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2012 Callahan Dinner
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MEMBER PUBLICATION

AMERICAN ASSOCIATION OF DENTAL EDITORS

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for the achiever in you”
Sitting here on the deck with a glass of wine, watching our “house livestock”, two dogs and a passel of pussycats, snooze and dream is a great way to wind up the day. I’m asked daily, without fail, by members and friends how this year is going. It’s been a year of challenges and opportunities, as you will see in the letter in this Bulletin from the Program Committee. It’s also been more fun than a barrel of monkeys. It’s been a year of incredible “ah hah” moments.

One of these “moments” was my first meeting as a member of the Cincinnati Oral Health Network planning committee. This group of people from different countries, companies, cultures, foundations, religions, and professions, is committed to making a difference in our area. The goal is for each child in our area to have a dental care home.

This amazing group got me thinking about the importance of all people in our mission to provide quality dental care to any population we serve...veterans, children, rich, poor, and country folk. Two concepts jumped out at me.

The first was one we hear a lot about...diversity. I looked around the table and saw people of different appearances, backgrounds, faiths and cultures being human in many similar ways. Diversity encompasses not just people’s differences, but their similarities.

I give credit to my big brother, Jay, for opening my eyes to the second concept. I was telling him about this committee and the exciting project in the works. He brought up the power of inclusion. Inclusion is utilizing knowledge and people from diverse backgrounds with different skills and personalities to accomplish goals and realize their vision. This journey can have its roots in our personal or professional lives. We can live our vision every day with our families, patients and communities.

Inclusion is utilizing knowledge and people from diverse backgrounds with different skills and personalities to accomplish goals and realize their vision.

We hear a lot about diversity, but framing it hand in hand with inclusion was a light bulb moment for me...that’s my thought for this Bulletin.

Hope to see y’all at some of our fantabulous, ginormous, CE and member events this Fall.
PROVIDING ACCESS TO AFFORDABLE AND QUALITY DENTAL CARE FOR OVER 25 YEARS
The past four months have gone by quickly and there were times I did not know if I was coming or going. We have been busy planning upcoming programs and events as well as finalizing our 2013 continuing education program. By now you should have received the 2013 continuing education booklet. We went back to the same format we had several years ago so if you are looking for a calendar - stop. The CE booklet is bright and half the size of the calendar.

As the Program Committee stated in the letter included in this Bulletin, our program income has decreased significantly these past three years. We do our best to put together a program that is top notch and affordable priced. If you compare our per course fee to other organizations we are comparable, if not less and you don’t have to incur the additional expense of hotel, airfare and dining. So consider supporting our CE program again or for the first time. It is a win-win situation for all!

So what else have we been cooking up? Well, just take a look...

**Continuing Education Programs**

**2012**

November 16, 2012 - Dr. Jeffrey Okeson on “An Update on the Clinical Management of Temporomandibular Disorders”

**2013 - Full Series**

February 13, 2013 - Dr. Daniel Becker on “Medical Evaluation of the Dental Practice”

March 15, 2013 - Dr. Robert Fazio on “Antibiotics in Dentistry” and “Periodontitis & Peri-Implantitis: The Good, The Bad and The Ugly”

April 19, 2013 - Dr. David Little on “Implementing Implant Restorations”

October 25, 2013 - Dr. Uche Odiatu on “INFLAMMATION 911: The Body-Mouth Connection!” and “Dental Detox, Create Balance in Your Practice”

November 15, 2013 - Dr. Clifford Ruddle on “Creating Endodontic Excellence”

**Other Programs**

October 26, 2012 - Annual OSHA Course at Sharonville Convention Center

November 14, 2012 - Round Table Discussions at Embassy Suites in Blue Ash. This is a program put together by Dr. Matt Parker and Dr. Vlad Shapiro. They are very excited and hope we have a great turnout!

January 15, 2013 - Equity Out Plan, location TBD

October 4, 2013 - Anne Guignon on “Say NO to daily aches and pains! Creating healthy workspace habits” and “Melting Tooth Syndrome-Recognizing, preventing and treating erosion and dentinal hypersensitivity”

**CDS Member Events**

October 8, 2012 - Newport Aquarium, a family event!

November 12, 2012 - Speaker Dr. Fred Peck at Moerlein Lager House

February 11, 2013 - Dr. Kathleen Bennett at Stone Creek Dining Company

March 11, 2013 - Dr. Ken Jones at Trio’s in Kenwood

May 6, 2013 - Green Diamond in Montgomery catered by Stone Creek Dining Company

November 10, 2013 - Hamilton County Emergency Response Center

**Other Events**

Friday, May 3, 2013 - “Taking Control in 2013 and Great Wolf Lodge Event (Fundraiser for the Society’s foundation)

Monday, June 17, 2013 - Annual Golf Outing at Clovernook Country Club (The date had to be changed)
Help is here for your difficult patients.

Dr. Sayre has over 30 years of experience with IV Sedation and difficult patients. Your fearful patients can be treated safely and comfortably with IV Sedation. We see patients who have anxiety, are gaggers, do not respond well to local anesthesia, physically and mentally challenged patients, and patients who have had a traumatic experience involving dental care.

With IV Sedation, we can perform simple restorative dentistry as well as more extensive reconstruction, periodontal care and extractions in as little as one visit. IV Sedation is very safe and your patients will have no memory of the procedure.

We welcome your professional referrals. Our goal is to work in tandem with your preventative care to create healthier smiles for your difficult patients.

Call Dr. Scott Sayre today. We will be glad to discuss your patient’s needs and how we can help you get them on the road to a beautiful, healthy smile, pain and anxiety free.

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Well, as you can see your Society has been busy with developing unique programs and events for our members. In addition to all of the above the CDS’s Oral Health Foundation and Access to Dental Care Committee have also been busy with community outreach programs. For the third time we screened 146 veterans through our “Leave No Vet Behind” program and will be assigning the veterans who qualify for our free treatment program to private offices of dentists and specialists who volunteered to provide free care. If you did not sign-up and are interested in helping it is not too late. Simply give me a call, 984-3222!

Dr. Rebecca Hayden is again heading-up the Lighthouse Youth Services program in February of 2013. We plan to repeat the program we did this past February with follow-up treatment at our Roselawn Dental Center. With Dr. Hayden’s assistance we will be working with Patti Collins, Bootsy Collins’ wife, with her group of girls ages 6 to 16 called the “Bootsy Girls”. She and I attended one of the meetings in September and did a program on “the importance of good oral hygiene”. Dr. Marie Callen and Judy Arnett will be joining us this month to conduct a basic oral exam with follow-up treatment either at Crest Smile Shoppe, Elm Street Clinic or our Roselawn Dental Center. Representing the Cincinnati Dental Society, Judy and I, along with several volunteer dentists, will be participating in the “Fall Feast” event on Thanksgiving Day. Along with thousands of Thanksgiving Day dinners served from 11 to 2 there are other organizations offering products and services to those in attendance. New this year is the addition of dental and that is where we come in. We have not worked out the details yet, but if you are interested in helping Judy and I that would be wonderful. Give me a call!

Wow, we have been busy and I have not even addressed all of the care being rendered out of our Roselawn Dental Center. Judy has been busy recruiting dentists, hygienists and assistants for the Dental Center as well as scheduling patients. The first day at Roselawn was with Dr. Tara Dallmann, hygienist Jerri Blust and assistant Teresa Enwright. Judy said they had a fantastic day! She can always use help, especially hygienists and assistants so don’t be shy. Give Judy a call (379-0592) and schedule your day at Roselawn. BTW, she is awesome to work with and will keep you busy! It is well worth your time when you see those less unfortunate leave healthier and to know you had something to do with that!

At our last Council meeting we had the pleasure of meeting the new director of CincySmiles, Mr. Paul Rudolph. Paul gave Council an update on the activities of CincySmiles, the mobile dental van and the sealant program. He was very encouraged about the progress made to date on their relationship with us. They are very excited to have the opportunity to work with us on several upcoming programs for the underserved.

The ODA House of Delegates was a very productive meeting. Many important resolutions were discussed and passed by the House. It ended with the traditional Callahan Dinner honoring the outgoing ODA president and recipients of the ODA Awards of Excellence. Dr. Mark Bronson and his family enjoyed his last official role as ODA president. We are so proud of how well he represented Subdistrict 9 at the state level, worked diligently for the ODA and represented the ODA at the ADA this past year. Dr. Tom Scheer received the Martin Fisk Humanitarian Award. He was truly honored and enjoyed catching up with his colleagues. Dr. Bob Buchholz was pleasantly surprised when they announced that he was selected to receive the ODA Leadership Pin. Congratulations to all three! The evening was full of good times for all!

We have several openings on our committees that will begin in 2013. If you would like to get involved, whether on a committee or task force, please let me know. I would be happy to speak with you about the roles and responsibilities of the committee as well as the time commitment. The following committees will have openings: Access to Dental Care, Public & Professional Community Relations, Peer Review, Program and Strategic Planning.

I hope all of you enjoy a wonderful October and Happy Halloween to the small and big kids!
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Charles B. Pohl, D.M.D. has acquired the practice of Nancy F. Snyder, D.M.D. - Leipsic, Ohio

AFTCO is pleased to have represented all parties in these transactions.

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THE CINCINNATI INSURANCE COMPANIES
2012 Calendar of Events

November 16: “An Update on the Clinical Management of Temporomandibular Disorders”
by: Jeffrey P. Okeson, DMD

Location: Sharonville Convention Center, 11355 Chester Road, 513-771-7744

Schedule: 8:00 am Registration  * *  8:30 am Program

Supported By: Cincinnati Insurance Companies, Dental Care Plus and Huntington Bank

Guests Invited: Dental Hygienists, Dental Assistants and Administrative Personnel of registered dentists.

CE Credits: 7 CE Credits

About the Program: The management of temporomandibular disorders is a complex problem in dentistry. This complexity arises from the many different disorders that can be present as orofacial pain in the masticatory structures. In order to effectively manage TM disorders the clinician must first be able to differentiate these disorders from other orofacial pain conditions. Once a proper diagnosis is established the clinician can then select the appropriate therapy that will best resolve the disorder. Dr. Okeson has developed a sound and straightforward approach to understanding and treating many masticatory pain problems. Treatment based on sound scientific principles will be presented. Emphasis will be placed on diagnosis so that correct therapy will be selected for each patient. Appropriate use and fabrication of occlusal appliances will be discussed. Indications for dental therapy in the overall management of TM disorders and the role of the dental specialists will be presented in detail. This course will benefit all practitioners.

What You Will Learn:
• To identify those pain disorders that will likely respond to your therapy from those that will not.
• The relationship between occlusion, bruxism and temporomandibular disorders.
• The most favorable condylar position for restorative dentistry and TMD.
• To differentiate those cases that requires orthodontic or restorative procedures from those that do not.
• When it is appropriate to consider surgical therapy for a patient.
• Which headaches are best managed in the dental office and how to successfully treat them.
• The appropriate use of occlusal appliance therapy.

About the Speaker: Dr. Okeson is Professor, Chairman of the Department of Oral Health Science and Director of the College's Orofacial Pain Center, which he established in 1977. Dr. Okeson has more than 220 publications in the area of occlusion, TM disorders and orofacial pain in various national and international journals. He has authored two textbooks on TM disorders and orofacial pain, which have been translated into eleven different languages. Dr. Okeson is a very sought after lecturer on the subject of TMD and orofacial pain and has presented more than 1000 invited lectures on the subject of TMD and orofacial pain in 49 different states and in 50 different countries. He has received the campus wide University of Kentucky “Great Teacher Award”, the Provost's Distinguished Service Professorship, the American Academy of Orofacial Pain's Service Award and the first ever “Distinguished Alumni Award” from the College of Dentistry. Dr. Okeson has also received “The International Dentist of the Year Award” from the Academy of Dentistry International. This is the highest award recognized by this Academy and was given to him in recognition of his worldwide efforts in providing education in the area of temporomandibular disorders and orofacial pain.
CDS November Member Event with Fred H. Peck, D.D.S.

"New Horizons in Digital Impressioning"

About the Program
Digital Dental Impression systems are here to stay in dentistry. While they have not completely replaced traditional impression materials, their uses increase every day. Many new companies are entering the dental marketplace, making the choices more interesting. It is not a matter of if you will have one in your office, but when. This presentation will discuss various systems on the market today, each with slightly different technological differences. A variety of patient cases will be presented along with the feasibility of making the systems profitable and easy to use in the office.

When: Monday, November 12, 2012  
CE: One (1) Hour

Where: Moerlein Lager House, 115 Joe Nuxhall Way, (513) 421-2337

Time: 6:15 pm - Social *** 7:00 pm Dinner *** 7:45 pm Program

Menu: Buffet with Salad, Short Ribs, Beer Can Chicken, Potato Gratin, Braised Brussel Sprouts and Irishman Chocolate Cheesecake

Cost: Complimentary for Cincinnati Dental Society Members, Guests $38 each

REGISTRATION FORM
CDS Member Event – Monday, November 12, 2012
Registration Deadline: November 5, 2012

Dentist: __________________________ Phone #: __________________

Number Attending: ________ Total $: __________

Check Made Payable To: Cincinnati Dental Society

DISC/MC/VISA Credit Card #: __________________ Exp. Date: ________

3 Digit Security Code: ________ Signature: _________________________

Please fax registration form to the Cincinnati Dental Society’s Executive Office, 513-984-3047.

Support provided by: Cincinnati Insurance Company, Hayes Handpiece Company, Huntington Bank, Patterson Dental and Superior Dental Care

MEMBERS PLEASE NOTE: IF A RESERVATION IS MADE AND NOT HONORED YOU WILL BE RESPONSIBLE FOR THE EVENING’S EXPENSE OF $38 PER PERSON.
DENTIST REGISTRATION FORM

Please mail to:
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Ohio Dental Association
1370 Dublin Rd., Columbus, OH 43215
or fax to (614) 486-0381

Ohio Dental Association (800) 282-1526 (888) 765-6789 Dental OPTIONS

NAME __________________________________________________ PHONE (___) ____________
ADDRESS ___________________________________________ FAX (___) ____________
CITY ________________________________ ZIP _______________________
COUNTY _______________________________ EMAIL _______________________________
OFFICE CONTACT PERSON ____________________________________________

2ND OFFICE ADDRESS __________________________________________ PHONE (___) ____________
CITY ________________________________ ZIP _______________________
COUNTY _______________________________
OFFICE CONTACT PERSON ____________________________________________

Please indicate the program in which you would like to participate:

☐ Discounted care ☐ Donated care ☐ Both

Please indicate the type of patients you would consider treating:

☐ Financial hardships ☐ Elderly ☐ Children
☐ Medically compromised ☐ Mentally impaired ☐ Both medically/mentally compromised

How many patients are you willing to treat in a twelve month period? _________________________

Are you a

☐ General practitioner ☐ Specialist/specialty ________________________________

Is the office wheelchair accessible?

☐ Yes ☐ No

Is the office on a busline?

☐ Yes ☐ No

Does the dentist or office staff speak a second language?

☐ No ☐ Yes If yes, What? ____________________________________________________________

-over-
The goal of the OPTIONS program is to provide services that will restore the patient back to good oral health. Please indicate the services your practice offers:

- [ ] Fillings
- [ ] Crowns
- [ ] Endodontics
- [ ] Periodontics
- [ ] Extractions  ☐ simple  ☐ complicated/impacted
- [ ] Denture  ☐ partial  ☐ complete

Is there any additional information you wish to share with us? __________________________________________
_________________________________________________________________________________
_________________________________________________________________________________
_________________________________________________________________________________
_________________________________________________________________________________
_________________________________________________________________________________
_________________________________________________________________________________

In the OPTIONS program:

The names of participating dentist are kept confidential.

An OPTIONS Referral Coordinator determines patient eligibility for discounted fees or donated care. The Referral Coordinator will not make a referral before contacting the dentist to confirm willingness to see the patient and will maintain contact with the patient and the dentist’s office during treatment. The dentist can decline a referral for any reason.

If a patient fails to show for an appointment, the dentist may choose to not see the patient. But if a patient misses two appointments, the patient will automatically be dismissed from the OPTIONS Program.

Participating dentists do not act as an agent, employee or authorized representative of the ODA or other OPTIONS sponsoring organizations.

The ODA and other OPTIONS sponsoring organizations are not responsible for any claims against a participating dentist arising from his/her treatment of patients under the OPTIONS Program, nor are they responsible for any difference between the fee that a participating dentist normally charges and the fee actually paid by an OPTIONS patient.

A participating dentist may withdraw from the Dental OPTIONS program by contacting the ODA or the referral coordinator in writing.

I understand the Dental OPTIONS program and will provide dental care to Dental OPTIONS patients.

Signature___________________________________________ Date_____________________________________

_________________________________________________________________________________
Call to Order: President, Dr. Patty Walter, called the meeting to order at 7:00 pm.

Roll Call:

Members Present: Brandt, Chopra, Dorr, Glogowski, Hanlon, Harris, Heck, Kluener, Newby, Parker, Pick, Schaeffer, Suffield, Walter and Wauligman;

Members Absent: Murdock, Stastny;

Guest Member Present: Dr. Mary Ellen Wynn

Executive Director Present: Vicki Nixon

The April 2, 2012 Council meeting minutes were unanimously approved as posted.

Guest Reports:

Ohio State Dental Board:  
Dr. Mary Ellen Wynn reported that negotiations with the Rocky Mountain Dental Association have been delayed. OSDB approval of specific CE courses will not be given due to differing program curricula for different specialties. Rulings regarding individual office signage will be referred due to FTC oversight. Efforts to increase utilization of the QUIP (Quality Intervention Program) program (especially in relation to CE, written consents and perio charting) are underway.

ODA Executive Committee/Ad Interim Committee/Finance Committee:  
Dr. Patty Walter for Dr. Mark Bronson reported that hearings on Ohio HB497 and SB324, dealing with caps on non-covered services will be scheduled soon. Dentists have been exempted from SB294, allowing them to continue to function as small waste generators. ODA negotiations with the Rocky Mountain Dental Association have stalled. ODA negotiations with UHCAN Ohio regarding alternatives to the use of midlevel providers remain at an impass. The Ohio Department of Taxation will likely only tax the laboratory portion of Invisalign cases. This year’s ODA Annual Session will take place on September 13-16. Dr. Tom Scheer will receive the Marvin Fisk Humanitarian Award at this year’s Callahan dinner. Please plan to attend. This year’s Leadership Institute was well attended and very well received. Please forward any issues for EC review directly to Dr. Bronson.

The President’s Report:  
Congratulations to the following award recipients and Council/Committee nominees: Dr. Tom Scheer-ODA Humanitarian Award; Dr. Mary Ellen Wynn-ADA Council on Access, Prevention and Interprofessional Relations; Dr. Mike Schaeffer-ADA Council on Judicial Affairs and Dr. Steve Pick-ODA Subcouncil on Peer Review. An opening remains on ODA Council on Membership Services. The Volunteer Appreciation Celebration is scheduled for July 8, 2012.

Treasurer’s Report:  
Dr. Matt Parker reported that the CDS has a projected year end deficit of 20K, due, in part, to a 26% decrease in full series CE registrations. Signature requests for the 2011 990 Tax Return forms are delayed due to IRS changes. Motion for Council to approve modifications via email (after finance committee approval) passed.

Executive Director’s Report:  
Vicki Nixon confirmed the date and location of this year’s golf outing (June 11th at Oasis Golf Club). Registrations are down 15% from last year and sponsorships are down 28%. Alternative events, potentially appealing to a wider range of our membership, are being considered for the future.

CDS Committee Updates:  
Website - Dr. Andy Harris: The new website, including the new CDS logo and the new home page format, should be fully functional by July 1st. Access to other social media outlets from the home page is pending. The new site incorporated many of the features requested by our membership. The motion to approve the new website (Schaeffer/Brandt) was unanimously approved. Our heartfelt thanks to all involved in this process.

ODA Updates:  
Executive Committee-Dr. Walter for Dr. Bronson: This material was covered in the guest report. A motion (Bradt/Schaeffer) to approve up to $500 on a gift to outgoing ODA President Dr. Mark Bronson was approved.

Continued on Page 19
THANK YOU

TO THE 155 CINCINNATI DENTAL SOCIETY MEMBERS THAT PROVIDED $770,000 IN DONATED DENTAL SERVICES LAST YEAR!

Dental OPTIONS (Ohio Partnership To Improve Oral health through access to Needed Services) is a program offered by the Ohio Department of Health in partnership with the Ohio Dental Association. Dental OPTIONS links Ohio’s uninsured working poor, low-income seniors and persons who are medically, mentally or physically challenged with volunteer dentists to provide donated or discounted care, depending on their financial status.

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Contact Barb Hanlon
513.621.2517
bhanlon@cincysmiles.org

cincysmiles.org

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That’s right! Enjoy the Fun Funds program that has been set-up through GFS Marketplace for our Foundation. It is easy to enroll! So begin taking advantage of great products at great prices while supporting our Foundation.

What is the Fun Funds Program?
Our members, their dental team, family and friends simply shop at any of the GFS Marketplace stores. Over 1,000 items are labeled for the Fun Foods program. Based on quarterly purchases of our cardholders, our Foundation earns up to a 10% rebate on these products! We will earn 1% on all other products.

What are the benefits for our Foundation?
Fun Funds is free! There are no upfront costs and there is no membership fee. Cardholders will receive coupons and incentives from each store every month. There stores are conveniently located in Eastgate, Fairfield, Mason, Middletown and Western Hills. Please log on to their website, www.gfsmarketplace.com for more store information.

How to do you get started?
There are three ways to enroll:

1. Get the link from Vicki Nixon by emailing her at: vicki@cincinnatidental.org
2. Sign up online at http://gfs.com/funfunds/home.page?OrgNumber=2523899
3. See manager at any store and let them know you would like to sign up for the CDS Oral Health Foundation’s Fun Funds program.

You will need to pick up your Fun Funds card at the customer service desk at your GFS Marketplace store.

See how easy it can be to support your Foundation that is serving the underserved in the Greater Cincinnati area!

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Cincinnati Dental Society and Colgate Working Together Again!

August 26 and 27 of this year free dental screenings were conducted by our volunteer dentists and staff at Su Casa and Woodlawn Elementary School in Colgate’s Mobile Dental Van. Thanks to Dr. Lairy Miller, his staff, Dr. Christy Shroyer and Dr. Frank Wright and his staff for taking time away from their busy schedules to help with the dental screenings. At the Woodlawn Elementary School Dr. Miller’s staff did an excellent job at teaching the children about good oral hygiene. The children were really engaged and asked many questions. It was a good two days for all involved!

Dental screenings were coordinated by Judy Arnett and Vicki Nixon.
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dentalcpa@scroggins.com

Pictured left to right:
Mark D. Scroggins, MBA, CPA, CHBC, Paul R. Trenz, MS-Tax, CPA, CHBC,
Robert C. Scroggins, JD, CPA, CHBC

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Dr. Jennifer Taylor recently purchased the practice of Dr. Gregory Hornung in Mason, Ohio. Practice Impact would like to congratulate both doctors!

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Robert C. Scroggins, JD, CPA, CHBC
The Scarlet Oaks Career Campus started an evening adult dental assistant program in September of 2011. The program has given adults the opportunity to begin a career in the dental field or change their career path while maintaining a source of income. The majority of these adults work during the day and are unable to complete the externship segment of the curriculum. As with any training hands-on experience is vital to the overall success of any profession, especially in the dental field. The Cincinnati Dental Society has offered to assist Scarlet with the missing part of the program, EXTERNSHIP.

Utilizing their four chair dental lab on campus free basic dental care is being provided to the adult students in other evening programs. As with any free dental care program utilizing volunteers, the patients must qualify based on the following: they have no dental coverage, including Medicaid, does not have a dentist and falls at the 200% federal poverty level.

This is a win-win for everyone; the students complete their externship requirement, qualified students receive free basic dental care, volunteers get the opportunity to give back while teaching and Scarlet has the opportunity to “showcase” their program and dental lab.

The Cincinnati Dental Society will continue to assist Scarlet for the school year 2012/2013. If you are interested in volunteering for this worthwhile program, please complete the form below. **Volunteers are needed February through April of 2013.**

**PLEASE PRINT**

**Profession:** (please circle one) Dentist Hygienist Dental Assistant

Name: _______________________________ Phone: __________________________

Email Address: __________________________________________________________

The best evening of the week for me to volunteer is: __________________________

_______ Please call me to schedule my evening to volunteer. The best time to reach me is __________________________ at the above phone number.

_______ Please email me to schedule my evening to volunteer at the email address listed above.

*PLEASE RETURN THIS FORM VIA FAX (513-771-4932) TO PATTI RAMSEY, SCARLET OAKS INSTRUCTOR. THANK YOU!*
Round Table Discussions You Will Not Want to Miss!

With a bit of a different twist from our other member events we will have four tables, four different topics and the opportunity to participate in at least two. Here’s how it will work!

Select two topics of interest to you, each will last approximately 45 minutes and be interactive. Notes from each table will be compiled and emailed to all attendees shortly after the event. This way you will not miss out on the other topics. This event will be high energy and definitely full of great ideas floating around the table. There are no right or wrong answers, just plenty of discussion.

Date: Wednesday, November 14, 2012  CE Credits: 1.5
Location: Embassy Suites in Blue, 4554 Lake Forest Drive, Blue Ash, Ohio 45242
Schedule: 6:00 to 6:30 pm Social and Appetizers
           6:30 to 7:20 pm First Round Table Discussion
           7:30 to 8:15 pm Second Round Table Discussion
Fee: $25 per CDS Member, $30 per Guest

REGISTRATION FORM SEPARATE FROM FLYER

TABLE ONE (1)
Real Estate. Should you buy or lease?
1. Opportunity Cost - what capital and alternative uses need to be factored.
2. Growth Considerations - what is the growth phase of the practice.
3. Long Term Business Plan - where is the practice going in the future.

Steven Fahrnbach, Sr. Vice President, Coldwell Banker Commercial Reliant Realty
Steve has nearly twenty (20) years of experience in commercial real estate. Experience during this time was gained in site selection analysis, development, land acquisition, Brownfield redevelopment, tax and business incentives and construction. In addition to this diverse background, Steve expanded his many years of knowledge and experience to provide third party services for tenant representation, as well as acquisition and disposition services.

TABLE TWO (2)
Embezzlement - How to prevent it happening to you!
1. Protect what you produce.
2. Key internal control.
3. What reports should you run and why.
4. What is an audit trail and how to read them.
**Round Table Discussions - November 14, 2012**

**Julia Johnson, Practice Management and Digital Technology Specialist, Henry Schein Dental**

Julia started her career in the radiology field transitioning into dental in the mid 90’s. While managing a practice she became very well versed and knowledgeable with the Dentrix® Practice Management Software. She became a Certified Dentrix® Trainer to share her wealth of knowledge with new Dentrix clients. She continues to be instrumental in helping practices become totally paperless. Julia moved into consulting, as well as became a Henry Schein sales representative. The diverse range of skills she brings to the table, allows her to educate offices on the many digital options available in today’s market and help doctors recognize and achieve their professional goals.

**Marianne McAlees**

In the late 90’s Marianne McAlees moved her career focus to Dentistry where she worked for over nine years in a private practice as a treatment coordinator and office manager. In 2009 Marianne became a certified Dentrix® trainer and has worked with hundreds of practices in 17 states, conducting Dentrix training and/or consulting on thief prevention, practice management and revenue growth. She also has been an Insight Seminar presenter for Dentrix, along with conducting quarterly Study Clubs in Cleveland, Columbus and Cincinnati. She continues to refine her Dentrix and office management skills by participating in all the Dentrix® Train the Trainers annual three day convention.

**TABLE THREE (3)**

**Year End Tax Preparation - What you need to know!**

1. Depreciation schedule changes for 2013 for new equipment purchases.
2. Year end tax credit list.
3. Retirement contribution changes and deadlines to contribute.
4. Things to look for with the new administration controlling the White House.
5. Leasehold improvements.
6. Personal deductions such as auto, health insurance, etc.

**Seeskin, Paas and Blackburn, Inc.**

Since 1975 Seeskin, Paas and Blackburn, an accounting and management firm, has specialized in serving the needs of the dental and dental profession. They provide a broad range of services needed for a doctor starting a new practice or for established practices. Services include: financial, taxes, payroll, setting up accounting systems, analysis and negotiation of the purchase of practices, etc.

**TABLE FOUR (4)**

**Make the Most of Technology!**

1. How to evaluate your next technology purchase.
2. Learning the fine points of the new technology and training the staff.
3. Following up to make sure it’s used regularly and becomes part of the routine.

**Jill Nesbitt, MBA, president of Dental Practice Coaching**

As a practice administrator for a privately owned group practice with six dentists, twenty staff, and eighteen operatories, Jill manages dental marketing programs, human resources, technology, dental management, strategic planning and statistical management. She also writes a weekly blog on dental practice management and provides the consulting services on a comprehensive dental staff training program for dentists interested in improving their staff productivity and communications.
Registration Form for November 14, 2012 Round Table Discussion

RSVP: No later than November 2, 2012

Cancellation Policy: No Refunds *** $25 per CDS Member and $30 per Guest

Dentist ________________________________ Phone __________________

Guest ________________________________ Total$ __________________

Email ____________________________________________

Space will be limited so please provide your first two choices and then a third in the event your first two are full.

1. Table #____  2. Table #____  Third Option: Table #____

Please return this form along with a check made payable to: Cincinnati Dental Society, 9200 Montgomery Rd., Suite 21-A, Cincinnati, OH 45242. Checks only please. Thank you.

Ohio Dental Society of Anesthesiology

The ODSA will hold its Office Medical Emergency Team Human Simulation Courses at the UC College of Medicine on November 9, 2012. The ODSA Annual Sedation and Anesthesia Review Meeting will follow on November 10, 2012 also at the College of Medicine.

Additional information is available on the American Dental Society of Anesthesiology website (adsahome.org) under component meetings, or please contact Terri Emerson at 513-584-2401.

Both sessions meet the Ohio Biannual requirements for IV sedation and general anesthesia providers.
University of Cincinnati
Blue Ash College

Formerly UC Raymond Walters College

Nitrous Oxide for Registered Dental Hygienists
and Dental Assistants
at
UC Blue Ash/Raymond Walters

Instructor: Jerome McMahon, D.D.S.
CE’s: Eight (8)

Date: Saturday, October 27, 2012

Times: Group A (6:30 to 11:00 am)
Group B (8:30 am to 1:00 pm)

Location/Sponsor: UC Blue Ash/Raymond Walters College

Cost: $175 per Attendee
Class Size is Limited to 30

This course includes two hours of didactic instruction,
two hours of laboratory instruction, and 4 hours of self-study. The course meets the requirements of the Ohio Administrative Code.

To register for this course, please email Suzi Grgas at grgassr@uc.edu. In subject line put “Nitrous Oxide CE.”

ADPAC-Dr. Mike Schaeffer:
The latest meeting was productive and well attended. Subjects discussed included medical devices (implants, partial dentures,…..) and antitrust legislation.

Unfinished Business/New Business:

Matt Parker: Delta Dental has announced additional cuts in reimbursement rates for providers in several states. At this point, no changes are approved for Delta of Ohio, Michigan and Indiana.

Mary Ellen Wynn: CityLink Center, located in Cincinnati’s west end, will be opening a dental clinic and billing for services (including Medicaid).

Announcements were read and the meeting adjourned at 8:05 pm. (Pick/Schaeffer)

CLASSIFIED ADS

Dental Office for Rent

Equipment for Sale
Avaya Phone System - 6 incoming lines with voicemail, rack and board with 12 desk phones. Excellent condition - $1200.00 For more information send message to manager1@fuse.net

Furniture for Sale
Office Chairs - 10 arm chairs with raspberry upholstery suitable for waiting room or break room. Excellent condition - $30.00 each. For more information send message to manager1@fuse.net.
Welcome New Members!

We are pleased to introduce the following new members who have recently joined our Society. If a new member is located near you, put your best foot forward, give them a call and extend your welcome to them. Even better, invite them to our next CDS Member Event and introduce them to your colleagues!

Regular Members

Richard T. Baudendistel, D.D.S.
General Dentist
Practice: 2745 Anderson Ferry Road, Cincinnati, Ohio 45238, 513-922-4220
Graduated: 2012 from The Ohio State University

Jordan Campbell, D.D.S.
General Dentist
Practice: 536 Main Street, Milford, OH 45150, 513-831-6121
Graduated: 2009 from The Ohio State University

Lauren Fields, D.M. D.
Lives in Waynesville, Ohio and graduated from the Medical University of South Carolina in 2010

Amanda L. Garrison, D.D.S.
General Dentist
Lives in Harrison and graduated from The Ohio State University in 2012

Daniel T. Harning, D.D.S.
General Dentist
Lives in Mt. Orab and graduated from The Ohio State University in 2012

Mallory J. Mandel, D.D.S.
General Dentist
Practice: 9346 Towne Square Avenue, Cincinnati, Ohio 45242, 513-793-3535
Graduated: 2012 from The Ohio State University

Robyn Mays, D.D.S.
General Dentist
Practice: Walnut Hills/Evanston Dental Clinic, 2805 Gilbert Avenue, Cincinnati, OH 45206, 513-281-4116
Graduated: 2009 from the Mcharry Medical College with a GPR from Philadelphia VA in 2010.

Ramy Paramasivan, D.D.S.
General Dentist
Practice: 9346 Towne Square Avenue, Cincinnati, Ohio 45242, 513-793-3535
Graduated: 2012 from the University of Illinois at Chicago

Kirit Patel, D.D.S.
General Dentist
Practice: 6371 Bridgetown Road, Cincinnati, OH 45248, 513-574-7000
Graduated: 2001 from New York University

Yoon Ju Yi, D.M.D.
General Dentist
Practice: 3645 Stone Creek Blvd., Cincinnati, OH 45251, 513-741-7281
Graduated: 2011 from University of Louisville

Condolences

Dr. Robert H. Efkeman passed away suddenly on Tuesday, September 4, 2012 at the age of 64. He had a practice in Shandon and College Hill. Memorials may be made to the American Heart Association. Our thought and prayers are with his family and friends.

At the age of 68 Dr. Donald Stone, III passed away on September 16, 2012. Our thoughts and prayers are with his wife, Sharon, and family. Memorial donations can be made to the Salvation Army or SPCA.
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