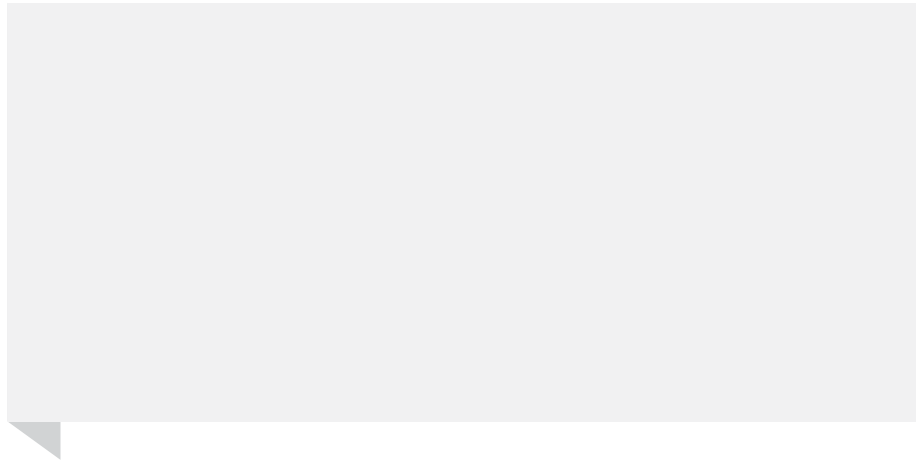


INSIDE NEWS – SPECIAL EDITION**Residents Share Their Insights**

TP ORTHODONTICS

THE RESIDENT ISSUE

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Dr. Kyle Fagala opened his own practice less than two months following graduation.

Welcome to *Inside News*

Welcome to our special annual tribute to orthodontic residents and recent graduates, *Inside Edition – Resident Issue*. TP Orthodontics has long been committed to orthodontic education and building lasting relationships with students. It is our pleasure every year to feature a few of the residents we have met along the way and share their stories with you.

It is abundantly clear that residents genuinely love the unique elements that the practice of orthodontics offers. TPO® is partial to this discipline for reasons that began over 70 years ago. The residents we interviewed for this edition keep us true to our mission as they are true to theirs. Dr. Fagala speaks about opening his own practice and three important lessons he learned along the way. Dr. Paralkar talks about working in three different offices and Dr. Pogal-Sussman gives some great advice to current residents. Each one has their own story, message and lessons learned.

HAVE SOMETHING TO SHARE?

Is your university unique? Do you have tips to share with fellow residents? Are you doing something extraordinary outside of the classroom? Or have you changed a patient's life? Share your achievements with your peers and orthodontists around the globe. All submissions are responded to by the editor within five business days.

Contact us:

➔ editor@tportho.com

TPO RESIDENT'S DAYS

Join Us for Resident's Days

Register now for Fall 2014, October 21 - 24 – space is limited.

Twice every year, TPO is honored to host graduating residents from around the nation for a three day program that takes place at our corporate headquarters in La Porte, Indiana. The focus of this event is on building a solid foundation for your practice after graduation. For example, learn how to build and market your future practice and expand your patient base, hear about current and future trends in the industry that may impact your business, and gain insight from a practicing orthodontist and what he wishes he knew at graduation.

This and more is covered over a fun-filled three days of interaction sessions, presentations and fun evenings. Take a look at the engineering behind TP Orthodontics brackets and products with a complete tour of our ISO-certified on-site manufacturing facility. Resident's Days is a program you will NOT want to miss. Contact TPO marketing coordinator Mimi Gadsden at *Mimi.Gadsden@tportho.com* for more information or to make your reservation, or you may call her direct at 1-800-348-8856, ext. 4030.

"Resident's Days was very beneficial because we got to hear the guest orthodontists speak on the subjects that cause us concern."

Dr. Gigi Paralkar

Rutgers School of Dental Medicine



Resident's Days at TPO • Spring, 2014

A Journey in Purchasing a Practice

Kyle Fagala, D.D.S., M.D.S.

University of Tennessee, Class of 2013

What's worse than the second year of orthodontic residency? While it could be the start of a good joke, it is one of the references Dr. Fagala uses in his description of his journey to becoming an orthodontist. Apparently there's "very little," says Dr. Kyle Fagala, a recent graduate from the University of Tennessee. Not even starting your own practice less than two months (Yes, months!) after graduation. The stress, anxiety, nerves, and no doubt sleepless nights pale in comparison, he recalls, to that second year of residency. What got him through these two life-changing events and all the others in his journey to become a practicing orthodontist is his passion to have a positive impact on young lives and to help people build confidence with a great smile.

Dr. Fagala talked with TP Orthodontics while attending the AAO in New Orleans this past April and graciously spoke with us about the challenges and lessons learned following graduation and opening his own practice. He shared everything from his greatest fears, to bouncing back when long-established plans fell through. He also shared with us a few of the lessons he learned along the way including:

Lesson 1 – Don't underestimate the variety of skills needed to have a successful orthodontic practice. "It's not just about being a good clinician," says Dr. Fagala, "it's about juggling a multitude of skills including psychiatrist, salesperson, social media expert,

accountant, businessperson, ..." and the list goes on. "To be successful in private practice," he says, "it's very important to effectively manage all the elements of running a business in addition to being a committed orthodontist."

Lesson 2 – There's no "right" answer in orthodontics. "While there are many good and scientifically supported ways to treat a patient to a board-quality finish," Dr. Fagala says, "it's important to stay open minded. There are too many new ideas and techniques that continue to be presented to orthodontists and it's important to be receptive and willing to adapt and improve upon them as you move through your career."

Lesson 3 – Be humble. "Starting out, there are so many questions," says Dr. Fagala. "If you are not humble enough to ask questions, your journey will be a lot more challenging than it has to be." He says that there are many smart people in the orthodontic community and the vast majority of them are willing to share their knowledge and exchange ideas, if only asked.

Dr. Fagala says that the past year has been an incredible journey. Even when plans to join an existing orthodontic practice fell through, he didn't let this stop his dream. In fact, he and his wife spent his entire third year of residency planning how they were going to open a new practice. In July 2013 (just 45 days after graduation) they opened Saddle



Creek Orthodontics where he practices three days a week, (working the other two in a pediatric dental office). "Initially I worried that no one would show up," says Dr. Fagala. "I also worried that I wouldn't know what to do when a tough case came along. Fortunately patients did show up, and if there was a tough case that really had me stumped, I realized that resources and support were only an email or text message away."

Now, as he manages the challenges associated with running a practice and a busy life, he not only is living his dream of having a positive impact in people's lives, he is working towards fulfilling his mission for an ideal practice. Dr. Fagala says, "One where the entire orthodontic team shares one single goal of serving and positively impacting the lives of each of our patients."

Advice: Leverage All Your Resources

Tracy Pogal-Sussman, D.D.S.
University at Buffalo, Class of 2014

It seems like a simple objective, yet it is apparent that committed residents take this concept and work tirelessly to put it into practice. Dr. Pogal-Sussman is one of those doctors who did exactly this, working diligently to learn from as many orthodontists as possible. Even with this pro-active approach to her residency, there are still some opportunities she wished she would have known about when she began the program.

A math and engineering major who loves the planning and solution side of orthodontics as much as the patient side, Dr. Pogal-Sussman loves seeing the results of a successful treatment plan. One opportunity she wishes she would have capitalized on earlier in her training is spending more time with the patients as they progressed through their treatment.

“It’s very important to have that consistent interaction with each patient,” she says. “When you don’t see the evolution of the treatment, you miss an opportunity to gain the best possible understanding of that specific treatment plan as it progresses.”

She also wishes she would have spent more time with a wider variety of doctors. “Residency is a great time to take advantage of the unique access you have to a wide array of skills and experience available from part- and full-time doctors and faculty.” Her advice to residents is to “take advantage of this time and learn as much as you can from as many experienced professionals as possible.”

Like most recent graduates, Dr. Pogal-Sussman looked



forward to taking her knowledge and putting it into practice. After graduation, she decided to join an existing practice where she could begin working directly with patients and receive guidance from a knowledgeable and caring mentor. After a little digging she found it, and is thrilled to be working with patients and achieving her dream to help people feel better about their smile.

TPO GRADUATE REWARDS PROGRAM



TP Orthodontics is honored to participate in this year’s Graduate Orthodontic Resident Program.

To learn more about our Graduate Rewards Program specifically designed for graduating residents, contact your local representative or call 1-800-348-8856.

“The main thing that stands out with TP Orthodontics is the service. Initially we noticed our representative was attentive to our needs, then we found that extended to everyone we work with at the company. It’s a pattern at TP Orthodontics that we really enjoy.”

– Trent Nestman, DDS, MS

Rising to a Higher Standard

Anish Gala, D.D.S.

Maimonides Medical Center, Class of 2014

Dr. Gala, a recent graduate from Maimonides, had great insight about residency when TPO sat down with him at a recent Resident's Days event to talk with him about his journey as an orthodontic student. Take a look at what he had to say about his experience and what helps him rise to a higher standard.

When did you decide to become an orthodontist?

Honestly it was a whim based on the brief exposure I received at dental school. After that I knew I wanted more than a dental practice; I wanted to specialize. I'm so glad I chose orthodontics as I have truly enjoyed the life-changing experience.

What made you decide to specialize in orthodontics?

With orthodontics, you have the opportunity to positively impact an individual's quality of life. We provide our patients with confidence by giving them a great smile. What a great way to spend your day!

What have you found most enlightening in your journey?

I was thrilled when I started to develop a paternal bond with many of my young patients who did not have a father figure in their life. In fact, one patient told me I was like his older brother. This is a role I take very seriously and am excited to have this responsibility. I definitely hold myself to a higher standard because of it.

What is your idea of the perfect practice?

One in which I own and can go into every day with a smile on my face, happy to be doing a day's work.

What do you plan to do after graduation?

I plan to work as an associate so that I can gain more insight into the workings of an orthodontic practice so that I can be better prepared for owning my own practice someday.

Do you have any advice for current residents?

Yes. Start looking for a practice 18 months prior to graduation. The process took me a lot longer than I had anticipated. Start learning the business of running an office sooner rather than later. With so many components in running your own business, you really need to branch out early in learning all these elements, many of which are not covered in residency.

When Dr. Gala thinks about going into practice, he says he thinks about "having the best job in the world."



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Working in Multiple Practices Offers Valuable Insight

Gigi Paralkar, D.D.S.

Rutgers School of Dental Medicine, Class of 2014

After undergraduate school and five years at IBM, Gigi Paralkar made the career choice to go into dentistry. A biomedical engineering major, it's not a stretch to think of her moving into orthodontics, with her love of puzzles, planning and the laws of physics. But it was her desire to help people feel good, coupled with encouragement from her father – a practicing dentist, that helped her make the final leap into orthodontics. From clinical analysis and planning, to patient care, to running a practice, she loves it all and looks forward to staying busy and challenged while helping her patients. The one thing she's still trying to figure out though is exactly what she wants her future practice to look like and how she wants to practice. If this sounds a little like you, take a look at how she's working, tirelessly, to figure out this dilemma.

To help her get the most “bang” for her time, Dr. Paralkar works in three completely separate practices. “Working five to six days a week, in different environments and with different staff and doctors is not always easy,” she says, “but I enjoy the opportunity to gain experience and feedback from a variety of experienced veterans in the industry.” Dr. Paralkar enjoys discussing treatment options and different approaches with a variety of different doctors and witnessing first-hand how different offices are being managed. She enjoys discussing treatment modality and appreciates the unique perspective she receives from each doctor. “I get a chance to figure out what I like versus what I don't like in terms of a practice,” she says. “Once I'm ready to take the leap, I feel like I will have a better understanding of the different approaches, styles, and business operations so that I can



choose one, or develop a hybrid, that would work for me.”

This approach also helps her to increase the number of hours she's working so that she can start paying off her student loans. It's apparent that she's a firm believer in planning and preparing for the future. She says, “I don't think you should spend like you have already made it,” she smiles. “I like the more practical approach in planning and working hard up front, being patient and staying positive. I know with this attitude I will accomplish my goals.”

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