

Curriculum Vitae

Charles S. Barotz, D.D.S.
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PROFESSIONAL

- 1980 – Present Private Cosmetic Practice with emphasis on complex comprehensive adult dental care. Skills include surgical placement of implants and periodontal surgery, including soft tissue and bone grafting. Accomplishments include the introduction of the Maryland Bridge and Bonded Porcelain Veneers into clinical practice in Colorado.
- 1973 – 1976 Lecturer/Mathematics, City University of New York.

EDUCATION

- City University of New York – Lehman College
Degree – B.A. – Mathematics, 1973
Georgetown University School of Dentistry
Degree – Doctor of Dental Surgery, 1980

PROFESSIONAL MEMBERSHIPS

- American Dental Association
Colorado Dental Association
Metropolitan Denver Dental Society
Colorado Prosthetic Society
Columbine Periodontal Study Club (former member)
Academy of Osteointegration
Midwest Institute of Advanced Dental Studies
Rocky Mountain Dental Study Club (former member)

HONORS

- Cosmetic Practice of the Year Finalist (2002 Levin Group Competition)

PUBLICATIONS

- “Why General Dentists Should Be Doing Implants”
Crown Council News, Fall 1997
“To Advertise or Not to Advertise – Is There Still a Question?”
Journal of the Colorado Dental Association, Spring, 1998
“Why Most Dentists Hate Doing Dentures and How to Love Them”
Profitable Dentist; March 2000
“The First Appointment; Monumental Moments Which Wow a Patient to Yes “
Profitable Dentist, July 2001
“Dental Peaks: How to Succeed in the Fee For Service Arena”
Profitable Dentist, August 2001
“Making Advertising Work”
Profitable Dentist, October 2001

- “Company’s Coming: The New Patient Arrives”
Profitable Dentist, December 2001
- “How to Eliminate No Shows, Cancellations and Accounts Receivable”
Dental Economics Web Edition February 2002, Dentistry Today, June 2002
- “Attention Implant Companies; Quit Your Fighting and Grow the Pie Together”
“Implant News and Views February 2002
- “The Custom Denture; Highly Appreciated, Undervalued. How to Make Them a Profitable Part of Your Practice.”
Dentistry Today, March 2002
- “Great Cosmetics, A Temporary Thing; How Provisional Restorations Can Insure Exquisite Cosmetics”
COVER STORY, Dentistry Today, September 2002
- “Perceived Value” an interview with John Jameson
Dental Economics, November 2002
- “Become a Super Dentist”
The Profitable Dentist, December 2002
- “Smile Makeover with Gum Lift”
Dentaltown Magazine, July 2005
- “Drop Dead Gorgeous Overdentures”
Dentaltown Magazine, September 2005

BOOK

The Patient Centered Dental Practice: How I Built A Thriving Fee For service Practice By Wowing My Patients

Published February 2011

VIDEO TAPES

Produced and Presented – 1 hour Video- “How to Think About, Market, Sell and Fabricate - **Drop Dead Gorgeous Dentures**”

AUDIO TAPES

- “Work Smarter – Not Harder”
Richards Report Audio, Tape Series, March 2000
- “The Adult Dental Practice”
The Profitable Dentist, 2001
- “Drop Dead Gorgeous Dentures”
Richards Report Audio, Tape Series, August 2002

PUBLIC SPEAKING

- “Public Awareness Seminars on Dental Implants”
4 times yearly
- “Beware Managed Care”
Colorado University School of Dentistry, Residents, April, 2000
- “Why Most Dentists Hate Doing Dentures and How To Start Loving Them”
GenR8TNxt Seminars, Cancun Mexico April 28,2001
- “Dental Peaks, How T Succeed in the Fee for Service Arena”
Profitable Dentist Spring Break Seminar in Destin, FL, March 2002
- “How To Add \$200,000 To Your Practice With Drop Dead Gorgeous Dentures”
GenR8Tnesty Seminar, Orlando FL, April 20,2002
Rocky Mountain Dental Study Club, December 5, 2002
- “Cosmetic Dentures- The Next Purple Cow”
Las Vegas, NV, March 12, 2004
- Panel of Experts- Dental Implant Study Club
Denver, CO, Winter- Spring 2003
- Panel of Experts- Lifecore Implant Study Group 2004
- “How to Think About, Market, Sell and Fabricate - **Drop Dead Gorgeous Dentures**”-
Ark-LA-Tex- 53rd Annual Convention, Shreveport, LA August 20, 2005

“How to Think About, Market, Sell and Fabricate - **Drop Dead Gorgeous Dentures**”
“Fabrication of the Implant Retained Overdenture for the Lower Arch”
American Family Dentist, Las Vegas, NV, July 24, 2004

“How to Think About, Market, Sell and Fabricate - **Drop Dead Gorgeous Dentures**”
“Fabrication of the Implant Retained Overdenture for the Lower Arch”
Dental Townies Meeting, Las Vegas, NV, March 31,” 2005

“How to Think About, Market, Sell and Fabricate - **Drop Dead Gorgeous Dentures**”
Excellence In Dentistry, Destin, FL, April 14, 2005

“How to Think About, Market, Sell and Fabricate - **Drop Dead Gorgeous Dentures**”
“Fabrication of the Implant Retained Overdenture for the Lower Arch”
Oregon Dental Association, Portland, OR, April 14, 2007

Hands-On Workshop

“An in depth look at how to set the anterior teeth on a Drop Dead Gorgeous Denture. Attendees also learned how to duplicate dentures with Dr.Barotz unique methods.” **Hands On Workshop**
Excellence In Dentistry, Destin, FL, April 14, 2005

“An in depth look at how to set the anterior teeth on a Drop Dead Gorgeous Denture. Attendees also learned how to duplicate dentures with Dr.Barotz unique methods.” **Hands On Workshop**
Excellence In Dentistry, Destin, FL, April 07, 2006

“How to get your patients to say YES!” **Hands On Workshop**
Excellence In Dentistry, Destin, FL, April 20, 2007

MEDIA APPEARANCES

“Open Wide and Say ‘AHHH’”

Featured in the Rocky Mountain News, Cover of the Health Section, May 13, 2003

“Dream Pays Off With Big Smiles, Dentist Calls Self Smile Doctor “

Featured in the Denver Post, Cover of the Business Section, December 27, 2002

“Dentistry For Your Golden Years”

KEZW Radio Interview- September 2003

Tom Martino- Nationally Syndicated Radio Show- Field calls regarding consumer dental issues

“Extreme Makeover- Local Edition”

Channel 7- News selected Dr. Barotz to participate in their local “Extreme Makeover” July 2004

“Dental Implants Better Than The Original”

It’s Your Life Magazine, November 2005 Issue

“Dental Spas Massaging More Than Your Gums”

It’s Your Life Magazine, Spring/Summer 2005 Issue

“Doctor Guide- Cosmetic Dentistry”

Bloom Magazine, Winter 2006

CONTINUING EDUCATION

TMJ

Dr. Jeff Okeson

Clinical Management of Temporomandibular Disorders (2 days)

Dr. Allen Moses

Masticatory Problems (1 day)

Dr. Pete Dawson

Occlusion (2 days)

Dr. John Kois

Functional Occlusion (½ Day)

Updated as of 12-29-05 (CE)

IMPLANTS and ORAL SURGERY

Dr. Dan Sullivan	Implant Prosthetics (1 day) Treatment Planning for the Edentulous Maxilla (1 day)
Dr. Larry Sowinski	IMZ Implant System (1 day)
Dr. Stephen Wheeler	IMZ Implant Surgical Seminar (2 days)
Dr. Carl Misch	Dental Implantology (1 day)
Creighton University University of Michigan School of Dentistry	Implantology, Mini Residency (6 days) Multidisciplinary Patient Rehabilitation – Implants, (including cadaver workshop) (3 days)
Dr. Tom Wilson	ITI Single Stage Implants (1 day)
Dr. Steve Lewis	Partial Edentulism and Osteointegration (1 day)
Dr. Curtis Jansen	Maximize Your Practice Potential with Implant Dentistry (1 day)
Dr. Carl English	Implant Prosthodontics (1 day)
Dr. Axel Kirsch @ Midwest Institute for Advanced Dental Studies	Treating Partially Edentulous Patients with Endosseous Implants (1 day) <u>Hands on Surgical Symposiums</u> , Implant Placements and Sinus Lifts (2 days x 2) Implant Placement and Sheltered Bone Formation (2 days) Implant Placement, Sheltered Bone Formation and Mandibular Nerve Transposition (2 days)
Dr. Richard McCall and Dr. Alan Rosenfeld	The Restorative Dentist as the Leader of the Implant Team (1 day)
Dr. Richard Lazarra	Prosthodontic Directed Implant Therapy (1 day)
Gore-Tex Laboratories	Gore-Tex Application in Ridge Augmentation (1 day)
Dr. Dennis Tarnow	Controversies and Innovations in Implant Dentistry (1 day)
Dr. David Cochran	Interrelationships of Implant Design and Bone (1 day)
Dr. Stanley Malamed	Local Anesthesia (1 day) Medical Emergencies in the Dental Office (1 day)
Gunar Phillips Academy of Osseointegration	The Ogram System of Exodontia (1 day) Multiple Lectures On Implant Placement, Bone Grafting, and Soft Tissue Grafting (3 days)
Dr. Carl Misch	Treatment Planning and Restoration of Dental Implants (1 day)
Dr. Dennis Tarnow	Fundamentals of Implant Placements (1 day)
Dr. Steven Howard	Pre-prosthetic Grafting w/ implant placement
Dr. Burton Melton	The Four pillars Of Implant Dentistry (1 day)
Dr. Dennis Tarnow	Controversies and Innovations In Esthetic Implant Dentistry (1 day)
Dr. Stefan Paul	High Strength, All Ceramic Restorations and Esthetic Challenge and Controversies of Anterior Implant Supported Restorations (1 day)
Dr. Paul Rosen	Maintaining Ailing A- Realistic Treatment Option In The Era Of Implant Dentistry (1 day)
Dr. Aldo Leopardi	The Esthetic Zone: Implications OF Adjacent Implants (3 Hrs)
Dr. Bobby Butler	Periodontal Plastic Surgical Procedures For Gingival and Implant Esthetics (1 day)
Dr. Frank Higginbottom	Implant Therapy For Patients With Significant Needs (1 day)
Dr. Gerhard Michael Iglhaut	Current Concepts in Esthetic Implantology (1 day)

PROSTHODONTICS, RESTORATIVE AND COSMETICS

Dr. Frank Spear	Esthetic Considerations for Patient with Debilitated Dentition (1day) Excellence in Periodontics, Restorative and Implantology (1 day)
Dr. Frank Spear and Dr. Vince Kokich	Interdisciplinary Management of Anterior Esthetic Dilemmas (1 day)
Dr. Vince Kokich	Orthodontics in Prosthetics (1 day) Interdisciplinary Approach to Dental Care (1 day)
Dr. Harold Shavell	Excellence in Prosthetic Dentistry (1day)

Dr. David Frederick	Functional Restoration of Decimated Dentitions (1 day) Temporization (1 day)
Dr. Ron Jordan	Composites (1 day)
Dr. John Nasedkin	Porcelain Adhesive Dentistry (1 day)
Dr. Bernard Levin	Removable Prosthetics (1 day)
Dr. Carl Drago	Optimal Prosthodontics (1 day)
Dr. Terry Donovan	Update on Cosmetic Dental Materials (1day)
Dr. Shish	Esthetics in Crown and Bridge (1 day)
Dr. Robert Lowe	ABC's of Functional and Esthetic Oral Rehabilitation (1 day)
Dr. Harold S. Baumgarten	Periodontal Prosthesis in the 90's (1 day)
Jack Nichols, Ph.D.	Dental Materials (1 day)
Dr. Theodore Jacobson	Removable Partial Dentures (1 day)
Dr. Gordon Christianson	Clinical Up-Date (1 day x 3)
Dr. Turbyfill	Complete Dentures – Dying Art? (1 day)
Dr. Jacqueline Dzierak	Cosmetic Dentistry (1 day)
Dr. David Hornbrook	Excellence in Dental Cosmetics (1 day) Mastering Adhesion and Esthetics (1 day)
Dr. Bill Dickerson	New Concepts in Occlusion (1 day)
Dr.'s Larry & Bob Rifkin	The Art of 3 Dimensional Esthetic Communication (1 day)
Dr. John Kanka	State of the Art Adhesive Dentistry (1 day)
Dr. Robert White	Esthetic Ceramic Restorations (1 day)
Dr. Pete Reache	Worn Dentitions (1 day)
Dr. David Garber	Optimum Esthetics (1 day)
Dr. John Kois	Creating Restorative Excellence (1 day) Restorative Heroics –VS- Replacement Antics (1 day)
Dr. John Sorenson	Porcelain Restorations (1 day)
Dr. Harold Hayman	Contemporary Concepts in Adhesive Dentistry (1 day) New Advances in Conservative Esthetic Dentistry (1 day)
Dr. Chris Hooper and Dr. John Cranham	Functional Esthetics (1 day)
Dr. Alan Bogosian	Dental Materials and Clinical Techniques in Fixed Prosthodontics (1 day)
Dr. M. Nadir Shrifi	Realities of Removable Prosthodontics (1 day)
Dr. Buddy Mopper	Direct Bonding (1 day)
Dr. Anthony DiAngelis	Contemporary Management of Traumatic Dental Injuries (1 day)
Dr. Terry Tanaka	Problem Solving For The Restorative Dentist (1 day)
Dr. Bruce Small	To Metal Or Not To Metal- Predictable Esthetic Dentistry (1 day)
Dr. Gerald Ciche	Quality Control in Esthetic Dentistry (1/2 day)
Dr. Ray Bertoletti	Tooth Conserving Dentistry (1/2 day)
Dr. Mike Pilcos	Optimizing Anterior Esthetics w/ Grafting Protocols and Innovative Product Technologies
Dr. Gerard Kugel	Maximizing the World of Esthetic Dentistry (1 day)
Harmony Dental Labs	Hot Topics in Dentistry: A Technology Update (3 hrs)
Dr. William Robbins	Comprehensive Esthetic Diagnosis: Putting the Pieces Together (1 day)
Dr. Michael Sesemann	Oral Art and Design: The Synergy Of Esthetics and Function (1 day)
Dr. Jeff Brucia	Diagnosis and Treatment for Predictable Advanced Restorative Dentistry (1 day)

ORTHODONTICS

Invisalign	Invisalign Certification Course (2 days)
Invisalign	Invisalign Progressive Study Club (2 hours)
Dr. Kevin Murphy	Accelerated Osteogenics in Orthodontics (1day)
Dr. David Albert	Invisalign or Conventional Orthodontics: Where, When, Why?

PRACTICE MANAGEMENT

Kisco Mgmt Seminars Dr. James Pride	The \$1,000,000 Staff (1/2 day) Development of a Successful Practice (1day) Leadership (1day) Sales Communication in Dentistry (1day) Team Motivation Seminar (1 day) The Solo Group Practice (1 day)
Dr. James Pride and Dr. Pete Dawson Sterling Management	Dental Excellence (1 day) Practice Management Series (10 days) Team Seminar (2 days – 3x)
Brian Tracey Dr. Rick Kushner Burt Decker Dr. Roger Levin	The New Psychology of Selling (1 day) The Lean and Mean Practice (1 day) The Essence of Effective Communication (1 day) Building the Ultimate Implant Practice (1 day) Building the Productive Practice (1 day) TQM in Dentistry (1 day) The Business of Dentistry (1 day)
Dr. Howard Faran Walter Haley & Steve Anderson Dr. Charles Blair Dr. Hugh Doherty Dr. Bud Ham Linda Miles Dr. Paul Rhodes Dr. Nate Booth Dr. Pat Wahl and Lorraine Hollette	Dental Boot Kamp (3 days) Controlling Practice Overhead (1 day) What They Didn't Teach You about Business in Dental School (1 day) Trust Based Relationships (1 day) Team Approach to Selling Dentistry (1 day) Hi Tech Dentistry (1 day) Elegant Influence (1 day)
Dr. John McGill Mr. Steven Covey Dr. Bill Blatchford	Magical Customer Service and the Statementless Professional Practice (1 day) Financial Planning (1 day) Principle Centered Leadership (1 day) Practice Management (1 day) Right Brained Dental Sales (1 day)
Dr. Steve Seltzer	Use Technology To Organize Your Practice And Eliminate Staffing Problems (1/2 day)
Dr. Pat Wahl Dr. Steve Rasner Mr. Brian Friedman Dr. Robert Borman Ms. Robin Wright	Secrets of Practice Greatness (1/2 Day) Realizing the Dream (1/2 Day) Do Election Results Affect Your Investment Strategy Prevention and Management of Dental Related Back and Neck Injuries Patient Communications: Team Up For Treatment Acceptance in Prosthodontics. (1 day)
Dr. David Garber Dr. Henry Salama Dr. Maurice Salama Denny Holmes	A Day With Team Atlanta. (1 day)
Paula Harriss Dr. Steve Ratcliff	Proactive Money Management: Using Long Term Supply and Demand Data (3 hrs) Communication: Stairway To A Successful Practice The Values Based, Relationship driven, Individualized Practice and Posterior Cracks: Not Just A Problem For Plumbers
Dr. Charley Martin	The 10fer Experience (2 days)

ENDODONTICS

Dr. Robert Averbach Dr. Steve Buchanen Dr. Robert Averbach	Endodontic Update (1 day) The Art of Endodontics (1 day) Endodontic Update 2006 (3 hrs)
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PERIODONTICS AND ORAL MEDICINE

Dr. Robert Schellhorn	Periodontal Regenerative Therapy (1 day)
Dr. Terry Rees	Non Plaque Related Disease (1 day)
Gore-Tex Laboratories	Periodontal Application of GoreTex Membranes (1 day)
Dr. Gilbert Triplett	Bone Grafts (1 day)
Dr. Jotomo Corgel	The Perio Medical Interface (1 day)
Dr. Randall Harris	Gingival Grafting (1 day)
Dr. Jan Lindhe	Clinical Periodontology (1 day)
Dr. Maurice Salama	Optimizing the Restorative Site – The Ortho Perio Connection (1 day)
Dr. John Svirsky	Name That Disease – Review of Oral Pathology (1 day)
Dr. John S. Sottosanti	Team Oriented Periodontics (1 day)
Dr. Gary Greenstien	Contemporary Periodontics (1 day)
Dr. Pat Allen &	
Dr. Robert Winter	The Interdependents of Periodontics and Prosthodontics (1 day)
Dr. Stewart Froum	Esthetics In The Perio Implant Case- Clinical Decision Making and Procedures (1 day)
Dr. Connie Driscoe	Perio Therapy and Perio Medicine (1 day)
Dr. Hom-Lay Wang	Periodontal Plastic Surgery, Regeneration and Bone Augmentation
Dr. Roy Page	New Frontiers in Periodontics (1 day)
Dr. Ray Yukna	Periodontal Reconstruction (1 day)
Dr. J. William Robins	Comprehensive Esthetic Diagnosis: Putting The Pieces Together (1day)
Dr. Ken Thompson	Antibiotic Resistance- A Future Problem in Dentistry?
Dr. Robert Genco	Contemporary Periodontics (1 day)
Dr. Michael Pikos	Autografts (1 day)
Joe Wise	Pharmaceutical Potpourri: Drugs And Potions I Can Make For You (3 hrs)
Millenium	Institute for Advanced Laser Dentistry

MULTI DISCIPLINE SEMINARS

Profitable Dentist's	Spring Break Seminar, 2000 & 2001(3 days each)
Richard's Report	Las Vegas Seminar, 2000 (2 ½ days)
GenR8Tnext	Cancun Mexico April 2001(2,1/2days)
RMDC Connections	Denver, CO January 20, 2005 (2 days)
Dental Town	Las Vegas, NV March 31, 2005 (2 ½ days)
Excellence in Dentistry	Destin, FL April 14, 2005 (2 ½ days)
Excellence in Dentistry	Destin, FL April 7, 2006 (2 ½ days)
RMDSC	Vail, CO February 3-10, 2007
Dental Society of Anesthesiology	Las Vegas, NV February 23-25 2007