUB-TOTAL DUE FOR SYMPOSIUM & EXPO: $ __________________
- FOUNDATION FOR DENTAL LABORATORY TECHNOLOGY DONATION: $ __________________
- TOTAL ENCLOSED: $ __________________

- Check (payable to FDLA) Check # __________________
- Credit Card: □ MC □ Visa □ AmEx Charge $ __________________

Please refer to page 18 for registration information and expo policies.
Don't miss out on the largest dental laboratory meeting in the Southeastern United States!

May 5 - 7, 2016

Building a Foundation for Excellence

Renaissance Orlando at SeaWorld • Orlando, FL

www.fdla.net