

Meeting of the Minds

*"We aim above the mark,
to hit the mark"*

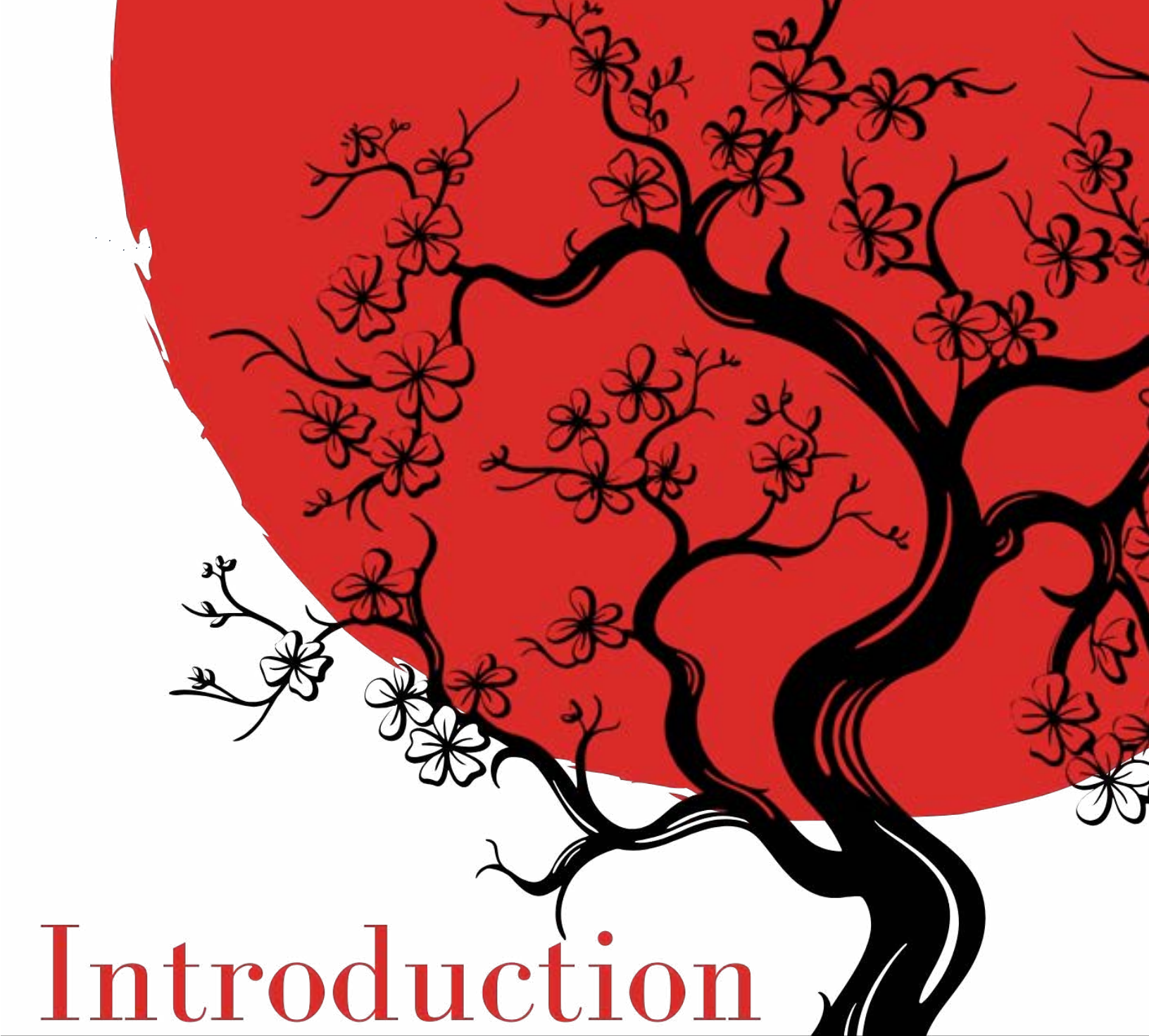


TRUE NORTH
PROFESSIONAL STUDIES



ACADEMIC 25/26

SEP	September 18, 2025 5:30 PM Delta Hotel Kick-Off Webinar Program Robert Margeas, DDS <i>Innovative Ways to Solve Complex Clinical Challenges</i>
OCT	October 16, 2025 5:30 PM Best Western/NMEC Airway Program (Video Program & Discussion) Doctors & Hygienists Tracey Nguyen, DDS, FAGD, AAACD <i>Understanding the Benefits/Risk of Nonsurgical/Surgical Treatment for Sleep Disordered Breathing</i>
NOV	November 19, 2025 5:30 PM Best Western/NMEC Smile Design Webinar Program Scott Finlay DDS, FAGD, FAACD <i>Treatment Planning as a Smile Designer</i>
DEC	December 4, 2025 5:30 PM Best Western/NMEC Endodontic Program (Video Program & Discussion) Rodrigo Sanches Cunha, DDS, MSc, PhD FRCD(C), FICD <i>Deciphering Dental Dilemmas: A Multidisciplinary Journey into Complex Endodontic Diagnosis</i>
JAN	Save the Date! 2026 Seattle Study Club Symposium Camelback Resort Inn & Spa, Scottsdale January 22-24, 2025 Symposium.seattlestudyclub.com
FEB	February 13, 2026 7:15 AM Hermanson Lemke/ Microdental Lab Live Speaker Partner Program Augusto Robles, DMD, MS <i>Digitally Custom Smile Design from Straighten to Restore (Hands - On Workshop)</i>
MAR	March 26, 2026 5:30 PM Best Western/NMEC Doctors & Hygienists Team Collaboration Webinar Program Martin Mendelson, DDS, FIADFE, CPC <i>From Misunderstanding to Mastery: Tools for Teamwork and Relationship Building</i>
APR	April 10, 2026 7:15 AM Delta Hotel "Team Appreciation Event" for Doctors, Hygienists, and Team Members Michael Sonick, DMD <i>Treating People Not Patients - Having Patients Happily Say Yes To Treatment</i>
MAY	May 14, 2026 5:30 PM Dellwood Country Club Spouses/Significant Others Welcome Business Academy/Financial Session (Video Program & Discussion) Brad Levin, CFP®, CMT®, CEPA™ <i>Investing For Your Third Act</i>



Introduction

Welcome to this year's academic season, where innovation meets precision, and vision meets expertise. During Meeting of the Minds, we will gather the brightest in dentistry to elevate the standard of care. With a shared commitment to excellence, we aim not just to meet expectations—but to surpass them, pushing the boundaries of what's possible in dental care. This event is not only about advancing skills but also about strengthening the bonds of friendship and collaboration within our community.

Join us as we set our sights higher, aiming above the mark to ensure that every patient, every procedure, and every moment is a perfect hit.

SEPTEMBER

Robert Margeas, DDS



Dr Margeas graduated from the University of Iowa College of Dentistry in 1986 and completed his AEGD residency the following year. He is currently an adjunct professor in the department of operative dentistry at the University of Iowa. He is board certified by the American Board of Operative Dentistry. He is a diplomate of the American Board of Aesthetic Dentistry and a fellow of the Academy of General Dentistry and International Team of Oral Implantologists (ITI). He has written numerous articles on esthetic and implant dentistry and lectures and presents hands-on courses nationally and internationally on those subjects. He serves on the editorial advisory board of Inside Dentistry, Compendium, and is a contributing editor to Dentistry Today and Oral Health in Canada. Dr Margeas maintains a full-time private practice focusing on comprehensive restorative and implant dentistry in Des Moines, Iowa

Lecture up to 2 hours

250 Operative (Restorative) Dentistry

Innovative Ways to Solve Complex Clinical Challenges

Dentists are faced with clinical challenges seeming difficult beyond resolve. By default, they resort to conventional thinking in solving everyday treatment dilemmas. In many cases, if clinicians can think beyond their comfort zone, they can find solutions to achieve predictable, esthetic and sustainable treatment outcomes. During this session, Dr Margeas will present two treatment planning challenges for the audience to assess. In round table format, participants will be asked to creatively consider possible solutions that would be out of the ordinary. Following this, Dr Margeas will present his ideas and show how each dilemma was addressed, followed by audience Q & A.

Upon completion of this session, attendees should be able to:

- Treat complicated, localized restorative challenges more predictably.
- Critically think in non-conventional ways to solve difficult restorative area-specific dilemmas.



OCTOBER

Tracey Nguyen, DDS, FAGD,
AAACD



Dr Tracey Nguyen maintains a private practice just outside of Washington, DC, in Northern Virginia. She was accredited by the American Academy of Cosmetic Dentistry and in 2016 was honored as one of the top 25 women in dentistry by Dental Products Magazine. She is one of the key opinion leaders in the Wellness Dentistry Network. The focus of this organization is to merge the gaps between medicine and dentistry and understand the oral systemic connection. She developed the Sleep and Airway Group, a local interdisciplinary group of doctors of various specialties. She advocates dentistry's role in treating patients with dental malocclusions that are co-morbid with airway and sleep issues. In 2020, she co-founded ASAP Pathway (Airway, Sleep and Pediatric Pathway), an online mini-residency for pediatric dental sleep medicine.

Dr Nguyen does not have any affiliations to disclose.

Lecture up to 2 hours

149 Multi-disciplinary Topics

Understanding the Benefits/Risk of Nonsurgical/Surgical Treatment for Sleep Disordered Breathing

This presentation will challenge dentists to consider airway or sleep problems when treating a malocclusion because they may be treating respiratory problems without knowing. Treatment options should improve the airway space, reduce nasal resistance and create larger oral volume space for the tongue. In the skeletally mature patient, treatment options vary from nonsurgical and surgical options.

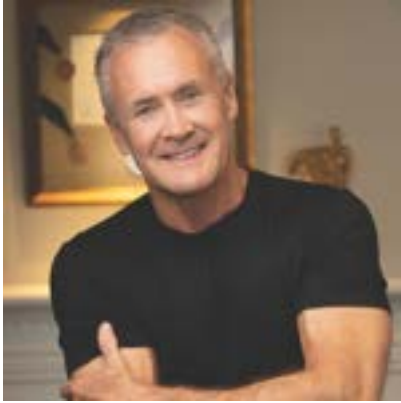
Upon completion of this session, attendees should be able to:

- Develop different goals of treatment when we suspect there is an airway risk and consider its impact on our restorative plan.
- Discuss the benefits and complications of nonsurgical Maxillary Skeletal Expansion (MSE).
- Distinguish between various options: Micro-assisted Implant Rapid Palatal Expansion (MARPE), Surgically Assisted Rapid Palatal Expansion (SARPE) and Maxillomandibular Advancement (MMA).



NOVEMBER

**Scott Finlay DDS, FAGD,
FAACD**



Dr Finlay graduated with honors from Boston College and University of Maryland Dental School continuing with a GPR program in Washington DC. He was Accredited by the American Academy of Cosmetic Dentistry in 2007 and became the 51st Fellow with the AACD in 2010. He is an Examiner for the American Board of Cosmetic Dentistry. Dr Finlay is on the Editorial Review Board for the Journal of Cosmetic Dentistry and is a Fellow in the Academy of General Dentistry. He currently serves as a Chair for the American Board of Cosmetic and Esthetic Dentistry. Dr Finlay wrote the book for cosmetic dentistry. He is the author of "Contemporary Concepts in Esthetics" which currently represents the foundation for the credentialing process within the AACD. He has served as the Resident Expert Emeritus for Dental Esthetics for the Dawson Academy presenting his curriculum across the US, Europe and Asia for 15 years. He has authored dozens of articles in the US and Europe. He was recognized for his contributions to the AACD and education with 2 Evy Awards in 2015 and 2018. He currently practices bicoastally in Annapolis, Maryland and California.

Dr Finlay receives product and/or financial support from Ivoclar Vivadent and Solventum.

Lecture up to 2 hours

149 Multi-disciplinary Topics

Treatment Planning as a Smile Designer

While every patient is special, few are truly unique in their treatment needs. Although each case may present a different combination of challenges, the key to successful smile design lies in developing a simplified approach that delivers predictable, profitable, and aesthetically pleasing results with minimal invasiveness.

Digital technologies have revolutionized the efficiency and accuracy of treatment planning, but they can also present a barrier due to the substantial investment required. In this program, Dr Scott Finlay will guide you through the core principles of decision-making in smile design. He will focus on the fundamental essentials of data collection for treatment planning, using tools like digital scanners and photography, to create streamlined, effective approaches that make advanced treatments accessible and achievable.

Upon completion of this session, attendees should be able to:

- Understand the integration of the metrics of smile design in treatment planning.
- Set up cases with interdisciplinary care and leverage the benefits of minimal invasion.
- Utilize the power of a mock up in motivating patients to treatment with proper design.





DECEMBER

Lecture up to 2 hours
070 Endodontics

**Rodrigo Sanches Cunha,
DDS, MSc, PhD FRCD(C),
FICD**



Dr Rodrigo Sanches Cunha obtained his dental degree in 1994 from the Catholic University of Campinas in Sao Paulo, Brazil. His post-graduate studies include a specialty degree in endodontics obtained in 1997 from the State University of Campinas (UNI-CAMP); in 2002, a MSc degree in clinical dentistry (endodontics), and in 2006, a PhD degree in dental sciences both of which he received from Sao Leopoldo Mandic Centre for Dental Research. In 2011, Dr Cunha moved to Canada to work as a full-time professor at the University of Manitoba. In 2016, decided to work in private practice full-time. Dr Cunha has been a guest speaker at more than 200 events and published more than 100 papers and abstracts in several peer reviewed journals. Dr Cunha has published six chapters in various books and has extensive clinical experience.

Dr Cunha does not have any affiliations to disclose.

Deciphering Dental Dilemmas: A Multidisciplinary Journey into Complex Endodontic Diagnosis

Join us for an immersive and captivating journey into the realm of complex endodontic diagnosis. Led by Dr Rodrigo Sanches Cunha, this enlightening program goes beyond the surface-level approach, challenging you to navigate intricate clinical scenarios where the true diagnosis may not be obvious. Step into the shoes of a diagnostic sleuth as we dive into a series of perplexing dental dilemmas. Our patient cases present multifaceted challenges that demand a meticulous and multidisciplinary approach. We will explore scenarios where traditional diagnostic methods may fall short, requiring the integration of cutting-edge technology like Cone Beam Computed Tomography and collaboration with various dental specialties.

Upon completion of this session, attendees should be able to:

- Elevate their diagnostic capabilities by examining complex endodontic cases that challenge straightforward diagnoses.
- Integrate technology effectively to unravel diagnostic mysteries.
- Identify the significance of collaborating with experts from various dental specialties to achieve precise diagnoses.
- Develop patient-specific treatment plans aligned with the true diagnosis, ensuring optimal outcomes.



FEBRUARY

Augusto Robles, DMD, MS



Dr Augusto Robles graduated from Peruvian University Cayetano Heredia in 1992 and practiced restorative dentistry exclusively in his private office for 11 years. In 2003 he moved to Michigan to pursue further training and graduated from University of Michigan in 2006 with a certificate in restorative dentistry. Just a year later he obtained a master's degree also from University of Michigan. After teaching part-time and practicing in the greater Detroit metro-area, Dr Robles set up home in Alabama where he served as full-time faculty at UAB School of Dentistry. He graduated from the complete core curriculum at the Dawson Academy in 2016 and the DMD program at UAB in 2017. Dr Robles is active in education, social media (he is co-founder of @DentalTube), and research, with a specific interest in adhesive and restorative dentistry, materials and esthetics.

The presenter is a KOL for 3M Oral Care, now Solventum, and receives product and financial support.

Lecture up to 5 hours

780 Esthetics/Cosmetic Dentistry

In-Person
Speaker

Digitally Custom Smile Design from Straighten to Restore (Hands - On Workshop)

New digital solutions are emerging, and adoption is not as scary as you think. Through the utilization of a digitally designed smile, we can create a highly esthetic custom and functional treatment plan. The goal is to elevate our esthetic outcomes in our daily practice while maintaining costs and increasing efficiencies. By attending you'll gain greater clarity on how to achieve more predictable outcomes using Solventum™ Clarity™ Aligners and Solventum™ Filtek™ Matrix.

Upon completion of this session, attendees should be able to:

- Understand adhesive dentistry and materials, including warmed composite.
- Implement usage of a newly developed printed matrix with a proprietary treatment for fabrication of highly esthetic composite veneers.
- Understand how to approach different case types and treatment strategies with Solventum™ Clarity™ aligners and 3M™ Filtek™ Matrix.
- Identify how to achieve more predictable outcomes using Solventum™ Clarity™ Aligners and Solventum technologies.
- Understand treatment planning, attachment placement, and case management.
- Understand options for esthetic cases and review several clinical cases.



MARCH

**Martin Mendelson, DDS,
FIADFE, CPC**



Dr Martin Mendelson, Founder of Metamorphosis Coaching and former Resident Faculty at Spear Education, has nearly 20 years of experience and certifications in Executive Coaching, Team Coaching/Facilitation, Emotional Intelligence, and Happiness Studies. Dr Mendelson has empowered leaders and teams across North America to excel and thrive. As a captivating speaker, astute coach, and masterful team facilitator, he unleashes the power of his innovative T.E.A.M. approach, guiding clients to shed the burdens of traditional leadership and embrace cohesion for unparalleled business growth and personal fulfillment.

Dr Mendelson does not have any affiliations to disclose.

Lecture up to 1 hours

550 Practice Management and Human Relations

From Misunderstanding to Mastery: Tools for Teamwork and Relationship Building

We've all experienced the frustration of communication breakdowns—when what seemed like clear messages lead to confusion, inefficiency, or even conflict. In this dynamic keynote, Dr Martin Mendelson will go beyond theory to provide you with practical tools and actionable frameworks to transform how you handle emotionally charged conversations.

This session is designed to help you foster stronger relationships and improve communication within your practice and beyond. You'll discover how to align expectations, tap into the power of Maslow's Hierarchy, and explore how mindset influences every interaction. By the end of this presentation, you'll have clear strategies to enhance team cohesion, navigate difficult discussions with ease, and create a more collaborative environment—whether with your team, your patients, or those closest to you.

Leave with the confidence to lead with clarity and create a unified, high-performing team that thrives on effective communication.

Upon completion of this session, attendees should be able to:

- Identify barriers to collaboration using the TEAM™ framework to understand how perceptions influence communication and outcomes.
- Utilize an evidence-based approach for navigating any emotionally charged conversation.
- Design a personalized action plan to embrace the techniques that can immediately influence personal and professional success.



APRIL

Michael Sonick, DMD



Michael Sonick, DMD, is an internationally known, highly regarded international authority in the field of dental implantology and periodontology. A full-time practicing periodontist in Fairfield, Connecticut, he is also a frequent guest lecturer in the international program at New York University School of Dentistry and the University of Connecticut School of Dental Medicine. He lectures worldwide on the subjects of esthetic implants, periodontal plastic surgery, guided bone regeneration, comprehensive treatment planning and the delivery of exceptional customer service. He is the author of the book *Treating People Not Patients* and co-editor of the multi-language textbook, *Implant Site Development*. He serves on the editorial boards of numerous journals including the *Compendium of Continuing Education*, the *Journal of Cosmetic Dentistry*, *Inside Dentistry*, *Dentistry Today* and also writes and publishes numerous papers in peer-reviewed journals. Dr Sonick is a diplomate of the American Board of Periodontology, a diplomate of the International Congress of Oral Implantology, a fellow of the American Academy of Implant Dentistry, a fellow of the International Team for Implantology, a fellow of the International Society of Periodontal Plastic Surgeons, and an Eagle Scout. His mission is to improve the quality of patients' lives as well as the lives of everyone he meets.

Dr Sonick does not have any affiliations to disclose.

Lecture up to 5 hours

550 Practice Management and Human Relations

Treating People Not Patients - Having Patients Happily Say Yes To Treatment

In ideal dental and medical care, the focus should be on treating the whole person, not just addressing individual issues. Unfortunately, this is not always the reality. Healthcare professionals, including both dentists and physicians, are often trained to perform specific procedures rather than providing comprehensive care. Dental education, in particular, tends to emphasize the mastery of isolated technical skills and procedures, often neglecting the broader concept of patient care (consider the rigorous requirements of dental school). The result of this fragmented approach is a diminished ability to gain patient acceptance for treatment that truly serves both their needs and the healthcare provider's goals. Our mission is to foster strong, trusting relationships built on transparency and shared decision-making between the patient, doctor, and staff. Achieving treatment acceptance that aligns with the patient's best interests requires an approach that goes beyond simply presenting a report of findings or listing procedures. In this presentation, Dr Sonick will share the key communication strategies that have enabled him to build a successful practice, where more than 90% of patients agree to comprehensive dental treatments. His fee-for-service practice is regularly booked three months in advance. With decades of experience and ongoing study, Dr Sonick will not only share fascinating clinical cases, but also guide you through the critical aspects of office design and team building that are essential to creating a patient-centered environment.

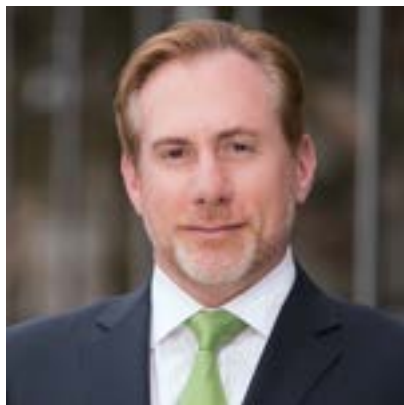
Upon completion of this session, attendees should be able to:

- Establish rapport, trust, and engagement with patients.
- Master the art of communication through storytelling.
- Apply NLP (Neurolinguistic Programming) techniques to enhance communication, framing, and motivation triggers.
- Create a first-class, impeccable office environment.
- Build a servant-hearted team that delivers WOW experience.
- Achieve higher patient acceptance of comprehensive treatment.



MAY

**Brad Levin, CFP®, CMT®,
CEPA™**



Brad Levin has over 30 years of experience in the financial planning and investment management fields. He has worked as a portfolio manager, studied financial markets, developed comprehensive financial plans for individual clients, and counseled them on all facets of their financial lives. After leading his own independent investment advisory firm for many years, Brad merged his business into Focus Partners, one of the largest wealth planning firms in the country, where he now is a principal and Managing Director of their Calabasas, CA office. He now spends most of his time focusing on helping successful entrepreneurs refine and achieve their vision of their “best life”, often working with business owners on preparing for an ultimate exit through an internal succession or external sale. In this capacity, his focus is on helping clients ready themselves financially and emotionally while maximizing the value of their business prior to exit. In his spare time, he enjoys many outdoor activities, pursuing elevated health and wellness, and world travel.

Mr Levin does not have any affiliations to disclose.

Lecture up to 2 hours

550 Practice Management and Human Relations

Investing For Your Third Act

If you are within 5-10 years of your ideal retirement date, now is the most critical financial period of your entire working career. The decisions and actions you take in the near future could impact your financial security for the rest of your life. Brad Levin, with over a 30-year career in personal finance and investment management, he has observed that some individual investors achieve far better outcomes than most and it's not about luck or being born with a silver spoon. Brad is going to teach you the key attributes, behaviors and strategies of largest and the most successful investors. He will discuss how to use the psychology of the markets to your advantage and how to build more robust portfolios. Armed with these tools, you will be better prepared to build, protect, and sustain financial security that can last your lifetime.

Upon completion of this session, attendees should be able to:

- Understand the biggest stumbling block that investors face.
- Identify at least three techniques you can use to potentially improve your investment portfolio results.



THE FINE PRINT

Registration

These are virtual and live lecture, demo, and peer discussion programs suitable for all dentists, dental students, and business professionals regardless of prior experience who are members of this study club.

Register by contacting Breanna Stout
breannagrinner@yahoo.com
218-251-3238

Please call with any cancellations at least 72 hours before the meeting.

Disclaimer

Some information or presentations may include controversial materials or commercial references. True North Professional Studies cautions all course participants that there is potential risk to using limited knowledge when incorporating new techniques and procedures into their practices, especially when the continuing education program has not provided them with supervised clinical experience in the techniques or procedures to ensure that they have attained competence.

Substitutions

This brochure represents the speakers/programs established at the time of publication; however, speaker cancellations occasionally occur for reasons beyond our control. In the event of such an occurrence, speaker/ program substitutions may be made without prior notice.

Code of Conduct

We are committed to ensuring a safe and respectful meeting environment that is free of harassment, bullying, or offensive comments and/or behavior toward others.

We expect all participants whether attending live or virtual sessions to abide by this Code of Conduct policy on all online platforms, or in venues at a meeting, including ancillary events and official and unofficial social gatherings.

- Exercise consideration and respect in your speech and actions.
- Refrain from demeaning, discriminatory, or harassing behavior and speech.

Up to 21 Credits Available

Of which 21 hours will be submitted by True North Professional Studies. This activity has been planned and implemented in accordance with the standards of the Academy of General Dentistry Program Approval for Continuing Education (AGD PACE).



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07/01/2022 to 06/30/2025. Provider ID# 216514

