



Preliminary Program



CAO 68th Annual Scientific Session September 15–17, 2016

PEI Convention Centre & Delta Prince Edward Hotel
Charlottetown, Prince Edward Island

CAO ACO
Your Smile is Our Specialty



CAO 68th Annual Scientific Session | September 15-17, 2016

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DOCTORS' PROGRAM AT A GLANCE

Wednesday, September 14, 2016

8:00 am - 5:00 pm **CAO Board of Directors**

Thursday, September 15, 2016

7:30 am - 3:30 pm **CFAO Golf Tournament**

9:00 am - 2:00 pm **CCGOPD Educators' Meeting**

6:00 pm - 7:30 pm **President's Welcome Reception**

8:00 pm - 11:00 pm **CAO *Suds By the Sea***

Friday, September 16th, 2016

7:30 am - 8:45 am **Past Presidents' Breakfast**

7:30 am - 8:45 am **Round Table Breakfast Presentations**

8:00 am - 8:45 am **Networking Continental Breakfast (Exhibit Hall)**

9:00 am - 5:00 pm **Lecture 1:** – Class II Division 1 Malocclusion without Extractions - Molar Distalization with Sliding Mechanics – Dr. Hugo De Clerck

10:15 am - 10:45 am **Break**

10:45 am - 12:00 pm **Lecture 2:** – Class II Division 2 Malocclusion without Extractions: An Alternative for Orthognathic Surgery?

12:00 pm - 2:00 pm **Lunch in Exhibit Hall**

12:15 pm - 2:00 pm **New & Younger Members' Luncheon**
The Rise of Corporate Dentistry in Canada: The Force Awakens?
– Mr. Marco Dolfi

2:00 pm - 2:10 pm **SMILES CANADA** – Dr. Stephen Roth

2:10 pm - 3:15 pm **Lecture 3:** – Class III Orthopedics: Principles and Orthodontic Protocol

3:15 pm - 3:45 pm **Break**

3:45 pm - 5:00 pm **Lecture 4:** – Class III Orthopedics: Treatment Outcome

7:00 pm - 11:00 pm **President's Awards Banquet: CAO BEACH BASH**

Saturday, September 17th, 2016

7:00 am - 8:30 am **CAO AGM**

8:45 am - 10:15 am **Latest Advances in Canadian Orthodontic Research**

10:15 am - 10:45 am **Break**

10:45 am - 12:00 pm **Using Profitability as a Guide for Strategic Practice Management and a Marketing Plan** – Dr. Robert Haeger

12:00 pm - 2:00 pm **Lunch in Exhibit Hall**

12:00 pm - 12:30 pm **Posterboard Viewing**

12:30 pm - 2:30 pm **CAO Board of Directors**

2:00 pm - 3:00 pm **Dr. Robert Haeger Cont'd**

3:00 pm - 3:30 pm **Break**

3:30 pm - 5:00 pm **Financial Fitness Vital Signs for Your Practice** – Ms. Jackie Shoemaker

5:00 pm - 7:00 pm **Alumni Receptions**



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AUXILIARIES' PROGRAM AT A GLANCE

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GENERAL INFORMATION AND HOTEL ACCOMMODATION

Charlottetown, PEI

Prince Edward Island, Canada's smallest province, is 225 km long with 1,770 km of coastline, and boasts more than 60 lighthouses and 400 fairways. Charlottetown, the capital, with its mixture of Victorian architecture and contemporary buildings, is known as the 'Birthplace of Confederation' as it hosted the original Confederation Conference in 1864.

PEI is popular for its culinary trail, with the world's finest seafood and freshest produce; the Charlottetown Seaport is now a key stop for cruise ships welcoming over 100,000 passengers and crew each season. PEI is known to many the world over as being home to the much loved fictional character, Anne Shirley, featured in L. M. Montgomery's *Anne of Green Gables*.

Getting there

- **Travel by Air:** Air Canada offers direct flights from Halifax, Montreal, Ottawa and Toronto, and WestJet offers direct services from Toronto and Calgary, year-round.
- **Confederation Bridge:** A 13 km bridge is a quick, convenient and fascinating way to arrive on the Island, this toll bridge connects from New Brunswick. (www.confederationbridge.com)
- **Northumberland Ferries:** 75 minute car ferries, run every 1.5 hours from Caribou, Nova Scotia to PEI (www.ferries.ca)



Delta Prince Edward Hotel

18 Queen Street
Charlottetown, PEI C1A 4A1
Tel: (902) 566-2222

The Delta Prince Edward Hotel, with its modern redesigned guest rooms and suites, is Charlottetown's only waterfront hotel. Within walking distance of art and theatre, an historic downtown, shopping and wide culinary offerings, the hotel adjoins the PEI Convention Centre where all CAO conference educational sessions are taking place.

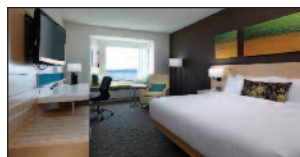
Reservations: [Visit the CAO website for a direct online hotel reservation link]

Or Call: 1-800-268-1133

(Please be sure to mention you are with the Canadian Association of Orthodontists.)

Hotel Information

Rates: Standard	\$219.00
Water View	\$239.00
Deluxe	\$259.00
Deluxe Water View	\$279.00



Note: a variety of room types available but subject to availability and prices at time of booking.

Highlights:

- Fitness Centre
- Indoor Pool and Whirlpool
- Full Service Spa
- Complimentary WiFi and SmartDesk with Connectivity Docks

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FRIDAY, SEPTEMBER 16, 2016

7:30 am – 8:45 am **ROUND TABLE BREAKFAST PRESENTATIONS**

Topics:

1. **Treatment Class II with Clear Aligners. Molar distalization or bite jump? #**

Dr. Tarek El-Bialy, PhD, FRCD(C), EMA, ABO, Univ. of Alberta, Edmonton, AB

- *Presentation to show how to differentiate between cases that upper molar distalization is needed and/or forward bite jump is needed in growing and non-growing patients. Diagnostic criteria and treatment set-up.*

2. **Invisalign - The Future is Clear ***

Dr. Luis Piedade, BSc, DDS, MSc, FRCD(C), Cambridge, ON

- *A review of many malocclusions treated with aligners with finishes, as good or better than braces.*

3. **Case Study and Discussion ***

Dr. Stan Waese, DDS Dip. Orthodontics, Toronto, ON

- *Case where upper second molars did not line up with upper first molars; braces on buccal not doing the job. Discussion of resolution and other possibilities.*

4. **The Corporatization of Dentistry in Canada ***

Dr. Jordan Seetner, DMD, BSc., Tufts University

- *How will it affect orthodontics? What are the pros and cons? How will you adjust your practice accordingly?*

5. **Contribution Margin Ratio – Your Most Important Number ***

Dr. Lorne Kamelchuk, DDS, MSc, DOrtho, FRCD(C), Calgary, AB

- *If you've ever wondered why 'success' can elude an otherwise busy practice, then this is the discussion you won't want to miss!*

6. **Are Employee Human Resource Documents Really Important? #**

Ms. Melody Baldry, Align Orthodontics, Edmonton, AB

- *Understanding why and what written and signed employee HR documents are important to your Practice.
(Employee Agreements, Employee Handbooks, Practice Policies)*

7. **Practice Transition - A Conversation about Buying or Selling a Practice ***

Dr. Robert Hatheway BSc, DDS, Dip Ortho - Fredericton, NB

- *Dr. Hatheway has negotiated to purchase seven orthodontic practices over his 20 year career. Not all negotiations resulted in a completed transaction however. The objective of this RTB is to discuss what works, what doesn't and share the presenter's personal experience.*

8. **Orthognathic Surgery and Invisalign ***

Dr. Dan Stuart, DDS, MSc, FRCD(C), Two Clinics in Greater Halifax, NS

- *Dr. Dan Stuart and Dr. Sarah Davidson designed a surgical protocol that does not need TADs, uses no surgical screws and no Vivera retainers. See difficult cases and learn how they convinced their local oral surgeons this was the future. **

(* For Orthodontists; # For Orthodontists, Clinical & Administrative Staff)

Sponsored by **PHILIPS**

Canadian Orthodontic Alumni Receptions

Saturday

September 17, 2016

5:00 pm – 7:00 pm

The University of Toronto and University of Western Ontario Alumni look forward to welcoming you to their Annual Alumni Receptions in Charlottetown. University of Manitoba Alumni is also hosting a reception and invites you to help celebrate their 50th year Golden Anniversary.

Come and enjoy the camaraderie!



UNIVERSITY
OF MANITOBA

*The Canadian Association of
Orthodontists would like to
congratulate the Graduate
Orthodontic Program at the
University of Manitoba
On your 50th Anniversary*

DOCTORS' SCIENTIFIC PROGRAM

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FRIDAY, SEPTEMBER 16, 2016

9:00 am – 5:00 pm

MINIPLATE ANCHORAGE FOR MIDFACE PROTRACTION IN CLASS III PATIENTS AND MOLAR DISTALIZATION IN CLASS II CASES

The main advantage of skeletal anchorage by modified miniplates is their fixation at a distance from the dental arch. This makes them very suitable for distal movement of the complete upper arch in class II treatment without extraction of premolars. This can be done by sliding mechanics along light archwires by simultaneous 'en masse' retraction of small or large groups of teeth. For optimal efficiency good control of the vertical dimension is needed.

Furthermore miniplates resist better to high discontinuous forces than miniscrews do. Therefore they can be used for intermaxillary orthopedic traction. Class III elastics can be fixed between Bollard anchors on the skeletal base of the maxilla and mandible of young growing patients. Can the growth of the maxilla and/or mandible be stimulated, restricted or redirected? Which biomechanical approach should be used? The results of this continuous pure orthopedic traction will be discussed based on a Cone-beam CT at T1 and T2 registered on the anterior cranial base. The outcome will be compared to a control group and face mask orthopedics.

Lecture 1: Class II Division 1 malocclusion without extractions – Molar distalization with sliding mechanics: tooth by tooth or 'en masse' movement

Lecture 2: Class II Division 2 malocclusion without extractions: an alternative for orthognathic surgery? Surgical procedure for Bollard miniplate insertions and how to deal with complications.

Lecture 3: Class III orthopedics: principles and orthodontic protocol

Lecture 4: Class III orthopedics: treatment outcome



Dr. Hugo De Clerck, DMD, PhD

Hugo De Clerck is a graduate of the Rijksuniversiteit Gent's orthodontic program; he received his PhD in 1986 and he maintains a private practice in Brussels. He received the European Research Essay Award in 1988 and his research team received the Dewel Award in 2011 from the AAO. He was Professor and Chairperson of the Department of Orthodontics at the Université Catholique de Louvain from 1989 to 2006. Currently he's an

Adjunct Professor at the University of North Carolina at Chapel Hill. He's a former President of the Belgian Orthodontic Society and Fellow of the Royal College of Surgeons of England. His main research interests are in skeletal anchorage, biomechanics and orthopedics. He has lectured extensively on these topics.

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McIntyre Lecturer

DOCTORS' SCIENTIFIC PROGRAM

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FRIDAY, SEPTEMBER 16, 2016

12:15 pm - 2:00 pm



CAO New & Younger Orthodontists Members' Meeting & Luncheon

OF SPECIAL INTEREST TO: New & Recent Graduates
• Current Residents • Any other interested parties

The Rise of Corporate Dentistry in Canada: The Force Awakens?

The marketplace for dental practices in Canada is undergoing change at a rapid pace, and traditional "hands on" owners are feeling increased competition from investor-dentists owning multiple practices and alternative business arrangements involving corporations with non-dentist investors. For lack of a better name, these alternative business arrangements are often identified as "corporate dentistry", a term which is somewhat confusing given the fact that most dentists operating in Canada have chosen to incorporate their dental practices.

So who are these "corporates"? A faceless empire set to take over dentistry in Canada or a force for change that is raising the bar on patient care? We will review the rise of corporate dentistry and critically examine some of the issues surrounding business arrangements with non-dentists and what those arrangements could mean for the future of dentistry in Canada."



Marco Dolfi is a lawyer practicing with Miller Canfield LLP in Ontario. His practice focuses on health care services with an emphasis on dental practice sales and acquisitions, regulatory compliance and practice structures. He has represented individual dentists, investor-dentists and corporate groups working with dentists in alternative business arrangements. Most recently he has been engaged by a corporate group to assist with structuring alternative business arrangements with dentists, and to act as external counsel to facilitate the acquisition of dental practices in every province and at least one territory in Canada.

Sponsored by **CDSPI**

This session is complimentary but we would appreciate your indication on the Conference Registration Form if you plan to attend so conference organizers can ensure the room size and the food requirements are sufficient for the number of people interested in attending.

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SATURDAY, SEPTEMBER 17, 2016

8:45 am - 10:15 am

LATEST ADVANCES IN CANADIAN ORTHODONTIC RESEARCH

Canada has six outstanding post graduate Orthodontic programs which have achieved international recognition for their published areas of research. The CAO is proud to support and promote their ongoing research projects which continue to expand our knowledge of core orthodontic principles and improve the efficiency and level of care that orthodontists provide to their patients.

In this symposium program, a post graduate student from each Canadian Orthodontic institution will present a short summary abstract of his/her current research project. A Q & A will be available for delegates to ask questions after each presentation.

Sponsored by **DENTSPLY
GAC**



Support the CFAO!

As has become the tradition, there will be a silent auction at this year's conference. Please visit the tables by registration as we look to continue supporting orthodontic education in a variety of ways through the money we raise at this growing event. This year's promises to offer a variety of items that will entice you.

So...Bring your cheque books and generosity!

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SATURDAY, SEPTEMBER 17, 2016

**10:45 am – 12:00 pm/
2:00 pm – 3:00 pm**

USING PROFITABILITY AS A GUIDE FOR STRATEGIC PRACTICE MANAGEMENT AND A MARKETING PLAN

The focus of the lecture will be to think big picture, creating a business model for sustainability, and managing for profitability. The speaker will provide an overview where the orthodontic market is going, financial implications of various clinical techniques, employee management numbers and finish with how to set up a strategic marketing plan.



Dr. Robert Haeger, PhD, FRCD(C)†

*Education: MS Orthodontics. University of Illinois at Chicago, 1989
DDS Dental Degree. University of Michigan, 1987*

Honors and Awards:

2011- Present. Adjunct Professor in Orthodontics at UOP.

2013 Truenortho. Established a company that analyzes orthodontic practices around the world making statistical based recommendations for increased profitability of each.

2005 to current. Contributing editor for the Journal of Clinical Orthodontics (JCO).

2009. Martin "Bud" Schulman Award. The award is given to a single recipient each year as representing the values of sharing and contributing to the profession of orthodontics.

2000. American Board of Orthodontics – ABO.

Research Publications:

*Haeger, Robert S. and Zuelke, Paul. "Defining Starts and Status Codes for Actionable Analytics".
Journal of Clinical Orthodontics. Mar, 2015. pp 191-194.*

*Haeger, Robert S. "Analyzing Clinical Metrics of Indirect Bonding and Self-ligating Brackets".
Journal of Clinical Orthodontics. Jan, 2015. pp 49-52.*

*Haeger, Robert S. and McGill, John K. "Strategic Financial Statements for Better Practice Management".
Journal of Clinical Orthodontics. Dec, 2014. pp 703-709.*

*Haeger, Robert S. "Establishing an Optimal Pricing Strategy for Your Practice".
Journal of Clinical Orthodontics. Sept, 2014. pp 563-567.*

*Haeger, Robert S. and Colberg, Roger T. "A Strategic Orthodontic Marketing Plan, Part 3".
Journal of Clinical Orthodontics. Feb, 2013. pp 109-114.*

*Haeger, Robert S. and Colberg, Roger T. "A Strategic Orthodontic Marketing Plan, Part 2".
Journal of Clinical Orthodontics. Jan, 2013. pp 31-40.*

Invited Lectures and presentations:

2014 AAO Annual Session lecture "Pricing for profits and performance."

2004-2012 Surveyed, analyzed and presented the data for understanding best practices in orthodontics within the Schulman Study Group.

2009 Presented to the Pacific Northwest Periodontics Study group regarding TAD's

2008 & 2012 Practice management presentations to University of Washington orthodontic residents about current trends in orthodontics.

Memberships in Professional Organizations

1989 – current. AAO, PCSO, WSSO, ADA, WSDA, SKCDS

1993–2015. Various Orthodontic study groups

† Denotes financial and/or beneficial interest

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SATURDAY, SEPTEMBER 17, 2016

3:30 pm – 5:00 pm

FINANCIAL FITNESS VITAL SIGNS FOR YOUR PRACTICE

Accounting is defined as “a process of identifying, measuring and communicating financial information to permit informed judgments and decisions”. In this presentation, Jackie Shoemaker will apply that definition to your practice so you can gain an understanding of orthodontic accounting. You will learn how to accurately measure the vital signs that indicate a practice's financial fitness and gain the knowledge to make more informed financial decisions in your practice. More specifically we will:

- Define the components of production, collections, and adjustments
- Review possible distortions in these definitions through an understanding of practice management system nuances
- Ensure accuracy in accounting figures, how they are input, and how they are reported
- Identify warning signs and symptoms that could lead to financial deficiencies
- Determine ways to enhance your financial fitness based on the performance of your practice



Ms. Jackie M. Shoemaker†

A financial strategist for patient accounting with over 30 years of experience in orthodontics, Jackie has been instrumental in enabling orthodontists to develop more satisfying and profitable practices through increasing income and improving staff financial skills. She has become an authority in maximizing cash flow while maintaining generally accepted accounting principles by utilizing a unique combination of her accounting

degree, foundation in corporate accounting, and hands-on experience with the world of orthodontic practice management systems. This also makes her a valuable liaison between your practice and your CPA, as she covers the accounting areas and software nuances which are beyond their scope. Jackie shares her invaluable knowledge with a contagious energy and passion for her area of expertise!

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CAO & CREST ORAL-B AUXILIARIES' SCIENTIFIC SESSION – PROGRAM AT A GLANCE

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9:00 am – 10:15 am

TEAM WORK – HAS YOURS BECOME CLICHÉ

A visual concept of teamwork is often depicted with an illustration of “joined hands” signifying unity, trust, and people working together. Orthodontic teamwork is much more than a group of people who know their roles, can get along, and genuinely “like each other.” Let’s explore the characteristics of true teamwork and delve into the leadership roles which need to exist in every successful orthodontic practice.



Ms. Tina Byrnet†

Ms. Byrnet's well-founded proficiencies in clinical, business and administrative functions in the orthodontic practice are derived from more than 40 years of working and consulting in the field of orthodontics. Formerly a senior consultant with a world-renowned dental consulting firm, she has helped guide the success of leading specialty and dental practices, both large and small, throughout North America as well as abroad. Her leadership qualities

and upbeat presentation style offer a fresh perspective on the many challenges faced daily by the entire orthodontic team. She offers a unique combination of industry knowledge, humor, wisdom, motivation, and most importantly, practical solutions to maximize practice productivity and profitability.

† Denotes financial and/or beneficial interest



Visit the CAO Booth

Learn about upcoming events, webinars and initiatives of the CAO at our CAO booth in the registration area.

Photographs from the conference will also be on display.

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FRIDAY, SEPTEMBER 16, 2016

10:45 am – 12:00 pm

THE IMPORTANCE OF CHILDREN'S AIRWAY DEVELOPMENT AND SLEEP PATTERNS

The ability of a child to breathe correctly and efficiently is dependent upon many more factors than respiratory health alone. If constriction of child's airway occurs during the key years of growth and development it can result in poor breathing habits, alteration of the oral cavity and consequently affect both the cognitive and physical development of the child. Join Dr. Ryan Lacoursière in a revealing discussion about the importance of screening and treatment options for airway and sleep related disorders for children. It is Dr. Lacoursière's hope that the attendees will leave with an appreciation as to why those in the dental field are well positioned to recognize and help children at risk.

ORAL HYGIENE AND THE CONSEQUENCES OF POOR HYGIENE TO ORTHODONTIC TREATMENT

Poor oral hygiene can dramatically affect a patient's treatment but also overall experience with orthodontic treatment. Dr. Lacoursière will discuss the importance of proper oral hygiene as it relates to not only treatment with "braces", but with all forms of orthodontic treatment and the patient's overall orthodontic experience itself.



Dr. Ryan Lacoursière, DMD, MSc. (Ortho), FRCD(C)

Dr. Ryan Lacoursière was born and raised in North Battleford, Saskatchewan. He received his Bachelor of Science degree in Anatomy and Cell Biology from the University of Saskatchewan in 1997. From there he entered the College of Dentistry at the University of Saskatchewan, graduating in 2002 with his Doctor of Dental Medicine with Distinction.

With a desire for continued studies, he achieved his Master of Science in Orthodontics from the University of Alberta. Dr. Lacoursière's thesis research, was a first of its kind in Orthodontics and has led to publications in Orthodontic research journals worldwide, and a number of subsequent thesis projects. Dr. Ryan, as he is often referred to, is always involved with his local community; coaching soccer and hockey. He is also a part-time faculty member at the University of Alberta in the clinical instruction of Orthodontics.

Dr. Lacoursière is a proud member of the following associations:

Canadian Association of Orthodontics

Canadian Dental Association

Royal College of Dentists of Canada

College of Dental Surgeons of Saskatchewan

Alberta Dental Association and College

Saskatoon Dental Society

Saskatchewan Society of Orthodontists

Alberta Society of Orthodontists

CAO & CREST ORAL-B AUXILIARIES' SCIENTIFIC PROGRAM

Includes: Exhibits • Breakfasts • Luncheons • Coffeebreaks

FRIDAY, SEPTEMBER 16, 2016

2:00 pm – 5:00 pm

TEAM SMARTS

Successful orthodontic practices have two things in common... an organized foundation based on efficient systems and a strong collaborative team that "gets it." "It" - represents an understanding that systems and team members are interactive and dependent. You gotta have TEAM SMARTS! How does your team rank on the scale of collective intelligence? Will your practice graduate this presentation with honors?



Ms. Tina Byrnet†

Ms. Byrnet's well-founded proficiencies in clinical, business and administrative functions in the orthodontic practice are derived from more than 40 years of working and consulting in the field of orthodontics. Formerly a senior consultant with a world-renowned dental consulting firm, she has helped guide the success of leading specialty and dental practices, both large and small, throughout North America as well as abroad. Her leadership qualities

and upbeat presentation style offer a fresh perspective on the many challenges faced daily by the entire orthodontic team. She offers a unique combination of industry knowledge, humor, wisdom, motivation, and most importantly, practical solutions to maximize practice productivity and profitability.

† Denotes financial and/or beneficial interest



The CFAO is pleased to be introducing its new orthodontic treatment program to provide life-changing experiences for young patients in need, without financial resources.

For more information on the program, or on how you can volunteer, please visit the CAO desk at the conference.



CAO & CREST ORAL-B AUXILIARIES' SCIENTIFIC PROGRAM

Includes: Exhibits • Breakfasts • Luncheons • Coffeebreaks

SATURDAY, SEPTEMBER 17, 2016

9:00 am – 5:00 pm

IF DISNEY RAN YOUR ORTHODONTIC PRACTICE: THE MAGIC YOU CAN CREATE FOR YOUR CAST & GUESTS!

Although we are all aware that the economy is slowly improving, Orthodontists are still concerned about:

- Perceived competition for new patients within the general and pediatric dental community
- How to increase new patient flow beyond professional referrals
- Converting inquiries to committed first appointments that will say “yes” to treatment plans and become ambassadors to your care
- Inspiring self-directed team members who want to do what you want them to do

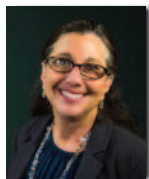
Walt Disney's philosophy in the face of any challenge was to, “Dream. Believe. Dare. Do.” That same belief has functioned as the inner compass for Disney International through any and all economies, creating magic and success for all! If Disney can do it - so can you. Smart, successful practices understand the importance of creating strong relationships with their team, their allied health care community and attracting, engaging and converting parents/patients by fostering a deeper sense of commitment and loyalty through every interaction.

Amy Morgan of the Pride Institute, utilizing the management secrets of Disney, will help you and your team go the next level by:

- 1) Creating a brand awareness that engages patients/parents who appreciate your level of care and results
- 2) Creating win-win partnerships with your general, pediatric and allied health care professionals by going beyond traditional referral marketing techniques
- 3) Increasing your new patient flow directly through focused, modern marketing strategies
- 4) Creating REAL “Raving Fan” patients/parents who refer, post testimonials and are accountable to their care
- 5) Inspire your team to be passionate about your brand and committed to excellence through the best leadership and staff management strategies.

“You don't build the product yourself. You need to know what the people want and build it for them.” *Walt Disney*

Come learn how!



Ms. Amy Morgan†

After having worked with founder Dr. James Pride for 14 years, Amy took the reins of the Institute all the while continuing to revitalize dental practices with a results-driven commitment to win-win solutions. Her ability to bring fun into the process of working and learning has made her a popular speaker all across the country. Today, Amy's advanced techniques are used by dentists at every stage of their careers, helping to find the right strategy for every level of practice. Traveling across the country, she leads a team of consultants who work with dentists and their teams in their practices, one-on-one, to bring cutting-edge business solutions to them. Amy a highly regarded speaker, has spoken at all major dental meetings in the US, Canada and Scandinavia.

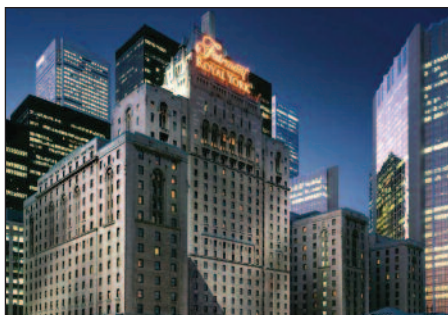
† Denotes financial and/or beneficial interest

SOCIAL EVENTS – PROGRAM AT A GLANCE

Thursday, September 15, 2016		Sponsored by
Off-site	CFAO Golf Tournament	
8:00 am – 10:00 am	Tour Registration Desk Open	
6:00 pm – 7:30 pm	President's Welcome Reception	
8:00 pm – 11:00 pm	CAO <i>Suds By the Sea</i>	
Friday, September 16, 2016		
7:00 pm – 11:00 pm	President's Banquet: CAO BEACH BASH	



MARK YOUR CALENDARS NOW!

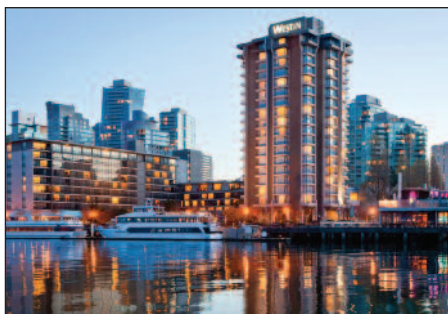


September 14-16

2017

Toronto, ON

Fairmont Royal York Hotel



September 6-8

2018

Vancouver, BC

The Westin Bayshore Hotel



September 19-21

2019

Fredericton, NB

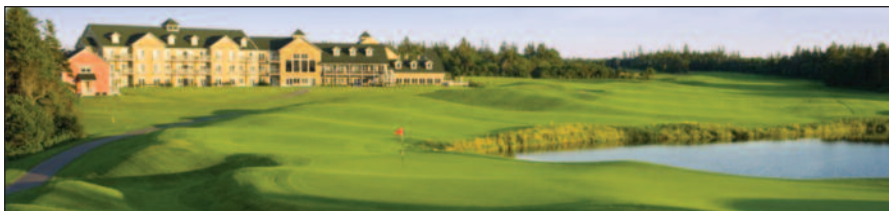
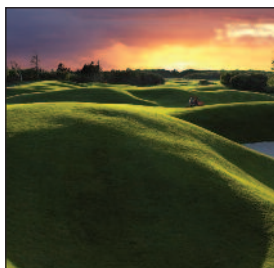
**Delta Fredericton Hotel and
Fredericton Convention Centre**

CFAO CHARITY GOLF TOURNAMENT ²⁰th YEAR

Sponsored by



THURSDAY, SEPTEMBER 15, 2016



LINKS AT CROWBUSH COVE GOLF COURSE

Schedule:

Bus Pick-up – 7:30am

Tee Time: 9:00am (Shotgun)

Light Lunch: 1:30 – 2:00pm

Bus Transportation Return Departure: 3:30pm

Includes:

Golf, golf cart, prizes, transportation, light lunch

Price:

\$225.00 per participant

Upon registering for golf, a survey will be sent regarding details including rentals, foursomes, etc.

About the course:

Recognized by Golf Digest as Canada's Best New Course in 1994, Crowbush overlooks the north shore dunes of PEI and with its undulating fairways and challenging greens will provide you with an experience not to be forgotten.

TOUR OPTION #1: *ISLAND SCENICS, GREEN GABLES & COOKING TOUR*

THURSDAY, SEPTEMBER 15, 2016

9:00 am - 3:30 pm



A scenic drive through beautiful rolling farmland will take you to the Island's north shore where the first stop will be in PEI National Park for a stunning view of the unique red cliffs that overlook the world famous Cavendish Beach. Then a short drive to one of the most notable literary landmarks in North America where you will visit Green Gables, the 19th century farm which was the setting for Lucy Maud Montgomery's popular Anne of Green Gables novels.

The next stop is at The Table in New London to participate in preparing your lunch with Chef Derrick Hoare in his beautifully restored church. You'll learn to make an heirloom beet salad with candied walnuts and Island goat cheese. Then create either Island Blue Mussels in a black garlic cream sauce or handmade local squash ravioli, all finished off with a fruit pizza dessert.

Next stop is the PEI Preserve Company beside the Clyde River in New Glasgow where you can sample their wide range of local jams and wander their beautiful gardens along the river. And then on to the final stop, the Dunes Gallery in Brackley where you will find the Island's largest selection of local artisan made products, art, jewellery and pottery as well as unique items from around the world.

Time: 9:00am – 3:30pm

Price: \$125 per person + HST

Includes: Return transportation to the Delta Hotel, Tour Guide, Cooking Class/Lunch, and gratuities.

TOUR OPTION #2: CONFEDERATION TRAIL CYCLING TOUR & ECO-DUNES HIKE

THURSDAY, SEPTEMBER 15, 2016

10:00 am - 3:30 pm



The day will start with a scenic drive to the village of Morell in eastern Prince Edward Island. The Confederation Trail stretches from one end of the Island to the other. It follows the route of what were once lines of the Island Railway. You will be riding performance hybrid bikes along the 13.4 km route that follows the shoreline beside beautiful St. Peter's Bay. There will be plenty of opportunities to snap some great pictures along the way.

After a stop for lunch at The Inn at St. Peters, you will be driven to Greenwich-Prince Edward Island National Park. Here you will follow a 4.5 km (round trip) trail that will take you through a fragile coastal dune system featuring parabolic dunes that are very rare in North America. You will end up at one of the Island's most stunning white sand beaches. After this invigorating hike, sit back and relax on your scenic drive back to the Delta.

Time: 10:00am – 3:30pm

Price: \$125 per person + HST

Includes: Transportation to the beginning of the bike trail and return from the Dunes to the Delta Hotel; guide; hybrid bike and helmet rental, hot lunch, and gratuities.

TOUR OPTION #3: KAYAKING INTO HISTORY

THURSDAY, SEPTEMBER 15, 2016

9:00 am - 3:00 pm



Just a five minute walk from the Delta Hotel, you will arrive at the Charlottetown Yacht Club where you will meet your guide. The 2.5 hour kayaking route starts out following the Charlottetown shoreline past some of the city's most beautiful heritage homes and the majestic home of the Lieutenant Governor.

You will then cross the mouth of the North River and follow the coastline until you reach Port-La-Joye-Fort Amherst which guarded the entrance to the harbor until 1770. Upon arrival at the beach below the National Historic Site, you will be met by a Mi'kmaq elder who will welcome you to what remains an important location to the Island's indigenous people. After a traditional smudging ceremony, a Parks Canada interpreter will lead you up to the remains of the Fort. The ramparts and battlements of Fort Amherst are long gone but the Parks Canada guide will paint you a picture that will have you seeing what it was like here when it was the Island's first French settlement before the British took over in 1758 after defeating an army that included Acadians and Mi'kmaq.

Before the tour of the site with the Parks Canada interpreter, you will have a picnic lunch overlooking the harbor and at the end of the day, you will be picked up and driven back to the Delta Hotel.

Time: 9:00am – 3:00pm

Price: \$125 per person + HST

Includes: Kayak rental (single and double available) and guide, picnic lunch, Parks Guide, return transportation to Delta Hotel, and gratuities.

THURSDAY EVENING SOCIAL EVENTS

THURSDAY, SEPTEMBER 15, 2016

6:00 pm - 7:30 pm

President's Welcome Reception

Join us as the CAO is welcomed to the Birthplace of Confederation as we kick off this year's conference at the President's Welcome Reception, where you can greet old and new friends alike.

Sponsored by



THURSDAY, SEPTEMBER 15, 2016

8:00 pm - 11:00 pm

Suds By the Sea

Exclusively Sponsored by

PHILIPS



Whether you are a brew master, or you just want to have a good time with your entire team, you'll want to join us as the CAO takes over the PEI Brewing Company. A casual night where you can try some new beers at the tasting bar or stick to your own preferred libation at the open bar. Grab some dinner at our ample and unique food stations and dance the night away to the in-house DJ. As an added bonus, the brewery will be open for tours for those interested in seeing how their favourite ale or lager is made.

Time: 8:00 pm – 11:00 pm

Price: \$65.00 per person + HST

Dress Code: Comfortable

Includes: Bus Transportation, DJ
Entertainment, Food Stations
Dinner, Open Bar, Beer Tasting
and self-guided tours



FRIDAY EVENING SOCIAL EVENT

FRIDAY, SEPTEMBER 16, 2016

7:00 pm - 11:00 pm



Come play on the red sandy beaches at this most unique of CAO events. You'll be whisked away to a private beach party, where the evening is all yours! Dine al fresco by the ocean, and enjoy the sounds of live East Coast entertainment while you feast on a fresh lobster boil (alternatives available).

After dinner and the sun sets, the music and fun will continue at the bonfire where we have a few more surprises in store for you. You won't want to forget to bring your camera...trust us. This is an evening that you'll never forget!



Time: 7:00 pm - 11:00 pm

Includes: Bus Transportation, Buffet Style Dinner**, Entertainment, Open Bar, some VERY special surprises
***buffet will have more than just lobster and seafood for those that prefer their food from the land*

Price: \$95.00 per person + HST

Dress Code: Beach Casual* (We'll take care of your footwear)
**Be sure to bring a sweater or light jacket for the cool ocean breezes*



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2016 CAO Exhibitors To-Date

3M Oral Care	Invisalign Itero	Philips Oral Healthcare
American Orthodontics	Merganzer Health Ltd.	Planmeca USA Inc.
AOA	MyProViewer	Plaque HD
Carestream Dental	Novologik Inc.	Propel Orthodontics
CDSPI	Oral 4D Systems Ltd.	RMO, Inc.
Cerum Ortho Organizers	Ormco Corporation	Ross Orthodontic
Clearcorrect	Ortho 2	SPEED System Orthodontics
Crest Oral-B	Ortho Classic	Sunstar Americas Inc
Dentsply GAC International	OrthoAccel Technologies Inc.	Suresmile/Elemetrix
Dolphin Imaging & Mgmt	Orthodontic Essentials	tops Software
Solutions	Orthodontic Supply of Canada	
Hu-Friedy	Patterson Dental	

HELPFUL HINTS AND INFORMATION



Conference Registration:

- You may Register on-line at the conference website, <http://cao-aco.org/Conference> as well as download registration forms.



Continuing Education:

- Continuing Education forms will be available to delegates at the end of each session.

- For links, please visit the CAO Conference website.



Hotel:

- If you are interested in booking a spa appointment at the hotel's Radiant Reflection Day Spa, contact 902-628-1100, email: radiant@pei.aibn.com
- The special hotel rates will be in effect 3 days prior to the conference and 3 days after.



Conference Dress Code:

- For all conference activities, the acceptable dress code will be business casual, unless otherwise noted.

Important Times:



The Conference Tour Registration Desk is open at the following time:

Thursday, Sept 15: 8:00 am – 10:00 am



The Conference Registration Desk is open at the following times:

Thursday, Sept 15: 4:00 pm – 7:00 pm

Friday, Sept 16: 7:00 am – 4:00 pm

Saturday, Sept 17: 7:00 am – 2:00 pm



The Conference Exhibit Hours are as follows:

Friday, Sept 16: 8:00 am – 8:45 am
10:15 am – 10:45 am
12:00 pm – 2:00 pm
3:15 pm – 3:45 pm

Saturday, Sept 17: 8:00 am – 8:45 am
10:15 am – 10:45 am
12:00 pm – 2:00 pm
3:00 pm – 3:30 pm
[Prize Draws at 3:15 pm]



CURRENT SPONSORS

MAJOR CONTRIBUTORS



Auxiliary Program,
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Round Table Presentations, Dr. H. De Clerck

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Elevator Wraps



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