



Blatchford Solutions Podcast #31

Teaching What You Know

Dr. John Wayland - Western Surgical and Sedation

Intro:	00:05	Welcome to the Blatchford Solutions Podcast. A podcast dedicated to helping dentist take the practice to the next level while reducing stress and helping you build a better lifestyle. Now here's your host Dr. Blatchford
Dr. Blatchford:	00:05	Hi I'm Dr Christina Blatchford of Blatchford Solutions and this is another
Dr. Blatchford:	00:05	episode of mornings with Blatchford.
Dr. Blatchford:	00:21	Today I get to introduce one of our long time friends and clients Dr. John Wayland. Welcome John.
Dr. Wayland:	00:21	Hi good to hear from you Christina.
Dr. Blatchford:	00:37	Yes. So it's really been a fun to hear about your story over the years you were a Blatchford client. Can you can you talk a little bit about when you first became a Blatchford client and how your practice has evolved over the years.
Dr. Wayland:	00:57	Sure. I graduated from UCSF dental school in 1981 and I opened my first office in 1984 and it grew rapidly and to the point where I actually had 15 full time employees.
Dr. Wayland:	01:14	And I was literally running between operators through a hygiene shock and then they say there's somebody in the operatory four and I go down there and it just got really stressful and around that time I met your dad. It was a huge turning point for me the Blatchford group at that time I believe is still the same as more like a life coach and you know trying to get more time off to have a balanced life. I change the way I practiced. I cut everything back to like six employees and I took a lot more time off and we made the same amount of money. So it was it was a huge improvement for me. And then

along the along the way I was always interested in oral surgery so I started out self trained there were no courses back then that would help you or help you know.

- Dr. Wayland: 02:13 Gain proficiency. So I would read books and I'd do something easy and that I would keep pushing myself. And today I removed more than 25000 to back a third molar. And I have my own company Western Surgical and Sedation that helps train dentists. Basically what happened was that as I got more and more proficient and I took care of my I.V. sedation permitted in 1983. So all of my friends were asking me hey can you come over to my office and help me with these patients. They want to be sedated. And that's all. So I have a mobile practice now with more than 25 active officers I go to those officers and sedate the patients remove the passions.
- Dr. Blatchford: 03:00 Oh that's pretty interesting. You don't actually have a practice that you go to every day and in fact it's mobile and you go to the practices to do the third extractions and IV sedations and that's a pretty interesting practice model.
- Dr. Wayland: 03:17 I love it. I absolutely love it. And in fact most of the officers I work in they don't even know that I live in Hawaii. I eloped my wife of Hawaii ten years ago and 2007 and we've been here ever since and I fly back to California and see patients. You know work a few days and take some time off which is I learned that practice model from from your dad worked hard then takes some time off and that's how I've been practicing for the last 15 years.
- Dr. Blatchford: 03:56 OK well that's yeah that's that's terrific. Yes I don't think that that. Probably not too many people know that you live in Hawaii but I think that answers the question of why you were always so tan.
- Dr. Wayland: 04:11 Yeah yeah yeah.
- Dr. Blatchford: 04:14 Very good. So from that practice to how your your program Western Surgical and Sedation develop from doing into what you're doing.
- Dr. Wayland: 04:26 Sure. Actually the story is I think kind of interesting. I got requests from some of my friends again. Can you teach me how to do this. And so I started out with a simple one day course where the participants would watch me remove like 16 impactions and the very first course in 2011 one of the attendees was Dr Justin Wu who practiced on the New Orleans with Justin flew over to Hawaii. We were out playing golf one day and Justin suggest that hey maybe we should start teaching more courses because there's definitely a need. Dentists don't

usually get very much training on next with them in school. Not at all. How is that health. But no I mean if it's a difficult extraction it requires some soft tissue the movement or removing bone. Those cases are usually sent to you know like I oral surgery residency and city residency or GPR so the other graduates don't get any training really unless that's the reason why we saw a need and we decided that we would.

- Dr. Wayland: 05:38 We were told that that that's how Western Surgical and Sedation began. And today we have four. Individual courses. There's a Geremek and of course which is with the 2 1/2 year old to one third grade development. We have a course in Nicaragua which covers the surgical fundamentals. We have an Impaction course which is just Wisdom Teeth with root development. And lastly we have an anesthesia sedation course which is a 60 hour ADA guideline course for parenteral IV sedation.
- Dr. Wayland: 05:38 That's it so four courses.
- Dr. Blatchford: 06:22 Very good so it covers everything there with all of those different courses. I think that sounds really interesting and you recently did your Nicaragua trip is so how many.
- Dr. Blatchford: 06:33 How often do you have your courses?
- Dr. Wayland: 06:41 We try to do a course every other month. Also typically the main courses are the impaction course the I.V. sedation course and the hands on exit option which is the Nicaragua course and we do each of those twice a year so we typically alternate months so there's a month off and then another course. We also do the Germectomy close on a very focused and specific type of color so that one's only been once a year.
- Dr. Wayland: 07:16 In September .
- Dr. Blatchford: 07:18 Can you tell us a little bit about that. Like what. I mean I think that it sounds like early third molar or very early third molar removal. But I think it would be good good to really get an idea of what that course really entails what somebody that may be taking that course would get out of it.
- Dr. Wayland: 07:37 Okay well I love your questions. You're a very very good interviewer thank you for asking me that. Okay. The Germectomy removal of the tooth of wisdom tooth that has 0 to 1 3rd root development is always prophylactic because the truth is always completely full boney.
- Dr. Wayland: 07:58 So there's there's a lot of advantages to that so I'll go to the advantages first and then I could talk a little bit about the controversy the advantages are that every

tooth is the same. So you don't have you angles, horizontal, vertical, transverse the teeth are basically round or Lowville. They don't roll around because with a surgical handpiece you cut the tooth in half and then you have a flat surface. It's a kind of a myth that you should wait because the tooth is moving that is not a problem and Western Surgical can show people how to do that but the other thing that I really like about that particular course of the Germectomy course is that these steps are really ingrained in the participants mind when they leave because can we do two patients in the morning, two in the afternoon.

- Dr. Wayland: 08:52 So altogether there are 16 impactions. eight of them are mandibular and eight of them are maxillary and say 8 times we see exactly the same steps over and over. when they knew that I think that someone when the next and it's done with a camera we have a I where HD camera my loop so they can look directly ask questions a small group and then it's projected onto a monitor in the room as well.
- Dr. Blatchford: 09:20 I think that you think I have your germectomy course maybe probably. I think maybe 7 years ago or maybe the beginnings of that course and that was that was one thing that I thought would be so great to be able to just have your own your view of what you're seeing right there and logistically that that wasn't really so easy to see around the patient. That's perfect. Have you got any parts at the paint can't see exactly what you are seeing with that camera. I love it. Very good.
- Dr. Wayland: 09:51 Yeah I get to see it and it's also it's magnified. I mean we have like a 15 inch monitor so what they're saying is look a lot larger than what I'm seeing.
- Dr. Blatchford: 10:04 Perfect the fact that I think that that sounds it sounds pretty interesting. And so then the Hands-On courses are in Nicaragua. Is that right or did you hands on course here in the U.S. as well.
- Dr. Wayland: 10:16 Well there's there's there's hands on in both locations. And we do. We do the hands on impaction course which is those are going to be. Usually we try to try to find patients that are not too difficult. But some of them are full boney. They all require the seven steps from Indian and perception. Max Ribbit thought those in those courses the dentists do actually move the teeth with supervision. So we had a ratio of 1 1 instructor to one patient that the smartest Pickhardt from one patient then the dentist removes all polar passions and then on an exploration they switch roles and that I was hearing that.

Dr. Wayland: 11:05 There's some becomes the assessment that yes we get to remove compassions with supervision. We

Dr. Wayland: 11:10 have a fantastic faculty that has like has done thousands of procedures and all we profession they're not. Who did they call this number. Linens in that room. The police oh difficult cases. Then some day they actually see patients that might have thought.

Dr. Blatchford: 11:35 Very good. And the one of the things that you brought up is are the excellent instructors that you have. And I think that they would be good for you to talk about the the network that you have put together through Western surgical and sedation with these instructors to be able to be in touch. If a student chooses to do that to in touch with these instructors that and you to talk about particular cases. So it's not just that you're just taking with one course but that you then can choose to be part of that network is that right.

Dr. Blatchford: 12:17 Right. Actually it's very much kind of a mirror image of your group on Facebook called Digital IQ. No device has that we have viruses is called the Western says inconsideration forum. It's a private group which means that if you want to post one of your cases maybe didn't go exactly as planned and you don't have to worry about your patients looking up and talking to their neighbor over the phone. It's going to be among colleagues and all of the when it's posted when you post something on our. Private Group and Facebook and the stretch every instructor. The Westminster Hall works well. We'll be able to respond. It may not be the same instructor every time but you'll definitely have several people responding. And we have a straighter sound over in this page. It's nice you get a different opinion but most of it it was a surgical faculty has just calibrated.

Dr. Blatchford: 13:23 So even though you can get a slightly different way of explaining it we try to not offer you know 10 or 15 different approaches we we. Yeah. One approach that simple and easy to follow and it's not confusing. So there is absolutely consistency among all the instructors.

Dr. Blatchford: 13:45 I think that's very good. Very good. And then tell us a little bit more about the sedation course. Do do people that take that first about. Well first of all where is that located. And then you keep your doctors taking that course. Do they bring their patients to that course to be able to get the number of hours that they need to for the sedation.

Dr. Wayland: 14:12 Sure.

- Dr. Blatchford: 14:13 Well there are many courses available to get training so that this could become certified and torrential moderate I.V. sedation our course I think is somewhat unusual because we follow the FDA guidelines the minimum requirements for a number of hours is 60 hours and then we are compliant with that. Our course is a 60 hour course and that's by intention and there are other classes that are 100 to 150 hours and those courses require that that puts us in the loop hole. But practice and multiple times a least signs of injury and often three times they have to leave pay for the airfare paper in a hotel in Milan. And what we're really proud that our course is really concise yet focused on the episodes is on safety. And it's mainly through didactic lectures a lot of hands on and live patient treatment. And we complied with all of the guidelines of the American Dental Association.
- Dr. Blatchford: 15:25 Interestingly there is a lot of controversy or it based on what is the best way to train now because unfortunately there have been some deaths from the sedation but not actually not sedation it's virtually all general anesthesia. I was actually just working on our position statement per Western surgical sedation yesterday so I put a lot of research yesterday that I couldn't find a really find a single case where there was a death from sedation they were all from General anesthesia which means it's not yet dead. But it's it's very very safe. Personally I've I've been doing sedation almost daily since 1982 he has come to any honeymoon at USC and I've never had even an incident said hey can you. This is a patient selection and hydration medication.
- Speaker 10: 16:22 And they basically you know it's there's no no issues with complications that follow basic rules.
- Dr. Blatchford: 16:32 Very good. I'm going to ask a last question here which is which came first the chicken or the egg and what I mean by that here in this case is should somebody take the sedation course first or do they want to go through the third molar course first I think sometimes we we have doctors that asked us those questions about that and of course they say just get going on something we're going to stay. But time with what. What would you say on that.
- Dr. Blatchford: 17:04 Well I'd probably say the best thing to do is to take Blatchford quote First of all. Right
- Dr. Blatchford: 17:09 . Right.
- Dr. Wayland: 17:10 And I know that the answer the answer that it's like it really doesn't make a difference. But I'm serious about that because you practice management is something you can't do. Claudia dentistry for her patients and come to work and be happy every day. You know Linyi unless you

have your priorities established. That was my personal experience.

- Dr. Wayland: 17:34 We were blessed with solutions so I do think that that is a really good advice.
- Dr. Wayland: 17:42 You know as far as the sedation or the actions it doesn't I don't think it really makes any difference. I will say that if the patients are sedated it's a little easier for patient management if you're going to do for the impact that their Maulers thiswise if the patient is sedated and memory. You don't move around in it make it makes sure procedures much more efficient predictable and faster.
- Speaker 11: 18:09 Very good. OK.
- Dr. Blatchford: 18:11 And tell us about 2018 and your year rundown of the different courses that you have and when when you happen. You said one one every other but which is a great pace. So
- Speaker 12: 18:23 tell us a little bit about 20 year 2018 graduate OK I know this going on I'm sitting down right now so I have my computer on the way to the TV. Exactly correct. Right right. OK.
- Speaker 13: 18:38 So we have our the next course were that we offer is the impaction course and we have a really great deal on that. Would give me a thousand dollars off yes. People sign up before January 1 that is actually in charge the three day course. February 2nd third and fourth. And it's usually seventy five hundred dollars. But it's just six thousand seven hundred fifty.
- Dr. Blatchford: 19:07 If they sign up before January 1 that's not a bargain. But that's great. A
- Speaker 13: 19:13 good deal.
- Speaker 12: 19:14 We've had a lot of visitors from from Blacksburg to attend our courses and university all of those artists have been complimentary about how it has helped their practice and how much they how much fun they have to make their followers basically buy all that little I think great. And I know I got yeah I get.
- Dr. Blatchford: 19:34 It's really. Oh you're your forces are really wonderful for our doctors that did that go for our program because one of the big we really like to emphasize with our doctors is to really diversify. Continue your education. If I diversify your skills so that you're really able to offer patients everything that they could possibly want in your practice. And so you don't really need to refer out as much potentially as as you can really keep in the office. So

these these programs really go hand in hand with with our philosophy of creating that value that you would like to do in your practice.

- Dr. Wayland: 20:21 Well for sure the patients don't they don't really want to be referred to house.
- Dr. Wayland: 20:26 They want to stay where are. They know the people they're comfortable with the staff and with the doctor they're in a familiar facility and they don't if they get referred out they don't know who they're going to be seeing and it is not comfortable for them so it's definitely a practice Boulder. I couldn't agree with you more Sam on that issue. Good to keep my house if you can get.
- Dr. Blatchford: 20:49 Absolutely yes. Very good. So you have that course. Coming up in February and then what else do you have throughout the rest OK.
- Speaker 13: 20:58 Well I'm going to give you a very quick rundown. Sure. The easiest thing would be for them. For anybody it's interesting and of course is to go to our Web site which is Western surgical and sedation addition dotcom. MARTIN But I can I say quickly a quick rundown for 2018. We have the impaction Chloris which is the live patient Hands-On course that's February 2nd to the 4th. We have a sedation course in March because we go to Nicaragua and May that close. I love the fact that we're able to do some humanitarian dentistry there over the years since I started doing that. You know since we started doing these camps on courses we've done more than a half a million dollars worth of free honestly.
- Dr. Blatchford: 21:42 Oh my God has a buddy that the name padding high of all that I mean that really it is so nice to be able to feel like you're making an impact in a community. That's wonderful.
- Speaker 13: 21:52 Well well especially in places like Nicaragua Costa Rica Mangel where we've been be that the culture there. There's so there so grateful. And I know many times we have them there they come up to us afterwards and they are thanking us. And then there's tears in their eyes that they have been in for years and were able to help. I mean I had no call. That's wonderful. It's a pretty cool feeling. So yeah. So we left off with May that courses in May and then we start over again in July. We do the patch of course again on September the sedation that were back in Nicaragua in November so it sort of rotates twice a year throughout the year.
- Dr. Blatchford: 22:31 Very good. Very good. I think that sounds great. All right well good. So W WW dot Western what is it say your Web site again. Let me say that again.

Speaker 13:	22:42	Third Western surgical institution dotcom perfect ok.
Dr. Blatchford:	22:48	Binder Method is up about about how much how well that Latchford and I asked for solutions in Western civilization and complement one another.
Speaker 10:	23:00	Me when I when I first met a guy in a bar with Bachelor solutions it was probably 19. I'm dating myself but I was like 1995. Something last night was when I was all stressed out and I remember at that time. Your father was flying his own plane around and put it two or three different states a day and like like a lot of self-employed people he was if he was busy right from us it was from the beginning. When I saw it I remember he had the white board up there and he was like charter but don't have numbers like you know what is your overhead per day. Offertory 1 2 3 and 4. Wow. It was it really hit home to me and then I found out that that he liked us takes much more of his recommending add up for me.
Speaker 10:	23:50	It worked really well and I have to say that the Blasberg class that have taken our course. Yeah that's it. I don't know what it is but they're definitely in a class. Separate from the other state. They come to know that they're good to us they are professionals. They they just seem more relaxed and yet they can get the job done. What I'm watching them work on my hands. Most of them are very very competent. One of them Dr. Jason connectable. Now I know we've gotten started training with them and the company now that. Teaches the removal of case that departure is allowed to come to the surface of the event by right.
Dr. Blatchford:	24:39	Yes. It's really neat what he has put together. He will get licensed in your state in any state. So he'll he'll go ahead and get a license. And then you line up with. And the dentist will line up a day or even two days if you choose of cases and you can choose to do simple cases or you can choose to do cases that are more complicated more surgical. But what is so nice about that is that you get to see your own patients in your own office and you have somebody helping you out. So that's a really great contact that he put together. But I think that one of the things first of all last for doctors are selected. You know we don't we don't work with everyone we want to work with people that we know that are going to be coachable that are that really have an idea of where they would like to go to and are able to set goals.
Dr. Blatchford:	25:34	The reason why probably one of the things that noticed that Blatchford actors are more relaxed and they're also able to really get things done well is that we really emphasize having systems in a practice though just as you were saying you know you do things the exact same way

every single time. So it is that when we find things that are just a little different with each patient we're able to calmly approach it because we already have a system in place that we can predictably get the same result every time. So I think that that's really one of one of the big things. So definitely you're right. We are we really go hand in hand. So I'm really looking forward to working with you in the future and with Western surgical and sedation and for those listening that might want more information about Blatchford.

- Dr. Blatchford: 26:31 You can e-mail us at info at Latchford dot com and we also have a Web site that is W W W dot Latchford dot com. John thank you so much for joining us today. Thank
- Dr. Wayland: 26:47 you. I really enjoyed talking with you. I miss your mom and dad. If you run into them again down in Mexico some that you on the road. Definitely
- Dr. Blatchford: 26:58 . All right. I got.
- Outro: 27:02 Thank you so much for two minutes in this episode of the podcast. Head on over to Glassford dotcom where you'll find shows for this episode as well as other episodes of the podcast. And if you haven't noticed yet these go subscribe to the podcast on iTunes by going to glass Blatchford dot com slash iTunes will subscribe button. And if you would please me a radio interview because interviews are the best way for more people to find out about the podcasts and the site. This is the one for them. All right. Until next time it's time to turn your dental office into a thriving business.