

**Virginia Orthodontic Foundation  
Board of Directors**

Dr. Diana M. Almy, President [2021]

Dr. Daniel J. Lill, Vice-President [2020]  
Program Chair 2020

Dr. Lisa M. Babb, Secretary [2022]  
Endowment Liaison

Dr. Frank P. Iuorno, Jr., Treasurer [2020]

Dr. Sheldon A. Bates [2022]

Dr. Matthew L. Eppright [2021]

Dr. David L. Jones [2021]

Dr. Thomas L. Roberts IV [2020]

Dr. Steven J. Lindauer, Executive Secretary

For Questions, call Darlene Johnson  
at 804-828-9326  
(Assistant and Meeting Coordinator)

**Virginia Orthodontic  
Foundation Members (VAOF)**

Registration is complimentary for  
VAOF Members with paid dues.

Please go to the web address/link  
below to register as a  
VAOF member:

<https://form.jotform.com/93284556715163>

---

**Registration Fees:**

\$0 VAOF Member (w/paid VAOF dues)

\$0 VCU Orthodontic Resident

\$0 VCU Orthodontic Faculty

\$185 Active VAO non-VAOF Member

\$335 Non-VAO Member

\$435 Non-AAO Member

\$90 VAO Retired Member

**THE 2020 VIRTUAL  
JOINT ANNUAL MEETING  
OF**

**THE VIRGINIA  
ORTHODONTIC EDUCATION  
AND RESEARCH FOUNDATION  
(VAOF)**

**&**

**THE VIRGINIA ASSOCIATION  
OF ORTHODONTISTS  
(VAO)**

**SEPTEMBER 11, 2020  
*Virtual via Zoom***

**SPEAKERS:**

**DR. CHRISTIAN FOURNIER**  
Quebec, Canada

**MS. CINDI JAMES**  
Phoenix, AZ

# 2020 Annual Meeting Program Schedule

## Friday, September 11

8:15 am VAOF Membership Meeting

9:00 am Lecture – Dr. Christian Fournier

2:00 pm Lecture – Ms. Cindi James

4:00 pm Adjourn

*Total 7.0 CE credits available  
if all lectures are attended.*

## ABOUT THE SPEAKERS



**DR. CHRISTIAN FOURNIER**

**Dr. Christian Fournier** has given more than 100 lectures in Europe, North America, and South America. He received his DMD from Universite Laval Quebec City, Canada and received his Certificate of Specialist in Pedodontics and his Certificate of Specialist in Orthodontics at the Universite Montreal, Canada.

Dr. Fournier started using Invisalign in 2004, and now he has two Invisalign-only practices. He is a TOP 1% Diamond Plus provider and he has treated over 3000 Invisalign cases on his own. He has been an Align Faculty Speaker since 2013 and a Global Speaker for Invisalign since 2017. Dr. Fournier has also been an expert for YourOrthoCoach.com since 2014, as well as an expert for the Intensive Aligner Fellowship since 2018. He is a member of the American, Canadian, and Italian Associations of Orthodontists.

Dr. Fournier has been speaking for Align since 2009, and he is actually treating all his patients with clear aligners and has been using lingual attachments for better esthetics since 2008. He won the Case Shootout at the Invisalign Summit in 2018.

**Ms. Cindi James** – As a Senior Consultant and the Director of Training at Peniche & Associates, Cindi James has over 30 years of orthodontic experience in both clinical and administrative roles. She has the practical hands-on experience of treatment coordinating, office management, as well as clinical systemization and is a master of the Peniche & Associates' Systems. In addition to all of this, Cindi holds a Bachelor's Degree in Business Marketing. It is Cindi's unique combination of theory tempered by real-world, in-office experience coupled with the exclusive training of LeeAnn Peniche herself that makes Cindi a highly requested and extremely knowledgeable Peniche & Associates Consultant.

In addition to private consulting, Cindi has lectured internationally to a variety of societies, including the AAO, and many other private study clubs.

Peniche & Associates is one of the most recognized and respected names in Orthodontic consulting and has had the honor of working with over 2,000 orthodontic practices throughout private consulting, workshops, and study clubs, as well as corporations such as Align Technology and SureSmile that have introduced leading-edge technology to Orthodontics.

You may contact Peniche and Associates via telephone at 503-666-8538 or you may contact them via their company website at [www.leeannpenicheandassociates.com](http://www.leeannpenicheandassociates.com).



**MS. CINDI JAMES**

## TOPICS

### **Dr. Christian Fournier**

#### ***“Treat More Efficiently with Hybrid Invisalign (Incorporate your Favorite Fixed Appliance with Invisalign Simultaneously)”***

Dr. Fournier's creativity and ingenuity will inspire you. The combination of his imagination and experience have created incredible smiles that will make you rethink how you design your current treatment plans. You will find this presentation both useful and extremely enjoyable.

Lecture objectives: At this course, the attendees will learn:

1. How to incorporate your favorite fixed system with Invisalign, but simultaneously.
2. How to make your ClinCheck with only a group of teeth/partial arch.
3. How to adapt or modify your favorite orthopedic appliances, and play with Invisalign and shorten total treatment time of 6-12 months.
4. How to keep thinking like an orthodontist and apply biomechanics to the plastic system.

### **Ms. Cindy James**

#### ***“Getting to YES During a Pandemic”***

Navigating the Patient Experience throughout a pandemic is certainly different but does not need to be difficult or sterile. We can still deliver an epic patient experience while social distancing and covered in PPE. COVID-19 has not removed the desire for a great smile; in fact, we are finding it to be quite the opposite. Join Cindi James as she shares the most relevant and key points that influence a new patient from the initial point of contact to the closing signature. Cindi will share tips and tools that take a consumer from a "want" and a "need" to a "must have" YES!

Lecture objectives: At this course, the attendees will learn:

1. How to create an excellent patient experience during the pandemic and into the future with the new norm.
2. How to handle the new patient process in our new environments.
3. How to improve the acceptance rates of new patient consults.
4. How to increase productivity in the modern world.

Questions, contact Darlene Johnson at [ddjohnso@vcu.edu](mailto:ddjohnso@vcu.edu) or 804-828-9326