JON JULIAN, DDS

Dr. Julian received his Doctor of Dental Science degree from the University of Missouri at Kansas City Dental School in 1978 after completing undergraduate work at the University of Kansas. He maintains an active membership in the American Dental Association, Academy of General Dentists, South Carolina Dental Association, Academy of Laser Dentistry, International College of Oral Implantologists, Doctors for Oral Conscious Sedation and Catapult Education. Dr. Julian was the original implant instructor and charter member of the Dr. Dick Barnes Group. He is licensed in South Carolina and Pennsylvania. He lectures extensively throughout the United States, Europe, and Asia on dental implants and the use of technology in dentistry.

PreXion3D Excelsior Pro

With superior image quality and easy-to-use software, this CBCT system provides the diagnostic clarity and detail for practicing better dentistry

The PreXion3D Excelsior Pro CBCT scanner represents the evolution of PreXion's imaging technology for dentists who seek the most precise 3D imaging, fast image reproduction, lowest radiation exposure, consistent and reliable diagnostics, and easy-to-use software for optimized treatment planning. Here, Dr. Jon Julian describes his CBCT journey—from his initial doubts to his ability to provide more comprehensive dentistry.

I once had the mindset that many doctors still have: "I can't justify the cost of a cone beam system." It was expensive, and I didn't see the advantages because I didn't use it. However, as a practicing dentist and an educator, I needed to better understand it. So, when I started looking at cone beam systems, I found myself gravitating toward the ones with the sharpest, clearest images. Ultimately, that led me to PreXion—whose diagnostic clarity and ease of use would set me on a journey that transformed both my patient care and my practice.

When I first started using cone beam in my practice, I would only take scans for my implant cases. But I kept discovering things I wouldn't see previously—things that neither I nor the patient knew they had. It didn't take long for me to figure out that I better take a cone beam scan on every patient—not just those who needed an implant. By doing so, I have an opportunity to diagnose anything going on in the entire mouth.

EXCELSIOR PRO: AT A GLANCE

- **Sharper Images:** Industry-leading image clarity with the smallest focal spot of 0.3 mm.
- **Lower Dose:** Delivers a 30% lower patient dose without compromising the image quality.
- **Advanced Software:** Flawlessly integrates with practice management systems, offering easy navigation modules to view 3D images for better diagnostics ability.

Education = More Dentistry

Cone beam is also the best tool in the world to educate patients and involve them in treatment. If I show a 2D film and point out something kind of cloudy that I can barely see, there's very little chance you're going to know what that is or be interested in treating it. But if I show you a crystal-clear cone beam image revealing an abscess on your tooth that's getting ready to go into the sinus or down into your nerves, you're going to act on that. I don't tell patients what to do—I show them what they have, give them options, and let them decide. Cone beam makes that possible.

In fact, that is how the cost of a cone beam system is justified—not by the fee you charge per image, but by creating more dentistry within a given practice, because patients will choose to do more dentistry.

Today, I've progressed through 3 generations of PreXion systems. Every time I'm ready to upgrade, I look at other brands to see if they've improved, and every time, I find that PreXion's imaging is as good or better than any other system. The software is very easy to use and their customer service is unmatched. In 12 years of recommending PreXion to doctors, I've never had a single one express a regret about the choice.

FOR MORE INFORMATION:

855.773.9466

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