

DIGITAL SINGLE ARTICLE

DENTALTRENDS

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FEB 1 16

DELIA TUTTLE, DDS

MEDICAL DOCTOR,
GENERAL DENTIST WIFE
MOTHER VISIONARY &
TALENT EXTRAORDINAIRE

FOLLOW THE PINK

The Passion Behind Scenes

Dental Diva

SHARES HER STORY

Fun Facts About
Delia Tuttle



PLUS

THIS TRENDSTAR'S NEXT
BIG MOVE HER NEW HOBBY
& PLANS TO RETIRE



Delia Tuttle, DDS

A WOMAN ON THE EDGE OF EVOLUTION

By Helen & Sharolyn

Working with Delia Tuttle on this Digital Single Article was by far the greatest experience. The reason? Simple. Delia owns her future. This is what we love about forward thinkers like Delia. They are laser focused and directing their life to the #top. We had so many questions as she is very active on social media amongst many other projects she carries along her busy day as a clinician. Let us take you through a wonder woman's journey.

Transylvanian Moves to United States

Among many titles, Delia Tuttle is a general dentist who has a private practice in Canyon Lake Dental, California. Born

and raised in Transylvania- which explains her love for surgeries (wiNK), she moved to United States just 10 years ago and since then, her journey has been one intense and amazing ride.

*"AT AGE 4, I DECIDED THAT I
WOULD BECOME A DOCTOR
AND I DID EVERYTHING IN MY
POWER TO MAKE THAT DREAM
COME TRUE."*

Career Decision At Age 4

"At age 4, I decided that I would become a doctor and I did everything in my power to make that dream come true." Her statement says it all. Since early childhood, Delia has been on a path. In 2000, she graduated as a medical doctor in Romania and started her practice as a physician. Her passion for the surgical field led her to Dentistry having in mind a career in Oral surgery. In 2005, she became a dentist.

"DO NOT BE AFRAID OF MISTAKES OR FAILURES. THEY ARE THERE FOR A REASON AND THEY HAPPEN FOR ALL OF US. BE COURAGEOUS."

A Message to Women

When we asked Delia to describe herself, as we do with all of our TrendStars, Delia stated, "I am every woman. Maybe, I am YOU - the one who is reading this article. I am a woman who empowers women. I also happen to be a wife, a mother, a leader and a mentor. But, at the base of it all what I really am is a hard working soul. I was reading a magazine not long ago that was reporting statistics regarding professional jobs held by women: 52 percent were owned by females but they were less involved in leadership roles. I want to change that! There is a gender shift in Dentistry. More female dentists will join the dental field. This is my message to these women: I believe in the power of women. Do not be afraid of mistakes or failures. They are there for a reason and they happen for all of us. Be courageous. Vocalize your ideas, trust your instincts and feel comfortable to disagree. Create a good healthy environment that nurtures family life with flexible work schedules. I believe we can do it! And never the less BE YOURSELF, TRANSPARENT and embrace the NEW."

Delia's message is very clear. She is a woman for women. As she went on about her belief in women of dentistry to rise up and take a stand, we couldn't help but ask how involved she is in the industry.

Delia's Involvement in Dental

She is an over-the-shoulder mentor to her dental peers in Canada, USA, England, Romania and manages to do this all online. She offers younger generations to observe her in her practice in efforts to encourage careers in dentistry.

She is involved in 4 invention projects with other dental professionals (which she promised to share at a later time), testing new materials on bone grafting with a colleague from Italy, Dr. Roberto Rossi and consulting on the topics of dental practice management and case acceptance. That's not all. Delia started lecturing for a major dental implant company, dental community and various study clubs. She is also a writer for many publications in dental magazines throughout the world. Her most current project is a poster presentation for Academy of Osseointegration 2016.

Is this a woman on the edge of evolution or what!

Coming up next: Why you want to "Follow the Pink".



FOLLOW THE PINK



WHAT IT MEANS TO FOLLOW THE PINK

"After an amazing training at UCLA in all dental divisions especially in the periodontal department, I became fascinated by soft tissue. I am dedicated to bring to my dental peers, everything I learned and continue to learn about soft tissue. You can Follow the Pink (on Facebook), where you can share and find my daily posts illustrating and educating this subject. Stay tuned for the official launch of my ultimate dream, Follow the Pink Academy, a teaching institute with live surgeries and hands on suites."

Delia Tuttle, DDS



DENTAL DIVA

"I LOVE WHAT I DO"

Exclusive Interview with Delia Tuttle, DDS

Delia Tuttle is truly a charm in the dental industry as she has so much to offer. She is a great leader, an inspirer and a diplomat. Let us share with you our exclusive interview.

H & S: Let's start with the topic of the year, Follow the Pink. Tell us a bit about what brought you to this.

Delia: In school, we had to perform many periodontal procedures such as crown lengthening, pocket surgeries, and frenectomy in order to graduate. For some reason the PINK stuck out most and I was really impressed by how much can be achieved in treating gums. Upon graduation, I really wanted to continue my education with soft tissue but was unable to follow a residency program due to the heavy loans I had already incurred. However, this passion has never left me. Through Follow

the Pink Facebook Page and Academy, I am able to continue my own dream to further my education in soft tissue and bring this knowledge to countless others who also share my passion for continuing their education in this area of dentistry.

H & S: Tell us about your dental practice. Why is it different? Your staff, your level of care and training.

Delia: My practice is my image and my team represents my vision. You have to experience us to understand this. I love my staff. Every single one came to me for employment. I am blessed with beautiful people from the inside out.

I bought my practice three years ago. It had 2 full days of patients, but within just three weeks I was fully booked working six days a week. Prior to purchasing this practice I worked for 3 years in a corporate dental setting. My leadership skills developed there and contributed to the

beautiful team that I now enjoy from all angles.

I currently employ seven fabulous women and they all share one name, Diva! I am very positive and a happy person, and this gives me the power to motivate the people around me. I am supportive of my staff and wish for them to progress within their area of expertise, becoming true leaders. A good leader creates more leaders. Right?

One staff member I am particularly proud of is my assistant who moved forward to become a hygienist after seeing my passion for soft tissue management over the course of the last year.

My husband works with me as a manager, and it is the best experience I could have ever imagined. After all, he is the love of my life. It was the most stressful decision to suggest to my husband CJ to quit his job and join me in the Dental field. He was also pretty skeptical in the beginning. But, my confidence in this plan won out. He has become my right hand, the stone of my confidence and now I can concentrate on pure dentistry delivering high standards for my patients knowing everything else is in CJ's hands.

My patients see the wonderful flow of the practice and constantly comment on how the entire staff looks so happy. This means everything to me, that the patients

“..patients can sense our
tension-free environment.”



Follow the ...
PINK
... with Delia Tuttle DDS

can sense our tension-free environment.

It is said that success is no accident – it is hard work and dedication. Building a reputation is not easy and takes more than 8 hours a day. It takes constant work and training, but we are different. What we think is that success is blending PASSION for profession with PERSONALITY and a sense of HUMANITY.

Dentistry is not only about teeth, it is building long time relations with my patients. I am joking many times throughout each day with my patients telling them that I want my work to last a long time since I am planning to retire from this place and I really don't want any eggs on my windows!

When I bought my practice I looked for a place that had the potential to expand because I knew my ultimate plan was to grow. The office had 3 dental chairs at the time but with the suite available next door I have now doubled my space and have built 8 operatories to date. The rule of 3 applies to me because every 3 years something perfect in my ultimate dream has come to fruition. I can wait to see what the future holds for me in 3 years.

"Front office is the key to the virtual people."

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H & S: How do you keep team happy? Motivated? Loyal? Incentivized?

Delia: Honestly it comes from a leader with positive energy and enthusiasm. I involve my staff in the evolution of my cases and they get excited as well. For my Hygienists, I push them to publish articles, I take pictures for them. They are very enthusiastic and I truly enjoy encouraging their growth! I even want to send one of my Hygienist to dental school.

H & S: Really?

Delia: Yes. I encourage my staff to progress, I don't mind paying for their training I give raises. I do performance reports every 3 months. I give bonuses for Christmas and a lots of fun gifts throughout the entire year. When I go shopping it is so much fun, I know all their sizes

H & S: What's your expectation of front office staff?

Delia: Front office is the key to the virtual people. The idea is, whoever answers the phone holds the key to my office. If they don't know how to smile, answer the phone and the questions properly they will push my patients away. We discuss everything like a family.

DENTAL TRENDS



H & S: So, what's your favorite dental procedure?

Delia: My favorite dental procedure is periodontal plastic surgery for gummy smile treatment. I believe that it has the most impact on final results and it is changing patient's lives in drastic ways for the better. I have to thank Dr. Roberto Rossi for his wonderful course and also Dr. Kenneth Valaderas for his wonderful posts on social media.

H & S: Was there ever a moment where you wanted to leave dentistry?

Delia: Yes. The first day of clinical training. I still remember that day. My instructor made me clean a denture. It was not a pleasant experience to see the deposits on the denture and feel that warm material in my hand. But, I did not give up. Changing fields from medicine to dentistry was completely different, but I acclimated quickly.

H & S: Delia, what drove you to become such a great dentist?

Delia: There are 3 dental procedures which made me a better dentist:

1. Crown lengthening - the first periodontal procedure that I had to learn. We are dentists and our mission is to save teeth! Knowing how and when to manage hard and soft tissue is key. Knowing how to perform this procedure will open the doors for implant placement to gummy smile treatment including grafts. Laying a flap is easy and your surgical skills will be improved. Here, I can highly recommend Dr. Ziv Simon's course.

2. Dentures - the most stressful exam at UCLA but thank you UCLA! If you understand dentures you are mastering

cosmetics, full mouth rehabs, hybrids. Everything is starting from the 2 centrals position. Calculating the correct vertical dimension of occlusion, arch form, teeth form, lips and buccal corridor is essential for cosmetic dentistry; occlusion, full mouth rehabs and building beautiful hybrid restorations on implants.

3. Photography - my new hobby! I use to take pictures with my phone to be able to get case acceptance and also to have good lab communication. Looking back it was a good start. I started posting pictures on line and one day Dr. Roberto Rossi told me, "You have good cases but your photography is terrible!" It was the moment of truth. So, I bought a dental camera and I got good training. Everything improved from my surgical skills, diagnosis skills to case acceptance skills. Thank you Miladinov Milos for your amazing photography course and for your endless guidance.

H & S: Finally, what words do you live by?

Delia: We are in a wonderful profession where we can make a positive difference in the life of another human being. And, No short cuts allowed.

I carry this philosophy in my daily dentistry. I firmly maintain that creating a great healthy foundation for restorations is the key and I keep the standards I learned in dental school. I really feel so fortunate to have graduated from the prestigious university UCLA.

Dentistry is more than a profession to me. It is my passion, it is my life! Salvatore Dali once said, "Have no fear for perfection! You will never reach it." It is so true. So, I am fearless and courageous when it comes to dentistry and I feel this is why I have progressed so much in the past 3 years.



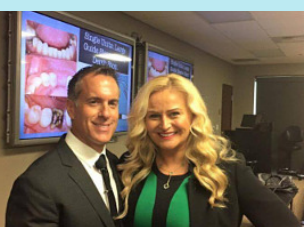
FOLLOW DELIA ON FACEBOOK:

delia.dragan.5

WWW.CANYONLAKEDENTIST.COM



1. My favorite color is Green (ONLY after PINK for soft tissue management ;).
2. My favorite number is 13.
3. After moving to the USA I learned the meaning of "per serving"- only after gaining 12 pounds in one summer studying for my NBDE exam eating large bags of M&M thinking they are 100 calories.
4. I detest wrinkled clothes and dirty shoes.
5. I am grateful to my parents for my education and solid values in life.
6. At my first job in USA I made 7 dollars an hour. Second job, 10 dollars. My first Christmas bonus was 30 dollars and I bought a set of Christmas plates. I still have them and happy to use them each year.
7. I carry a CPR mask in my purse just in case I have to save lives.
8. I love to study! After 25 years of school I cannot wait to enroll in another continuing education course to learn something new.
9. I am a very forgiving person. I have the ability to see beyond their frustration. I have to ability to see beyond people's frustrations.
10. Attitude is everything in life. Positivity and confidence.
11. I love sports and I pick up fast anything new.
12. Dancing with the Starts is my dream, but I am not that famous yet.
13. During high school I treated a lots of animals, including: dogs, pigs, cats, birds. I even helped with a pig's delivery and I performed CPR to resuscitate a baby pig. It worked!





14. I wake up every day around 5 am. I work out 3 times a week at 6 am. The rest of the days I watch webinars online.
15. There is one thing that I wish to have more of, Time.
16. My favorite dessert is chocolate. My second favorite one is chocolate. My third... you guess.
17. I truly believe in destiny and I truly believe that my husband is my soul mate.
18. I used to see life in black and white. As time passed, I changed and now I see more than 50 shades of gray. I am more diplomatic from a *raw* stage.
19. At age 18 I saved my grandma from chocking – the Heimlich method worked out. It was scary to see how my grandma was turning blue. Darn you chicken bone!
20. I am very lucky but I did not win the lottery yet!
21. I am a very genuine person. I like everyone succeeding around me. I love to mentor and support young and new talent.
22. I am a good leader and I work hard.
23. I never had a wedding - I had a small ceremony with my in laws and my sister in laws- We saved all our money to pay for my UCLA dental training. Never had that white dress!