



Dear Doctor,

Thank you for your interest in our **2023-2025** hands-on (treating patients) orthodontic course. We are excited that you are considering incorporating orthodontics into your practice! Here is additional information about our course and the instructors:

**Co-Instructors:**

**Jeffery Gerhardt, DDS**

1. Graduated from the University of Texas Dental School, San Antonio in 1992.
2. General dentist and owner of Advanced Family Dentistry and Braces in Cedar Park, TX (just outside of Austin).
3. Instructor in orthodontics for over 20 years. Instructed over 300 dentists and counting in comprehensive orthodontics.
4. Started orthodontics by completing a 2 year, hands-on orthodontic course in Dallas (1996-1998).
5. Work extensively with tip-edge, mini-twin, and self-ligating brackets.

**Steven Snodell, DDS, MS, an Orthodontic Specialist**

1. Graduated from the University of Texas Dental School, San Antonio in 1986.
2. Graduated from an AGD residency while in the military.
3. Graduated from an orthodontic residency from the University of Oklahoma Dental School in 1991.
4. Completed master's program in Invisalign.

**Course Concept:**

1. You will first receive instruction on how to start orthodontic cases and practice placing brackets and wires on a typodont. This will help prepare you when you place brackets on patients in the clinic component of the course.
2. Each 2-day session meets on **Friday** (lecture) and on **Saturday** (clinic) every other month, for a total of 10 sessions over approximately 20 months. At clinic, you will treat patients at my office under supervision of experienced instructors, just like you learned in dental school.
3. When the course starts, course patients have been treatment planned and are ready for braces. During the course, you will put on braces, treat the patients, and take the braces off. You will put on braces early in the course so that you finish all cases within 20 months. Beginning in session 2, we will teach you how to treatment plan the cases.
4. Dentists work in pairs of 2 at clinic. Each pair is assigned 6-8 patients. The course typically has approximately 50 patients and we photograph everything, so the class studies all cases as we progress through the sessions.
5. We encourage you to start orthodontic cases at your office after session 3. By starting your own cases, you will learn more. At your request, I will assist you with diagnosis, treatment planning, and help you monitor those cases.
6. Our course will teach you how to treat most orthodontic cases in your practice.

**Why self-ligating brackets?**

1. If you take our course, you will be able to use mini-twin brackets (they have an elastic tie) and self-ligating brackets, but we will be using self-ligating brackets in clinic.
2. Self-ligating brackets have easy mechanics (dentistry can be hard enough, why not make it easier).
3. Treatment time takes approximately 4 months less than ligating brackets.
4. Uses lighter forces.
5. Metal brackets cost about \$7 each, ceramic self-ligating cost about \$8.50 each. These brackets are available from multiple vendors. OTI currently buys them from Ortho Arch because of great pricing and service.
6. Typical supply cost per patient is approximately \$300. The primary cost of orthodontics is chair time.
  - a. Recall appointment takes 10 minutes less with self-ligating brackets.
  - b. Only need to see patient every other month. If we were using brackets with elastic ties, you would need to change them at least once a month (elastics wear out).

**Clear Aligners**

1. We are also including Spark clear aligner instruction in our course.
2. Spark is a newer product made by Ormco (a trusted name in orthodontics famous for Damon Self-ligating brackets).
3. Spark sends one of their training orthodontic specialists to train our OTI student dentists.
4. Course also treats several aligner cases in clinic. We selected Spark clear aligners because:
  - a. They were initially only selling to Orthodontic Specialists, but now willing to sell to general dentists.
  - b. Better quality plastic.
  - c. Cost less.
  - d. Can use any scanner (you do not have to buy an Iterro scanner).
  - e. Supportive of our course.

### **High Tech**

We also including bonus high tech ortho lecture to the course on 3D printers.

1. Instruction on how to use scanners, make 3D models using 3D printer, and in the future: possibility how to make your own clear aligners for simple cases.
2. Instructor for this portion is Khoi Nguyen, DDS from Houston (Khoi also has an electrical engineering degree and is great at high tech).

### **Ortho set up cost**

1. Primary cost is a Ceph.
  - a. You can send patients to an imaging vendor (e.g., Imagedent). They can do the ortho workup for you.
  - b. You can buy a Ceph arm if you have a Pano.
  - c. OTI participating dentists receive special pricing from Renew digital on pano/ceph units.
2. Instrument cost is minimal.

### **Other Orthodontic Teaching Institute (OTI) benefits:**

1. As an OTI member, you receive mentoring on your cases. You are not left alone.
2. We have a 2 day, hands on (seeing patients) dental assisting course.
3. We have a preferred vendor list, which is attached (OTI members receive these discounts).
4. We will be starting a quarterly, on-line study club later this year.

### **Hotel Accommodations / Lecture Location**

1. We are using the Holiday Inn Express & Suites Austin NW - Lakeline, which is not far from my office for clinic. They just upgraded the hotel, so it's nice. This is also where the Friday lectures will be located (in their meeting room).
2. We blocked rooms for the course. Room rate is approximately \$100 per night (will need to call for the exact amount, mention this course for a room discount).

### **Pricing**

1. Pricing normally \$12,995, now offering course for \$9995.
2. We also have an 18 month, interest free payment plan.

If you would like to enroll, please call Stacy (my Orthodontic Coordinator) at **737-242-7455**. If you have any questions about the course, you can reach me on my cell at **512-925-6868**.

<https://OrthodonticTeachingInstitute.com>

Thanks,

*Dr. Jeffery Gerhardt, DDS*

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 Orthodontic Teaching Institute  
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 Cedar Park, TX 78613  
 512-925-6868 (cell)

## ATTACHMENT 1

Comparison of Fixed Orthodontic Courses	Orthodontic Teaching Institute 10 Session (134 hours) Ortho Course	Academy of GP Orthodontics 12-Session Ortho Course	American Orthodontic Society 2.5 day (20 hour) Basic Straight Wire Course	Gerety Orthodontic Seminars 5 Session (100 hour) Series	Progressive Orthodontics Seminars Twelve 4 day Seminars
Tuition ?	\$9995 (includes 2 years membership in OTI)	\$16,490 <sup>i</sup> (includes 2 years membership in Academy)	\$5995 <sup>ii</sup> (for 2.5 day course)	\$5995 <sup>iii</sup>	\$18,000 <sup>iv</sup> (12 four day seminars)
18 month interest free financing available ?	✓	✓ (12 months)	✗	✗ (8 months)	✗ Not mentioned on website
Does the course include lecture & hands-on clinic, where dentists treat real course patients with direct instructor oversight ?	✓	✓	✗	✗	✗
If there is a hands-on component, does each pair of dentists treat 6 to 8 patients in clinic (braces on to braces off) ?	✓	# of patients not mentioned on website	✗	✗	✗
Is the course co-instructed by an Orthodontic Specialist ?	✓	✗	✗	✗	✗
Does course teach self-ligating brackets, with bonus instruction on other brackets (e.g., mini-twins) & clear aligners ?	✓	✗ (Course teaches Tip Edge brackets only)	✗	✗	✗
Does the hands-on clinic include any clear aligner patients ?	✓	✗ (Course uses Tip Edge brackets only)	✗	✗	✗
Are the brackets taught in course available from multiple vendors ?	✓	✗ ( Tip Edge brackets only available from TP Orthodontics)	✓	✓	✓
Does the course teach hands-on ortho over 20 months (braces on to braces off) ?	✓ Self-ligating brackets finish on average 4 months earlier, so dentists complete advanced cases in 20 months instead of 24 <sup>v</sup>	✗ (24 months because course uses Tip Edge brackets)	✗	✗	✗
Does the course also include a vendor list for discounts on products and services ?	✓	✓ (only if pay for separate membership in Academy)	✗ (only if pay for AOS membership)	✗ Not mentioned on website	✗ Not mentioned on website

<sup>i</sup> <https://www.academygportho.com/page/houston2023>

<sup>ii</sup> <https://orthodontics.com/spring-basic-straight-wire-orthodontics-course/>

<sup>iii</sup> [https://orthodonticteaching.com/webroot/files/ckeditor/2023\\_Comp\\_Course/Gerety\\_Comprehensive\\_Ortho\\_Brochure\\_2022-2023.pdf](https://orthodonticteaching.com/webroot/files/ckeditor/2023_Comp_Course/Gerety_Comprehensive_Ortho_Brochure_2022-2023.pdf)

<sup>iv</sup> <https://smilestream.com/pos-ortho>

<sup>v</sup> Rolf Majjer, Dennis C. Smith: Time savings with self-ligating brackets. J Clin Orthod 1990; 24:29-3 Harradine NWT: Self-ligating brackets and treatment efficiency. Clin Orthod Res 4:220-227, 2001