



NAPILI INTERNATIONAL
NEW DIRECTIONS IN DENTISTRY

MEMO: Ladies and Gentlemen of NAPILI, Newsletter, -- friends, all.
FROM: Marci Reed
DATE: October 28, 1986

Omer and I leave in a few hours, travelling to Lyons, France to spend time with Francois Duret in regard to the micro-milling machine used for fabrication of dental prosthetics. We'll also visit the BETA site where Dr. Duret's project has been in use, in office, with patients, for about a year. It is our plan to video tape this project for use at the December 5-6 meeting at the New York Hilton. This "cutting edge" (pardon the pun) technology is an important part of the Golden Era of Dentistry that is transitioning. We're pleased to have, as our guests, at the December meeting Dr. Earl Hydrick (Alabama), Dr. E. Diane Rekow (Minnesota), and Dr. Larry Peterson (Iowa), along with their research engineers. You can be sure the dialogue will be enhanced by their presence and advanced knowledge, because of their research and development -- much to the benefit of the rest of us.

The PEOPLE WITHOUT PERIO workshop was awesome! We so much appreciate Perry Ratcliff's presence and presentation, and that of Scott Rigden and Hal Meador, as well. Everyone I spoke with commented on how tight the skin around their skull felt, with so much information and technology to learn. The attentiveness was impressive, as was the consensus that the program will serve the person coming for care in a better way.

You have by now, hopefully, received the calendar of workshops for 1987. Time passes quickly, especially at this time of year, so perhaps a few words about the upcoming sessions is appropriate.

After much contact with many resort hotels in the Caribbean, we've procured space at the Americana Resort on Aruba. I've not arranged for group flights in the past; however, I am investigating the savings that might occur if we were to meet at a "gateway" city (New York/Miami) and fly to Aruba together. These two workshops will be presented, back to back, January 25-27 (Model-Building) and 29-31 (Economic Core of Model-Building). By the time we return from France, November 3, I should have more and better information in regard to flights. We're going to have "low free time" sessions, again. The response to this format in August at the Hawaii workshops was terrific. Call me, Ginny or Jane if you have questions.

We're also presenting the Leadership, Liberty and Liability (Three-L) seminar in January, 14-17. Watch for news of this workshop, Omer has some exciting ideas about the format and moderators.

Kathleen Simmons Lang, our Expanded Functions Hygienist, has agreed to present the NAPILI 12 workshop on those same dates. Remember that this workshop is designed for hygienists, hygiene and dental assistants, schedulers, and front desk(less) persons. The preventive aspect of "no dentistry being the best dentistry" is an active part of this workshop, as will be the auxilliary's role in the People Without Perio Program.

The PEOPLE WITHOUT PERIO workshop will be presented again in February, 2-6. Note that we will begin that session on Tuesday evening, concluding on Friday evening. Watch for an announcement of an additional periodontal learning experience on Saturday.

GINNY, my "right arm", will be leaving us soon. She's taking a maternity leave -- her third baby, our fifth grandchild! The new voice you hear on the NAPILI line is that of JANE PARKS, a positive addition to our "process" in the NAPILI room.

I plan to send more information about each of the above-mentioned workshops, but feel it's imperative to remind you of the dates so you can plan to COME, JOIN US!

MAIL RESERVATION REQUEST TO:

NAPILI INTERNATIONAL
4517 NORTH 32ND STREET
PHOENIX, ARIZONA 85018
(602) 955-5721

WE WELCOME YOUR QUESTIONS AND COMMENTS AT ANY TIME. PLEASE DO NOT HESITATE TO CALL OR WRITE. THANKS!

RESERVATION REQUEST APPLICATION

SEMINAR NUMBER _____ SEMINAR DATES _____

DR. _____ ACCOMPANYING PERSON _____

ADDRESS _____ TELEPHONE () _____

_____ ZIP CODE _____

DEPOSIT (\$250) ENCLOSED, CHECK # _____ OR CREDIT CARD (MCARD/VISA)

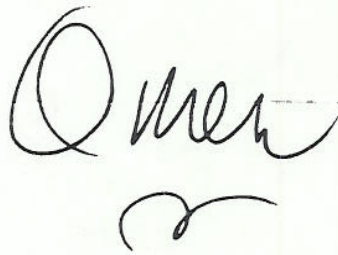
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York and know a number of individuals from the laboratory and the dental profession who also attended. We agreed that it's an excellent opportunity for you to "get your feet wet". I do believe, however that the NAPILI experience is remarkably different and will provide you with an opportunity to understand the RETURN ON INVESTED CAPITAL of this high dollar investment, the future projections of its availability, how to overcome price sensitivity and an opportunity to fully acquaint you with Duret's brilliance, that does not come forth in three hours without the necessary communicative applications/translation that NAPILI process will provide.

We make no apology for the frequency with which Duret is speaking around the country. In fact, we encourage you to attend any one of those workshops, as they are nominal in cost and a good opportunity to get the initiation that they provide. If you are interested in the in-depth opportunity to be with Duret and to listen to those who are also experiencing progress in the same CAD/CAM field, we believe this will be the first opportunity to invest in the state of the art experience that this is designed to provide.

If you're truly interested in understanding CAD/CAM, Hennson/Duret's system of dental technology, we believe the best opportunity will be 5-6 December in New York City at the Hilton with Reed and Duret. The U.S. Army is working on a similar project; their representatives will be present, as will teams from Iowa, Minnesota, and Alabama who are also three and four years into the process of developing a similar situation. Siemens is working on it, a Swiss unit is functional. This is the critical mass/100th monkey experience. We'll be discussing not only Duret's package, which is leading the pack in regard to its complexity and its progress, but we'll also be discussing the state of the art as well.

We encourage and welcome you to join us. Your check is your application.

A handwritten signature in cursive script, appearing to read "Owen", with a flourish underneath.