

THE VIVOS *Vibe*

May 2023

Vivos Announces Acquisition of Patented Unilateral BiteBlock Technology

By R. Kirk Huntsman

Vivos is very excited to announce the recent acquisition of all patents, trademarks, FDA registrations, and product rights for products incorporating a unique and proprietary technology cleared for treating TMD, Bruxism and related health disorders. The portfolio of patents and product rights previously held by Advanced Facialdotics, LLC includes not only two current FDA 510k cleared products (the POD and Vantage MAD device), but also allows for future technology deployment across aligner and other novel oral appliance designs.

Along with the asset acquisition, Dr. Scott Simonetti, creator of the POD device, joined the Vivos clinical research team on a part-time basis, with the mandate to obtain additional indications of use from the FDA for migraine headaches, pain, Upper Airway Resistance Syndrome (UARS), and Obstructive Sleep Apnea, among others.

So why did Vivos make this acquisition? First, because the POD is ideal in filling the huge need for an easy to use, highly effective, very safe, and lower cost product that addresses certain conditions that the vast majority of patients present with. Second, it represents an important advance in the treatment of patients presenting with TMD, bruxism, and other related conditions more effectively and at a much lower price point than previously possible. Third, because the POD can assist Vivos patients who need help with airway tissue tonality or who exhibit asymmetrical maxillofacial, cranial, or

postural characteristics. Fourth, delivering the POD is easy and requires minimal chair time and follow up visits. Since the occlusion does not change with proper use, post-delivery adjustments are minimal.

How profitable is this new product? This will be a very affordable solution for providers and patients and is a huge value advantage over other occlusal devices. Keep in mind that standard TMD / Bruxism splints are contraindicated for patients with OSA. The unique design of the POD allows for use with OSA patients who also have TMD and / or Bruxism.

How can I learn more? Vivos will soon have an introductory video presentation available for VIPs to learn more about this exciting new product and technology. We will make an announcement to all VIPs as soon as that video is ready, and the training is scheduled. We expect the initial training for this appliance to be under 2 hours, with full-day or even multi-day advanced courses coming online over the next few months.



And The Winner Is...

Congratulations to Molly Boyl, who works with Dr. Russel Teasdale at Evolution Dental. Molly submitted The Vivos Vibe as her name idea. We all LOVED that name! Thank you so much Molly and we hope you enjoy shopping with your \$150 Visa Gift Card!

We were thrilled to get over 100 names submitted! It was hard to choose just one name. In fact, there were so many great submissions, that we decided to use some of our favorites as names for columns in The Vivos Vibe. Congratulations to Dr. Jeff Johnson who submitted Snooze News and to Marla McGrath from the Vivos Practice Advisory Team who submitted Voices of Vivos. Dr. Johnson and Marla will each receive \$50 gift cards for their submissions!

Snooze News will be the title of the column that features new products and services offered by Vivos. Voices of Vivos will be articles submitted by our Clinical Advisors and Clinical Advocates, as well as Vivos Integrated Providers. A huge thank you to everyone who submitted name ideas. We loved hearing from all of you!

Snooze News

By Braden Bennett

At Vivos Therapeutics, we pride ourselves on our commitment to innovation and excellence. As part of our ongoing mission to provide our Vivos Integrated Providers (VIPs) with the best tools and resources, we are excited to unveil the latest additions to our expanding suite of products and services. Our comprehensive system of appliances is designed to cater to various patient needs, and these new offerings are no exception. With the introduction of PEX, Dorsal Mechanism, and Versa, we continue to build on our promise to deliver cutting-edge solutions that enhance patient care and optimize your practice's success. Join us as we explore these remarkable new products that are set to redefine the future of orthodontic treatment.

Introducing PEX: The Future of Pediatric Expansion

Say hello to PEX, our state-of-the-art, digitally designed pediatric expander. PEX offers many benefits, from increased patient comfort to improved predictability through patient compliance. This fully digital process, from design to fabrication, reduces provider chair time and patient appointments while ensuring exceptional retention with minimal bonding. The PEX is ideal for providers considering a fixed appliance due to compliance concerns, older patients nearing the end of natural growth, or those with severe malocclusion. Choose PEX for a cutting-edge solution that combines convenience, precision, and effectiveness in orthodontic care.



Pediatric Expander The PEX

Welcome New VIPs!

We are excited to welcome these new doctors to the Vivos Family! All of these doctors onboarded during February and March!

February

- Dr. Azita Kabiri, San Leandro Dental Center in Danville, CA
- Dr. Ulky Saint-Vil, Ulky Saint-Vil, DDS, PC in Brooklyn, NY
- Dr. Franziska Dutton, Dutton Dental Care in Redding, CA
- Dr. Sabine Purps, Fine Dentistry in San Diego, CA
- Dr. Vivian Medina, Vivian Medina, DDS, PA in Tampa, FL
- Dr. Soo Jun, Sunland Dental in Sundland Park, NM
- Dr. Aja Nichols, Lifestyle Dentistry in Smyrna, GA
- Dr. Luke Facer, Hales Parker Dentistry in Ladera Ranch, CA
- Dr. Kathryn Hetrick, Kathryn Hetrick, DDS, PLLC in Wake Forest, NC
- Dr. David Crescenzo, Center for Advanced Cosmetic Dentistry in Hammononton, NJ
- Dr. Omar Ragab, Washentaw Dental in Ypsilanti, MI

Revolutionizing mRNA Appliances with the Dorsal Mechanism!

We are introducing our 2nd generation mRNA appliance featuring the Dorsal Style Mandibular Advancement option. This sleek, slim-profile design provides increased patient comfort and tongue space while enhancing wing strength to reduce breakage. The anatomically shaped lower wings ensure superior comfort, and the easy-to-use mandibular adjustment mechanism minimizes advancement errors. Upgrade your practice with the innovative Dorsal Mechanism, redefining comfort, and efficiency in mRNA appliances.



mRNA with Dorsal Mechanism

Discover Versa: A Versatile Solution for Mandibular Advancement

Meet Versa, our 100% digitally designed and fabricated mandibular advancement appliance, 3D printed using cutting-edge nylon materials. Versa offers a smooth, comfortable, and stain-resistant finish, making it ideal for stabilizing patients' airways at night. This minimally invasive, affordable appliance is perfect for patients with limited finances seeking comprehensive therapy. Versa can be used alongside a CPAP or considered for patients post-Vivos mRNA therapy still requiring mandibular advancement. Present Versa as a cost-effective, adaptable solution for your patients' needs.



The Versa

March

- Dr. Sydney Kent, Caring Dentistry in Lincolnton, NC
- Dr. Noura Fadel, Tulip Dental in Redlands, CA
- Dr. Elizabeth Rutledge, Springcrest Sleep Solutions in Jackson, MS
- Dr. Stephen Taylor, Taylor Dental and Implant Center in Oklahoma City, OK
- Dr. Marcela Solarte, Bright Young Smiles in Ft. Lauderdale, FL
- Dr. Victor Rodriguez, Luvic Advanced Dentistry in Doral, FL
- Dr. Luviana Soto, Luvic Advanced Dentistry in Doral, FL
- Dr. Jeff Buxton, Peak Dental in Salt Lake City, UT
- Dr. Sheryl Clear, Clear Lifetime Dental Care in Parker, CO
- Dr. Amanda Sinclair, Pine Dental Clinic in Whitehorse, YT, Canada

Vivos Voices

Inflammation, Vitamins, and Sleep

By Amy Dyries, DMD, FAIHM

As a dentist treating sleep issues, it is helpful to have a comprehensive understanding of how nutrients and vitamins in the diet can reduce inflammation and positively influence how well we sleep. Knowing some of the relationships and communicating these to our patients can help jump start the success of dental appliance treatment.

Without proper nutrients, the body will not work efficiently. One's energy is affected, as is one's resilience to stress. With certain vitamin deficiencies, the body tends to tense up, which disrupts sleep patterns. Think of this phenomenon as the body's way of instant messaging you to change something.

So, which vitamins are known to directly impact sleep and in which foods can we find these? The following is a list of these vitamins, in what foods they can be found, and notes about sleep symptoms associated with not getting enough of these vitamins.

The Vitamins of Sleep:

B12 (Pyridoxine) – low B12 is associated with less REM sleep and less dreaming. B6 reduces inflammation and is a cofactor for an enzyme that makes serotonin. It is found in legumes, meats, eggs, and whole wheat. Low B6 levels are often associated with tingling in the extremities, a glossy, red tongue, and cracked lips. For increasing all vitamin B's, I recommend a B-complex to my patients (methylated or adenylated forms of B12 and folic acid (B9), if they are known to be an MTHFR patient). For increasing all vitamin B's, I recommend a B-complex to my patients (methylated or adenylated forms of B12 and folic acid (B9), if they are known to be an MTHFR patient).

Zinc – Zinc and copper have an inverse absorption relationship; therefore, it is wise to supplement both simultaneously. Low zinc levels influence blood clotting in the body, an increased likelihood of contracting upper respiratory infections, and shorter sleep duration. Signs of zinc deficiency include an inability to smell or taste, fatigue, brittle nails, ED in men and lower sex drive in women.

Copper – Symptoms of low copper levels include problems with memory, premature gray hair, slow wound healing, sensitivity to cold, fatigue, and tendency to sleep longer than expected. Common medications that lower/block zinc and copper absorption include ACE inhibitor drugs for cardiac issues, Chlorothiazide, and PPIs like Tagamet and Pepcid AC. Foods containing copper and zinc include green, leafy vegetables and lean proteins.

Vitamin D – Low vitamin D levels are associated with depression, brittle bones, and weakened immune system. When recommending a vitamin D supplement, I go to products that combine Vitamin D3 with K2 (K2 helps with the absorption of the D into bone tissue). I recommend supplementing with about 3,000 units/day. The primary source of vitamin D for mankind traditionally is via sunlight. Twenty minutes of sunlight daily is a great way to boost levels. In terms of foods, proteins are a great source of vitamin D. Also, cod liver oil is an excellent source of vitamin D and great for its' omega 3 content which shuts down many inflammatory pathways in the body and supports growth of the brain.

Magnesium – A dentist's first clue of low magnesium levels (present in an estimated 85% of Americans) is a patient grinding their teeth! Magnesium also prevents muscle stiffness, decreases incidence of headaches and migraines, prevents irregular heartbeat (think atrial fibrillation), lowers seizure activity for epileptics, and increases the absorption of vitamin D. Foods containing magnesium include avocado, salmon, nuts, dark chocolate (yay!), whole grains, and green, leafy vegetables. I typically recommend patients trying a range between 400-1200 mg of magnesium before bedtime to influence better, deeper, longer sleep habits. To determine how much is appropriate, advise your patient that temporary diarrhea is your body's way to say that you have taken too much.

Vitamins and supplementation can be a quick way to boost energy, promote better quality sleep and lower inflammation. I hope you find the guidelines above a useful tool to support your patient in their journey to enjoying a better life lived. If you have any questions, feel free to reach out to me at Amy@WholeHealingDental.com.



Cheers to you in good health!

Amy

Billing in Our Sleep: The Billing Intelligence Team Blog

Trina Oliver, VP Medical Billing

Unlocking the Benefits of Medical Billing for Medically Necessary Treatment in a Dental Office

Did you know that dental offices can provide **MEDICALLY NECESSARY** treatment in a dental office and bill medical insurance for it? By offering medical billing for OSA treatment and other medically necessary procedures, dental offices can enjoy numerous benefits that can help them attract new patients, increase revenue, and improve patient outcomes.

By providing Medical Billing as a competitive advantage tool in your office you are not only helping the patient cover a portion of their treatment, but you are also increasing revenue in a smart way that other dental offices might not care to pursue. Did you know according to the American Academy of Dental Sleep Medicine, medical insurance reimbursement for medically necessary treatments can range from \$2,000 to \$10,000 per patient.

The Billing Intelligence Service can help you decide if offering medical billing is right for you. We provide a dedicated Account Manager as an extension of your office walking each of your cases through the medical billing process from start to finish. We bill for OSA, TMJ/TMD, Myofunctional Therapy, Oral Surgery, Botox, Imaging and of course Exams.

Check out our Billing Packages at <https://vivos.com/packages/>. We have a promotion for VIP Spring into Summer coupon code will give you \$200 off your set up price. Coupon Code: 200off

Want more info? Contact Medicalbilling@vivoslife.com and schedule your medical billing consultation with me, Trina Oliver, VP of Medical Billing. I will help you navigate and determine if medical billing is right for you in your office environment and help you customize your billing package. All packages come standard with our Aire02 electronic health records system as well.



Wishing you Happy Medical Billing!

Trina

The Airway Integration Tour is back on the road....

And we are coming to a city near you with all new training! This year we are excited to announce that we will be training on flow for children. We will also be sharing information on our new appliances. We are excited to see you and your team there!

05/12/2023 Sacramento, CA

06/09/2023 Philadelphia, PA

06/16/2023 Tampa, FL



Spotlight on Vivos Captains

By RaeAnn Byrnes

The TMJ and Sleep Therapy Centre in Flower Mound, TX is led by two amazing Vivos Co-Captains, Bailey Stevens and Kailee Knack. I was fortunate enough to be able to visit the practice and meet Bailey and Kailee, who became Vivos Co-Captains just over a year ago.

Since Dr. Krish has started over 40 cases, my first question was "How do you keep your team focused on Vivos – how do you keep it fresh and fun?". They both said, "We are always talking about it – we talk about it in every meeting and look for ways to do things better and easier!".

My next question was, "What was the most valuable thing you learned at Vivos Captain Training?". Kailee was quick to answer that question, "We learned how to get organized and how to be on top of what we needed to be doing. Captain Training helped us figure out how to implement all the things we learned at Team Training".

I asked, "What would be your advice to new Vivos Captains?" and I loved their answer, "Be organized, stay up to date on what is happening with patients and don't hesitate to ask for help. Our Practice Advisor, Ashleigh, came in and helped us figure out the flow in our office and that made a huge difference!".

Congratulations to Bailey and Kailee for being our very first Vivos Captains in the Spotlight! And huge congratulations to Bailey, who is expecting her first baby in June!



Special Events at The Vivos Institute

May 20th

Dr. Ben A. Sutter and Dr. Robert B Kerstein, "Introduction to T-Scan". A one-day intro course that illustrates how employing occlusal measurement technology, and an evidence-based digital approach to occlusion, helps dentists provide lasting, comfortable and successful treatments for patients in everyday clinical practice.

Included in your \$820 VIP discounted ticket price:
Breakfast and Lunch
Course Training Materials
8 CE credits

June 1st – 3rd

Don't miss Patrick McKeown's "Live Certification Course"! Two and a half days of intensive training and practical, hands-on learning from the foremost expert on breathing!

Included in your \$2195 ticket price:
Thursday – Breakfast and Lunch
Friday – Breakfast, Lunch, Dinner, Dessert, Beer and Wine
Saturday – Breakfast and Lunch
Patrick McKeown's latest book "The Breathing Cure"
Buteyko Instructor Training Manual
17 CE credits
And lots more!

August 25th

James Hunter "Creating a Culture of Excellence". We had such great feedback on James Hunter's course, "Servant Leadership", at the 2022 Breathing Wellness Conference, that we have invited him to speak at The Vivos Institute for a full day! You won't want to miss this deep dive into leadership, teamwork and culture.

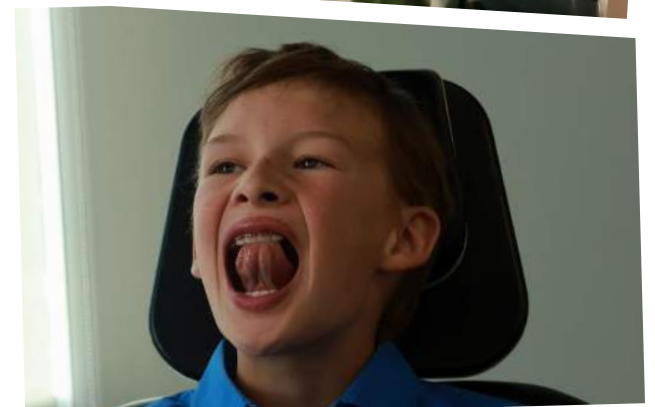
Included in your \$795 Early Purchase Discount ticket price:
Breakfast and Lunch
James Hunter's book "The Culture"
7 CE credits

To register for these, and other amazing live courses at The Vivos Institute, go to:

<https://thevivosinstitute.com/events-calendar/category/live/>

Vivos Clinical Study on Children is Up and Running!

We are excited to announce that Vivos has launched a Clinical Study on children. The study was kicked off on Wednesday, April 19th with parents attending a Parent Education Meeting at The Vivos Institute. On Saturday, April 22 we saw the first round of children. We will continue to bring children into the study over the next several months. All participants in the study receive a CT scan, Intra-Oral and Extra- Oral Photos, Digital Scan, Rhinomanometry Assessment, Head and Neck Exam, and a Sleep Quality Assessment. It was a great day spent working with amazing children. Seeing children leave The Institute with their Vivos Starter appliance was the best part of the day!



Photos from our 1st Clinical Study Day



When Airway and Sleep are always on your mind – you find ways to share it wherever you go! Dr. Kalli Hale and her son, Benton, spend their Saturdays racing cars and promoting airway health!

Kassi Klein, DDS

“When you breathe better, you sleep better, and when you sleep better, you feel better. When you feel better, you live better!” – Dr. Kassi Klein

Dr. Kassi Klein is passionate about helping people to improve their overall quality of life. Dr. Klein was drawn to dentistry because she’s always just loved people’s smiles, and being a dentist has allowed her to help people make meaningful changes in their overall health and well-being.

In 2018, Dr. Klein’s mom, Karri, had a heart attack, and the cause was never determined. After scanning and evaluating her mom’s airway, Dr. Klein discovered a considerable airway insufficiency. Her mom had numerous symptoms related to airway insufficiency, including fatigue, diabetes, fibromyalgia, and anxiety. A sleep study confirmed Dr. Klein’s findings, revealing severe obstructive sleep apnea. Seeing firsthand the effects of a restricted airway and the subsequent healing journey through dental appliance therapy has only increased Dr. Klein’s dedication to airway dentistry.

Dr. Klein is a Vivos Clinical Advocate and is a great resource for other Vivos providers. From day one after completing

her training, she was ready to jump in and start treating her patients and as a result, she was awarded the “Vivos Rookie of the Year” at the Breathing Wellness Conference in Cancun. Dr. Klein is now doing 98% airway in her practice and has brought in an associate to take over the general dentistry. She is always looking for ways to share information on airway and sleep. In February, Dr. Klein spoke at the TransMed Wellness Expo on Airway, Sleep and TMJ.

Dr. Klein lives and practices in Spring, Texas. When she is not working, she loves spending time with her husband, Mike and her two beautiful children!

Keep your eyes on this passionate, dynamic, focused doctor! She is going to make a huge impact on the health of her patients and her community. We feel very fortunate to have Dr. Klein in the Vivos family!

Making A Difference



We are excited to recognize the following doctors for March and April for “Making a Difference” in their patient’s health and impacting their lives for the better!

February

Dr. Jonelle Crichton

24 Total Patients Started Treatment

Dr. Kalli Hale

23 Children Started Treatment

Dr. Kevin Goles

8 Adults Started Treatment

Dr. Tara Griffin

8 Adults Started Treatment

March

Dr. Kassi Klein

25 Total Patients Started Treatment

Dr. Kassi Klein

8 Adults Started Treatment

Dr. Jonelle Crichton

22 Children Started Treatment

April

Dr. Kalli Hale

19 Total Patients Started Treatment

Dr. John Gernetzke

5 Adults Started Treatment

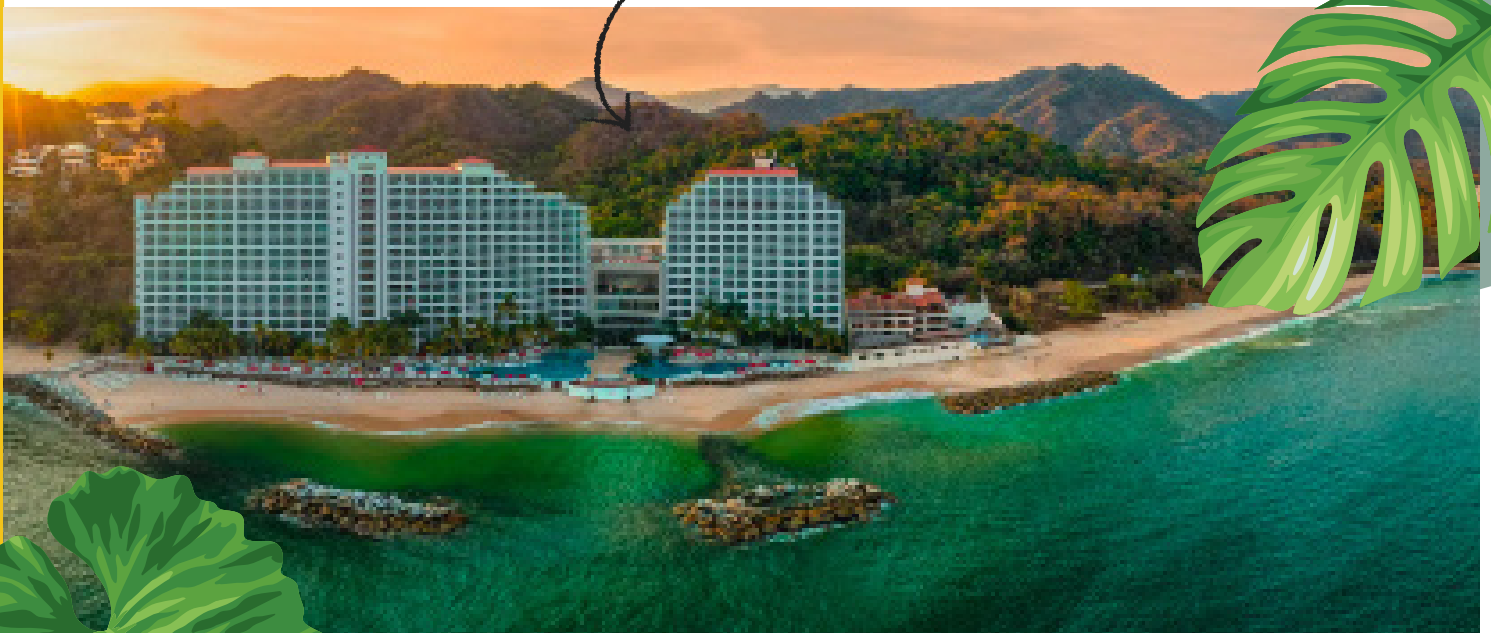
Dr. Jonelle Crichton

18 Children Started Treatment



Breathing Wellness Conference 2023!

The Vivos Events Team is excited to announce that our 5th Annual Breathing Wellness Conference will take place October 26th – 28th at the Hilton Vallarta Riviera in Puerto Vallarta, Mexico.



Tickets on Sale Soon!!

Watch for an email/text message with a link to register!

This year, we are changing things up a little – we are making this a “User’s Conference” only. That means we will only be hosting existing VIP’s and their teams, which means we can focus solely on YOU. We are hard at work finding great speakers and creating a course line-up that will be the best we have ever offered! We have already booked a fabulous keynote speaker – you won’t want to miss this one!

We selected Puerto Vallarta based on feedback from doctors who attended last year’s conference in Cancun and loved that it was an “all-inclusive” resort, which made it more affordable to bring team members and families. The resort is beautiful with seven delicious restaurants, three lounges, two ocean-front infinity pools, nightly entertainment and more. The beaches in Puerto Vallarta are beautiful, the flights are affordable and there is something there for everyone to enjoy. Snorkel, kayak, play beach volleyball, morning breathing and yoga or just relax by the pool and watch the sunset – it’s up to you!



We are thrilled to have Joe Sweeney as our keynote speaker for BWC Puerto Vallarta! Joe is an internationally known speaker and is the author of four books, including the New York Times bestseller, Networking is a Contact Sport: How Staying Connected Will Help You Grow Your Business, Expand Your Network – Or Even Land Your Next Job. A huge thank you our VIP and Vivos Advocate, Dr. James Massa for connecting us with Joe and making it possible for us to have him as a speaker!