CONGRATULATIONS

Christopher F. Heck, D.M.D.
2014 Recipient of the ODA’s N. Wayne Hiatt Rising Star Award

S. Douglas Rogers, D.D.S.
2014 Recipient of the ODA’s Marvin Fish Humanitarian Award

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2014 Calendar of Events Pgs 9, 11, 13
Avoiding Legal Pitfalls in the Practice of Dentistry Pg 10
Botox: Everyday uses in the Dental Office Pg 15
Oral Health Foundation Volunteer Sign-Up Pg 17
Membership Coordinator’s Corner Pgs 18-19
Membership News Pg 24
Members Ring In! Pg 25
Dental Center Update Pg 27

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Cincinnati Dental Society
BULLETIN

October 2014 • VOLUME 83 • NUMBER 7 • EMAIL: CDS@cincinnatidental.org • www.cincinnatidental.org

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MEMBER PUBLICATION
AMERICAN ASSOCIATION OF DENTAL EDITORS

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A friend recently gave me a random book to read, “The Life and Work of James Leon Williams” 1925, The Dental Digest, by George Clapp, D.D.S. Reading slowly and sifting through that era’s dental theories and controversies, I was surprised to read: “On December 5, 1922, a signal honor was conferred upon Dr. Williams by the Ohio State Dental Society at its annual meeting in Cincinnati. On that occasion he was presented with the first Callahan Medal ever awarded. This medal is a memorial established in the name of John R. Callahan, D.D.S., as “a tribute from his colleagues in recognition of his achievements in the field of root canal therapy,” and it was bestowed upon Dr. Williams “in recognition of the high merit of the scientific contributions which he has made to humanity and the healing professions.” So I researched Dr. Callahan and learned he “was a Cincinnati dentist who served as President of both the Ohio State Dental Society and the Cincinnati Dental Society (1906-1907). Dr. Callahan contributed papers on materials and methods for filling root canals; notably cholor-percha. His original contribution of the use of sulfuric acid for opening root canals was significant.”

By the time this Bulletin is published, the ODA’s Callahan Celebration of Excellence will be a memory, and we will have honored ODA President Dr. Paul Casamassimo, who presented the ODA Awards of Excellence, and awarded the 94th Callahan Memorial Award. This year the Callahan Award went to Dr. Marcia Boyd, D.D.S., Professor Emerita, University of British Columbia, for her major positive influences on dental education. She has been President and Regent of the American College of Dentists. I am sure her work in dental education has touched all of us. Also, on the list of Callahan Award recipients are some that influenced me: Wendell Postle, Carl Boucher, Robert Shira, Morgan Allison, Julian Woelfel, Gorden Christensen, and especially our own Jack Gottschalk. Regarding the ODA Awards of Excellence, our Society members S. Douglas Rogers D.D.S. received the ODA Humanitarian Award, and Christopher F. Heck D.D.S. was honored with the ODA N. Wayne Hyatt Rising Star Award. Congratulations to them for all their volunteer work and achievements.

My wife, Paula and I have been attending the Callahan Celebration for a number of years, and we always enjoy the excellent dinner, live music, dancing, reuniting with prior classmates, and especially our fellow dentists from the Cincinnati Dental Society. There is always a good attendance from Cincinnati. We look forward to seeing you next year for a great evening.

1 Quoted from the Medal
2 From Wikipedia
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Get financing from a banker who understands your practice and the importance of cash flow to help it succeed. PNC provides dedicated and experienced Healthcare Business Bankers who understand the financial needs of a successful practice, so you end up with more than just a loan; you end up with customized financing solutions.

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It is a beautiful day in September and I am looking out my office window thinking about the last seven months. Whew! As I said in the Summer Bulletin, Sasha and I are gearing up for the final three months of the year. Hold on tight! You are in for one busy and fast paced finale.

Many may not know that there is a great deal of work that goes on behind the scenes by dedicated members. I would like to take this time to recognize them and invite you to become involved in an area of interest to you. We are always looking for new faces and new ideas!

Access to Dental Care Committee

(Drs.) Kenneth Brandt, Manny Chopra, Rebecca Hayden, Matt Parker, Steve Reubel, and Patricia Walter.

Finance Committee

(Drs.) Kenneth Brandt, Manny Chopra, Chris Heck, Matt Parker, Patricia Walter, and Wayne Wauligman.

Membership Committee

(Drs.) Andy Dorr, Tracy Hodge, Colleen Tepe-Hofstetter, Greg Holtkamp, Dan Kelley, Ruchika Khetarpal, Matt Parker, Vlad Shapiro, and Rachel Tepe.

Peer Review Committee

(Drs.) Dana Bateman, Devon Bateman, Barry Gibberman, Thomas Gulkem, Mary Ann Hanlon, Gary Lamond, Michael Lee, Larry Kluener, Jane Mays, Chris McVey, Matt Parker, Steve Pick, Beth Plas, Terrence Poole, Jim Rogers, Greg Sherman, Larry Tepe, and Wayne Wauligman.

Program Committee

(Drs.) Kenneth Brandt, Barry Gibberman, Veronica Glogowski, Glen Meyer, Dennis Murphy, Matt Parker, Fred Peck, Lauren Russell, and James Welland.

Besides our continuing education programs and CDS Member events, we, our volunteers, provide free dental care to children ages 3 to 18 and Veterans in the Greater Cincinnati area under the CDS’s Oral Health Foundation. By now, you should have received our very first Foundation Newsletter. This is such an exciting time for us as we approach almost ten years of providing free dental care to the underserved. We are pleased to announce that we will be expanding our children’s services to Deaconess Health Check at Western Hills/Dater High School beginning 2015. We will be taking one year off from our “Leave No Vet Behind” program, so those of you who really enjoy working with “older” patients, Western Hills/Dater High School is the place for you. Soon, we will have our schedules available for both locations, Delta Dental Center at Oyler School and Western Hills/Dater High School, so watch out for special faxes and emails from me or Sasha. For those who just can’t wait we have included a “Volunteer Sign-up” sheet in this Bulletin.

Did you know that the CDS’s Oral Health Foundation has a “Specialty Dental Care Program” for children? Well, we do and here is an update...

We would like to thank this year’s “specialist panel” for being part of our Foundation’s specialty care program. To date, seven of the children we saw at our new dental center, Delta Dental Center at Oyler School, needed specialty care that did not necessarily have to be referred to Children’s Hospital for various reasons. Our Specialty Dental Care Program enables us to provide needed services in a private office. Without our “specialist panel”, and funding, we would have had to refer these children to Children’s Hospital, where the OR expense is beyond the families means. We value our relationship with Dr. Steve Wilson and Children’s Hospital. They have been wonderful! Having two options for specialty dental care has been beneficial to our ability to provide comprehensive care to the children we serve.

As we expand our services to Deaconess Health Check at Western Hills/Dater High School the first of 2015, the need for specialty dental care will continue to increase due to the age of children we will be treating. If you are interested in being part of this year’s or next year’s panel, I will be happy to discuss the details of the program with you. I can be reached at 513-984-3444 (direct line) or email: vicki@cincinnatidental.org.

Continued on Page 14
Superior Dental Care (SDC) is the leading provider of dental benefits to employers throughout Ohio, Kentucky and Indiana. Join our network to reach thousands of new patients in your area, as well as your existing patients who are already covered by SDC. Plus, enjoy online access to our system through Superior Direct Connect, electronic claim filing, prompt claim payments by check or direct deposit, free advertising, and more!

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Call to Order: President, Dr. Wayne Wauligman, called the meeting to order at 7 pm.

Roll Call:
Members Present: (Drs.) Brandt, Chopra, Dorr, Glogowski, Heck, Khetarpal, Kluener, Murphy, Newby, Parker, Smith, Walter, and Wauligman.
Members Absent: (Drs.) Hanlon, Osterday, Pick, Schaeffer, and Suffield
Guest Present: Dr. Steve Moore, Subdistrict 9 Rep

The April 7, 2014 Council Meeting Minutes were unanimously approved as posted.

President, Dr. Wayne Wauligman, welcomed Dr. Steve Moore as our guest. Dr. Moore discussed the additional positions Subdistrict 9 has because we are 15% of the ODA membership as of March 31, 2014. They are: Subdistrict Representatives/Ad Interim Committee, Council on Access to Care and Public Service, Council on Dental Care Programs and Dental Practice and Membership Committee. These openings will be discussed at the first Subdistrict 9 meeting in July.

The President's Report:
Dr. Wayne Wauligman reported on the following:

- The information that the ADA furnishes on tooth brushing techniques seems as though it might not be the proper way based on what the dentists and hygienists are teaching in their office. There is not much the Society can do, but it was noted.
- Cincinnati Dental Society was awarded the Wayne Hyatt Rising Star Award (Dr. Chris Heck) and the Marvin Fisk Humanitarian Award (Dr. Douglas Rogers). Dr. Wauligman encouraged everyone to attend the ODA Callahan Dinner to support our two members.
- The New/Non Member Event, “Brewing up Awareness” was a huge success. Keith Kerns did a fabulous job at illustrating the importance of being part of organized dentistry. It was well received and the nice touch of Dr. Joe Crowley speaking on ADA issues was a hit.

Correspondence: None

Treasurer's Report:
Co-Treasurers, Dr. Chopra and Dr. Heck reported that we are at budget as of May 31, 2104.

Executive Director’s Report:
Vicki Nixon announced the following:
- The 2015 continuing education program will be included in the Summer Bulletin, which should be out the second week of July.

CDS Committee Updates:
Membership - Dr. Andy Dorr presented two new members, Dr. April Fannin and Dr. Gary Wilcox.

ODA Updates:
Dental Care Programs and Dental Care Practice:
Dr. Chopra discussed Sub HB 463 passed the Ohio House Health Committee on May 28, 2014 without objection. The hope is to have the entire House of Representatives vote on Sub HB 463 as soon as possible. The Sub HB 463 does the following:

Sub House Bill 463 does the following:
- Adds dental education to the Ohio First Scholarship Program
- Doubles the Dentist Loan Repayment Program
- Creates a Dental Hygienist Loan Repayment Program ($10 biennial contribution)
- Clarifies the role of the OSDB Quip coordinator
- Extends the term limits on OSDB hearing officers to 8 years
- Adds completion of a dental residency program as a pathway to licensure (PGY-1)
- Lowers the experience requirement for RDH under general supervision to 1 year/1500 hours
- Extends general supervision to 1 year from exam instead of 7 months
- Allows hygienists to apply fluoride varnish and instruct on nutrition in any setting w/o an exam from a dentist
- Allows hygienists, EFDAs, CDAs to replace temporary crowns/crowns with temp cement under general supervision
- Allows a dentist to supervise up to 4 hygienists under direct supervision
- OHASP changes: pay for permit by credit card, allow any dentist to do follow up, lowers experience requirements to 1 yr/1500 hours, allows follow up appointment w/in 6 months
- Allows CDAs to work under general supervision and provide: sealants, replace temporary crowns/crowns with temporary cement, fluoride varnish, disclosing solutions, caries susceptibility testing, oral hygiene instruction, and nutritional instruction
- Allows EFDAs to work under general supervision and provide: sealants, replace temporary crowns/crowns with temporary cement, topical fluoride, fluoride varnish, disclosing solutions, desensitizing agents, caries susceptibility testing, oral hygiene instruction, nutritional instruction
- Creates a temporary volunteer dental hygiene license
- Allows EFDAs and CDAs to place sealants in a school sealant program w/o a previous dentist exam so long as a dentist is available by consult

Continued on Page 26
Cincinnati Dental Society's
Special Member Event
Monday, October 20, 2014
One (1) Credit Hour
“Cash Flow in Your Dental Office”

Find out for yourself how over 10,000 dentists nationwide are collecting more money, increasing cash flow with less work, while maintaining diplomacy with their patients. Join your colleagues for an informative presentation by Laurie Boisclair with Transworld Systems. Dentists are encouraged to bring their dental team!

Attendees will leave with:

- How to Perform an Account Receivable Analysis for Your Practice.
- Top 5 Compliance Questions: TCPA-HIPAA-PHI-FDCPA*
- Learn How to Calculate Days in A/R, and Measure Benchmarks.
- What Can/Can’t my Staff to (1st Party) vs. the Collection Agency.
- Best Practices to Keep Patients and Generate Cash Flow.

6:30 to 8:15 p.m. *** Appetizers will be served from 6:30 to 7:15 p.m.
Fee - $25/ CDS Member *** $20/Team Member or Guest
Cash Bar Will Be Available

*TCPA-Telephone Collection Practices Act, HIPAA-Health Insurance Portability Account Act
PHI-Protected Healthcare Information, FDCPA-Fair Debt Collections Practices Act

Transworld Systems, an industry leader for over 40 years, has recovered more than $21 Million dollars for more than 10,000 dentists through an experienced and professional approach.

REGISTRATION FORM for October 20, 2014 – Deadline to register October 10, 2014
Cancellation policy: No refunds if cancelled after October 10, 2014.

Name(s) Attending__________________________________________________________

Make check payable to: Cincinnati Dental Society
Mail this form to: 9200 Montgomery Road, Suite 21-A, Cincinnati, OH 45242

C.C. #:_________________________________________ Exp. Date:______________
Name on Card:______________________________________________________________
SSC:__________________________

Zip Code of Billing Address:_________________________ Total $:____________________

Please fax registration form to the Cincinnati Dental Society’s Executive Office, 513-984-3047.
2014 Calendar of Events

October

Special Event*

October 30: New/Non Member event at Cooper Creek in Blue Ash. All members welcome to attend. See page 10 for details.

Meetings

October 6: Membership Committee begins at 6:30 p.m.
October 27: Program Committee begins at 6:30 p.m.

CDS Member Events

October 13: Dr. Fred Peck presents “Botox: Everyday Uses in the Dental Office” at Eddie Merlots beginning at 6:15 p.m. Please see page 15 for additional information.

Continuing Education

October 9: 2-Hour Radiography Update 6:15 p.m. to 8:15 p.m. Contact the Cincinnati Dental Society, 984-3443, ext. 201 or visit our website, www.cincinnatidental.org.

October 17: “Clues to Your Patients’ Health: The Most Common Physician-Prescribed Medications!!” by Harold Crossley, D.D.S.

Location: Embassy Suites in Blue Ash, 4554 Lake Forest Drive, Cincinnati, OH 45242, 513-733-8900

Schedule: 8:00 a.m. Registration ** 8:30 a.m. Program
Supported by: Cincinnati Insurance Company, Superior Dental Care, and US Bank
Staff Invited: Dental Hygienists, Dental Assistants and Administrative Personnel of registered dentists.
CE Credits: 7 CE Credits
About the Program:
Your patients are living longer thanks to their medications but many of the physician-prescribed medications used by your patients have dental implications and side effects affecting your treatment plan. Some of these medications are the drugs of choice of “doctor shoppers”. And one of these medications is the most prescribed medication abused by adolescents. Some medications are more likely to cause violent behavior and others can cause a “burning mouth syndrome”. Should I use caution when prescribing NSAIDs with anti-hypertensives? Is antibiotic prophylaxis required for patients with orthopedic prostheses? And lastly, who sets the standard for healthy blood pressure, Pap smears, and cholesterol?

This presentation includes the indications, contraindications, and side effects of the most commonly prescribed medications. Many of these medications were not approved when you took your pharmacology course in dental school. These medications represent 30% of all prescriptions taken by your dental patients and familiarity with these drugs will provide the dental practitioner with a better appreciation for the health profile of your dental patient.

At the conclusion of this course, the attendees will know:

• Medications that could adversely interact with dental drugs.
• Why your patient is taking their medications.
• What oral side effects may be caused by these medications.
• Maximum doses for commonly prescribed pain medications.
• When not to prescribe NSAIDs.
• How to combine analgesics to maximize their effects.
• Indications and contraindications for opiate analgesics.
• Current recommendations for SBE and orthopedic prosthesis prophylaxis.

Continued on page 11
The Cincinnati Dental Society Presents:
“Avoiding Legal Pitfalls in the Practice of Dentistry”
At Cooper Creek in Blue Ash
Thursday, October 30, 2014

In a follow-up to our May event “Brewing Up Awareness”, we present Frank Recker, DDS, Attorney at Law. This evening will be filled with pertinent information for you and your profession.

Dr. Recker is a man of many talents. He began practicing Dentistry in 1971 after graduating from The Ohio State University College of Dentistry. But that wasn’t enough for him, so he decided to practice Law as well.

During this fast paced presentation, Dr. Recker will address multiple issues confronting every dentist engaged in the clinical practice of dentistry. Discussions will include the anatomy of a malpractice claim, staff roles in avoiding legal risks, dealing with problem patients, and how the ‘standard of care’ is measured relative to dental procedures. Dr. Recker will also address a typical state board investigation, how they are triggered, disciplinary proceedings, and various defensive strategies. To round it out, a brief overview of the essentials of buy/sell and associate agreements will be presented.

Fee:
Complimentary for Non Members of the CDS
CDS Members and Guests: $25 each

Schedule:
Appetizers and Cash Bar- 6:00 p.m.
Presentation- 6:45 to 8:45 p.m.

Two (2) CE Credits Will Be Given

Cooper Creek, 4040 Cooper Road, Blue Ash, OH 45241 * (513) 745-8596

Registration form for October 30, 2014
Deadline to register October 24, 2014

Dentist Name Attending: ____________________________________________
Additional Names of Those Attending: __________________________________
Phone #:_________________  Graduation Year:_________
Address: _______________________________________________________
Total $: ___________  Check Made Payable To: Cincinnati Dental Society
DISC/MC/VISA Card #:
SSC: _______ Exp. Date: ________  Name on Card: __________________________________
Signature: ____________________________________________________

Please fax registration form to the Cincinnati Dental Society’s Executive Office, 513-984-3047 or mail to:
9200 Montgomery Road, Suite 21-A, Cincinnati, OH 45242
October 17, 2014

Full Series Registration and Cancellation Deadline: October 10, 2014

Dentist: ___________________________________________ Phone: ______________________

Staff Names: _______________________________________

Fees: $80 for first employee, $60 each thereafter
Check Made Payable To: Cincinnati Dental Society

DISC/MC/VISA Credit Card #: ________________________ Exp. Date: ___________
3 Digit Security Code: ___________ Signature: ____________________________

Individual Course Registration and Cancellation Deadline: October 10, 2014

Dentist: ___________________________________________ Phone: ______________________

Staff Names: _______________________________________

Fees: CDS and Associate Member: $295, Non-Member: $400
Staff: $80 for first employee, $60 each thereafter
Check Made Payable To: Cincinnati Dental Society

DISC/MC/VISA Credit Card #: ________________________ Exp. Date: ___________
3 Digit Security Code: ___________ Signature: ____________________________

Luncheon Policy: Full Series Registrants – If a reservation is made and not honored or cancelled by the Friday before the course you will be invoiced $35 to help cover the cost of the meal for the day.

Individual Course Registrants – Necessary arrangements will be made for your attendance.

November

Meetings

November 3: Council Meeting begins at 7:00 p.m. Members who wish to attend should contact Vicki Nixon at 984-3222 or submit their topic/issue via email: vicki@cincinnatidental.org.

November 10: Access to Dental Care Committee begins at 6:30 p.m.

November 17: Foundation Committee begins at 6:30 p.m.

Continuing Education

November 5: “Update on Esthetic Restorative Dentistry” by Terry Donovan, D.D.S.
Location: Embassy Suites in Blue Ash, 4554 Lake Forest Drive, Cincinnati, OH 45242, 513-733-8900
Schedule: 8:00 a.m. Registration ** 8:30 a.m. Program
Supported by: Cincinnati Insurance Company, Henry Schein Dental, Huntington Bank, and US Bank
Staff Invited: Dental Hygienists, Dental Assistants and Administrative Personnel or registered dentists.
CE Credits: 7 CE Credits

About the Program: Many patients present for esthetic restorative treatment and are becoming increasingly sophisticated in their expectations of the final results. This seminar will analyze both successful and failed cases to delineate the procedures essential for success with conventional and contemporary adhesive restorative dentistry. An objective comparative evaluation of many of the newer products on the market will also be given, with an emphasis placed on clinical manipulation of these products. Topics that will be included: essentials for soft tissue esthetics in fixed prosthodontics; effective gingival displacement; new materials and techniques for fabrication of provisional restorations; adhesive restorative dentistry and restoration of the worn dentition.

Continued on page 13
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The participant will be able to:

- Understand the critical determinants of soft tissue management with metal-ceramic and all-ceramic crowns including requirements for tooth preparation and gingival displacement
- Explain the differences between different all-ceramic crown systems and know which systems to consider and which to avoid
- Recognize the importance of quality provisional restorations and know which material and technique to use in specific clinical situations
- Describe the indications and contra-indications of various posterior restorative materials
- Identify the materials and procedures that should be used to eliminate post-operative sensitivity

November 5, 2014

Full Series Registration and Cancellation Deadline: October 29, 2014

Dentist: ___________________________ Phone: ___________________________

Staff Names: ___________________________

Fees: $80 for first employee, $60 each thereafter
Check Made Payable To: Cincinnati Dental Society

DISC/MC/VISA Credit Card #: ___________________________ Exp. Date: __________

3 Digit Security Code: __________ Signature: ___________________________

Individual Course Registration and Cancellation Deadline: October 29, 2014

Dentist: ___________________________ Phone: ___________________________

Staff Names: ___________________________

Fees: CDS and Associate Member: $295, Non-Member: $400
Staff: $80 for first employee, $60 each thereafter
Check Made Payable To: Cincinnati Dental Society

DISC/MC/VISA Credit Card #: ___________________________ Exp. Date: __________

3 Digit Security Code: __________ Signature: ___________________________

Luncheon Policy: Full Series Registrants – If a reservation is made and not honored or cancelled by the Friday before the course you will be invoiced $35 to help cover the cost of the meal for the day.

Individual Course Registrants – Necessary arrangements will be made for your attendance.

December

Meetings

December 1: Council Meeting begins at 7:00 p.m.
Members who wish to attend should contact Vicki Nixon at 984-3222 or submit their topic/issue via email: vicki@cincinnatidental.org.

December 8: Finance Committee begins at 6:30 p.m.
Vicki’s Voice (continued from Page 5)

Thanks to all who have made a difference so far this year...
(Drs.) Marie Callen, James Cassidy, Michael Lee, Randall Stastny, Eric Koren, Sea of Smiles, David Sullivan, Patricia Walter, Stephen Wendt, and Ralph Wyand.

Members, do you have a dental assistant that still needs to take the 2-Hour Radiography Update course required by the Ohio State Dental Board? Remember, their Radiology Certificate expires at the end of this year. We still have one course available, which is November 14, 2014. So check with your dental assistants to make sure they have completed the required course. If not, sign them up for November 14th. If “demand is greater than supply” we will schedule additional courses to accommodate our members.

Two special events have been scheduled in October. These are in addition to the CDS Member Events and are not part of your membership dues, so there will be a minimal charge to attend. Just think of spending time with your colleagues, learning, enjoying great food, and earning one credit hour. Details on both of these events are listed in this Bulletin.

Did you know that the 2015 Continuing Education booklet was included in the Summer Bulletin? Well, it was and I would like to remind you to make sure you remove the book from the Bulletin. Don’t forget some of you have requested that you receive correspondence from us via email, so you may have received it that way. If, for some reason, you did not save it, or get the Bulletin, please let us know. Don’t worry though! We have a PDF ready to email you if needed. Sasha would be happy to help you with this, so please call her, 984-3443, 201 (984-3222, member only line) or email: frontdesk@cincinnatidental.org.

So going back to the finale of 2014, just take a look at the Calendar of Events. We will be very busy, and this does not include what we do for our Foundation. It has been a great nine months and I am looking forward to another fantastic three! Oh, don’t forget to mark your calendar for our annual Installation Dinner and Honors Night. It is scheduled for Friday, January 9, 2015 at the University Club of Cincinnati, where Dr. Michael Schaeffer will be installed as the 2015 president. Okay, yes, I am getting ahead of myself, but it will be here before you know it! For now, Dr. Wauligman, you are stuck with me!

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To find out more, contact Katie Burba at 513-552-1465.
Cincinnati Dental Society Member Event

Monday, October 13, 2014

Support provided by:
Cincinnati Insurance Company, Huntington Bank, Precision Handpiece Repair, and US Bank

“Botox: Everyday Uses in the Dental Office”
Speaker: Fred H. Peck, D.D.S.

Topic:
This program will cover the science of Botox, indication and uses for the dental professional. Treatment of TMD, headaches, smile improvement and cosmetics will be reviewed.

About Speaker:
Dr. Fred Peck is a third generation dentist practicing in Cincinnati for over 29 years. Dr. Peck is a graduate of The Ohio State University College of Dentistry and completed his residency at the University of Pittsburgh Medical Center. Dr. Peck is an Accredited member of the American Academy of Cosmetic Dentistry and a Fellow of the International College of Dentists. He is a mentor for Cerecdoctors.com. He is Chairman of Utilization review/quality assurance and is on the Board of Directors of Dental Care Plus, a Cincinnati based dental insurance company.

Schedule:
6:15 to 7:15 pm Social
7:15 to 8:15 pm Presentation

Location:
Eddie Merlot’s (513) 489-1212
10808 Montgomery Road
Complimentary Valet Parking

Menu: Various Appetizers

Cost:
Complimentary for Cincinnati Dental Society Members
Guests, including CDS Member Staff - $30 per person

CE Credits: One (1)

REGISTRATION FORM

CDS Member Event – Monday, October 13, 2014, 6:15 to 8:15 pm
Registration Deadline: October 6, 2014

Dentist or Staff Name: _______________________________ 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.
PLEASE NOTE: IF A RESERVATION IS MADE AND NOT HONORED YOU WILL BE RESPONSIBLE FOR THE EVENING’S EXPENSE OF $30 PER PERSON.
So Sorry!

A true oversight on all parties involved in making our Bulletin great. We forgot to recognize our loyal sponsor’s in our Summer Bulletin when we covered the CDS’s Annual Golf Outing.

Hole Sponsor Plus

- Cincinnati Insurance Company
- Dental Care Plus Group
- Greater “C” Dental Lab
- Greater Curve Tofflemire Bands
- Michael T. Schaeffer, DDS
- Stock Yards Bank & Trust
- US Bank

Hole Sponsor

- Premier Planning Group

Tee Sponsor

- Hayes Handpiece Repair
- John J. & Thomas Schiff
- Legacy Practice Transitions
- Ronald Poulos, DDS – Pediatric Dentist
- VOCO America
- Wilson Insurance Agency

THANK YOU!
To everyone that helped make our outing a success!

We are responsive.
We are caring.
We are advocates.

Blue & Co., LLC’s dental accounting team has the right tools to help your practice. Our dedicated dental service team has helped hundreds of dental practices throughout Ohio, Indiana and Kentucky improve their operations to make them more profitable, valuable and competitive. 614.885.BLUE blueandco.com

8800 Lyra Drive, Suite 450, Columbus, OH 43240

Ken Barton, CPA | kbarton@blueandco.com
Volunteer Sign-Up Sheet

Only 3 to 4 Hours of Your Time is all we Need!

That's right only 1/2 day once or twice a year...you decide what fits best in your schedule. The children you will see have no dental insurance, including Medicaid, and have annual family income levels at 200% or below federal poverty guidelines. Time commitment is 9:00 am to 1:00 pm.

PLEASE PRINT

Profession: (please circle one) Dentist Hygienist Dental Assistant

Name: _______________________________ Phone: _____________________________

Email Address: ________________________________

Please check desired location:

[ ] Grades K-12 - Delta Dental Center at Oyler School

[ ] Grades 7-12 - Deaconess Health Check at Western Hills/Dater High School

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

Free services I will provide include (example, basic restorative, simple non-surgical extractions, partials dentures): ____________________________________________________________.

[ ] Please call me to schedule my day to volunteer. The best time to reach me is ______________ at the above phone number.

[ ] Please email me to schedule my day to volunteer at the email address listed above.

PLEASE RETURN THIS FORM VIA FAX (513-984-3047) TO THE CDS EXECUTIVE OFFICE. THANK YOU!

For additional information, please contact Sasha Cantrell by email, frontdesk@cincinnatidental.org or Vicki Nixon, vicki@cincinnatidental.org. They can also be reached by phone, 513-984-3443.
The summer is usually a quite time for events, at least here in the Executive Office. However, June and July marked two exciting things and no; I am not talking about my little boy no longer being an infant!

Vicki and I were lucky enough to represent the Cincinnati Dental Society during the ADA’s Give Kids A Smile program this summer as they teamed up with 3M Racing and NASCAR driver Greg Biffle. On June 26th 130 students from the Roberts Academy gathered in the top parking lot unaware of what was about to happen. There they stood as Wendy Venturini, Fox Sports host, and our own CDS member, Dr. Marie Callen, talked about the importance of proper Oral Hygiene…. Followed by a thunderous roll as Greg Biffle’s car came speeding up to the group. They were able to get all the kids excited about their oral health, something that many, if not all, of those kids knew very little about when they first arrived that day.

Using analogies that the children understand, they were able to explain what Mr. Biffle was able to do in the 2 minutes it takes you to brush your teeth. One is that he is able to get all 4 tires changed and get gassed up. Dr. Marie Callen, who translated, explained the event like this, “I am so glad Vicki asked me to participate in this event, I had a blast! It is always rewarding to serve our community…we need the message to get out there and what better way than to make it fun for the kids. You had to see the kids’ faces when the race car drove up the hill to meet them, they were all so excited! Details like this one, I believe, make all the difference on what we are trying to accomplish-get our children motivated to learn the importance of healthy teeth, good oral hygiene and healthy diet.” Afterwards she also used a magnetic “tooth board” to show what types of food stick to your teeth and can cause problems, candy, soda, etc., versus the fruit and veggies that slide right off and help your overall oral health.

Let’s not forget about July! Vicki, reluctantly, left me in charge of the Executive Office and handling our precious members and community. She traveled to Chicago for the ADA Annual Meeting and worried the entire time. I’m only kidding; she knew I had it under control. During one of the meetings it was announced that the Cincinnati Dental Society’s “Leave No Vet Behind” program was up against four other society’s special care programs for a prestigious award, the “Outstanding Component Program Award for Excellence”. Vicki submitted our “Leave No Vet Behind” - Phase II program for this award given by The Association of Component Society Executives of the American Dental Association. Once Vicki heard that we were up against four others, she figured “Our program is amazing, but competing against programs from all over the country, there is no way we will beat them all”. A panel from the ACSE reviewed all entries. They announced that the “Leave No Vet Behind Program” was the winner of the award!! Excitement, joy, pride, dedication were just a few words that were flowing through Vicki’s head as she cried the whole way up to accept the award. ACSE takes great pride in ensuring the program meets the criteria of the award, so Vicki was proud and honored to accept the “Outstanding Component Program Award for Excellence”
on behalf of the Cincinnati Dental Society’s Oral Health Foundation.

How amazing is that? The hard work and dedication we have from our volunteer dentists, hygienists, assistants, and help from dental labs, is being recognized as one, NO THE MOST OUTSTANDING Component Program in the country!! Let that sink in. Without the leadership of Vicki making sure the program runs smoothly, coordinating with our AMAZING MEMBERS, and monetary donations from those who want to help, but don’t know how, we, you, were recognized.

We know Vicki and all of our members don’t do it for an award or being recognized in the ADA News. You do it because you love what you do and helping people.

For that, I am truly grateful to know I am involved in such a great organization. Those two work “events” made my summer and I, personally, cannot wait to see what the future brings for our “LNVB” Program, Delta Dental Center at Oyler School and Deaconess Health Check at Western Hills/Dater High School.
Selling Your Dental Practice?

Increase Your Chances For Success

Take Advantage Of Our FREE Sale Planning Consultation!

What You’ll Learn: Simply complete a quick / easy confidential questionnaire, to provide basic information about your practice. With no obligation to use our services, Dr. Stollings will provide you with a report that tells you:

- **Sale Price Range**—the price range in which there is a 75% probability of your sale occurring—based on sale database analysis.
- **Sellability Of Your Practice** — Is your sale likely to be easy and quick, or difficult and take longer?
- **Advisability Of Equipment Upgrades** — Would upgrading equipment or technologies be financially beneficial, or would it risk a financial loss?
- **Appropriate Sale Structure** — Which sale structure option will produce the best financial result, and be feasible given the characteristics of your practice?
- **Type Of Buyer You’ll Need** — What type of buyer, with what level of experience, will your sale require?
- **Your Practice’s Pluses & Minuses** — What aspects of your practice will appeal to buyers most, and least?
- **Financing Factors** — Will banks be likely to provide 100% of your sale price, and which banks will most likely do so with terms that make the purchase feasible for the buyer?
- **Associate Addition Feasibility** — Would adding your buyer as an associate, before the sale, make you money or result in a significant income loss?

Eligibility For Free Consultation: Available to general dentistry practice owners who plan to sell their practices now, or within 12 months.

24 Years Experience

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Email: george@gdstollingsassoc.com
Ph: (304) 486-5714
www.gdstollingsassoc.com

“Services designed by dentists for dentists”
Anything Goes!
Have a question you want the Board of Directors to answer in the newsletter?
Have one of your kids recently achieved an outstanding accomplishment (graduated from dental school, moved to the Canary Islands to do research, etc.)?

Share your office successes with others ...
Have a practice management tip? Have a staff relations tip? (Please Print)

--Change of Address or Phone? New or Revised Fax Number? New or Revised E-mail Address?

Address Change effective ____________________________  ☐ Office or ☐ Home
__________________________________________________ Suite # ___________
City ____________________________  State ________________ Zip ______________
Email: ____________________________  ☐ New ☐ Revised
Phone: ____________________________  ☐ New ☐ Revised  Fax: ____________________________  ☐ New ☐ Revised
Cell Phone: ____________________________  ☐ New ☐ Revised  Carrier: ____________________________

News from CDS Member (Please Print) ____________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________

New Member In Your Family?  Please Print
Baby: ___ Boy ___ Girl
Name: ____________________________
Date Born: ____________________________
__ 1st Child  __ 2nd Child  __ 3rd Child
__ Other: ____________________________

Got Some News to Share?
Put it in the Cincinnati Dental Society Bulletin. make it short and newsy ...
Fax your news to (513) 984-3047 or email us at: Frontdesk@cincinnatidental.org

New Member In Your Family?
Name: ____________________________
Date Born: ____________________________
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__ Other: ____________________________

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New Member In Your Family?
AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are there to serve you through all stages of your career.

William J. Lenz, D.D.S. has acquired the practice of

John K. Rosen, D.D.S. - Reynoldsburg, Ohio

Theresa L. McKinney, D.D.S. has acquired the practice of

John J. Black, D.D.S. - Troy, Ohio

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

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DIFFICULT PATIENTS? WE CAN HELP YOU WITH IV SEDATION!

At Advance Dentistry, Dr. Sayre and his team are there to help you with your more difficult patients. For over 30 years Dr. Sayre has changed the lives of the most fearful patients and the ones with the worst gag reflex. If some of your patients have high anxiety, have a bad gag reflex, do not respond well to local anesthesia, or are physically and/or mentally challenged, we can help them with IV Sedation. Medically challenged patients with heart conditions do much better in high stress environments with IV sedation. There are many challenges in dentistry and the appropriate level of anesthesia is important. We can even have general anesthesia completed in the office with board certified anesthesiologist.

We can provide general dentistry to oral surgery, all under IV Sedation. The extremely fearful patient is our special concern and all patients are valued and not judged. Along with IV Sedation, we can also offer 3D imaging with our iCat technology to help us better diagnose more complicated problems.

We welcome your professional referrals. Our goal is to work in tandem with your preventative care and create overall dental health for your patients.

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Tue. & Thurs. 7am-7pm
Sat. 8am-3pm
Cincinnati Dental Society
A Member Service

Practice Update

Do you have an associate position, space to share or a practice for sale?

Let the CDS staff know and they can assist ...

Name (Please Print) ___________________________ E-mail ___________________________
Phone ___________________________ Fax ___________________________

---

**Associateship**

☐ Yes, I am looking for an associate.  ☐ Full-time  ☐ Part-time

☐ Days per week (circle days);  Mon  Tues  Wed  Thu  Fri  Sat

Please have dentists looking for an associate contact me by:  ☐ Phone  ☐ Fax  ☐ E-mail

Comment: ______________________________________________________________________

---

**Space to Share**

☐ Yes, I have space to share if a dentist wishes to set-up his/her practice within my office.

☐ Please have dentists looking for an associate contact me by:  ☐ Phone  ☐ Fax  ☐ E-mail

Comment: ______________________________________________________________________

---

**Practice for Sale**

☐ Yes, my practice is for sale. Please have interested dentists contact me by:

☐ Phone  ☐ Fax  ☐ E-mail

☐ Yes, my practice is for sale – **this is confidential information.** Do not have dentists contact me by phone.

Please have interested dentists send a letter and resume to me. Best way to contact me is by:

☐ Fax  ☐ E-mail

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Return this form by:  Fax:  513-984-3047
Mail:  9200 Montgomery Rd., #21-A
Cincinnati, OH 45242
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!

Nathan A. Fennell, D.D.S. – General Dentist
Practice: Practice Unknown
Graduated: 2014 from The Ohio State University College of Dentistry

Christopher M. French, D.D.S. – General Dentist
Practice: 3801 Sharon Park Lane, Cincinnati, OH 45241 (513) 563-6262
Graduated: 2014 from The Ohio State University College of Dentistry

Euna C. Koo, D.D.S. – General Dentist
Practice: Practice Unknown
Graduated: 2007 from The Ohio State University College of Dentistry

Allen D. Smith, D.D.S. – General Dentist
Practice: 5215 North Bend Road, Cincinnati, OH 45247
Graduated: 2010 from the University of California San Francisco

Aubrey V. Bateman, D.D.S. – General Dentist
Practice: 6526 Montgomery Road, Cincinnati, OH 45213
Graduated: 2014 from Howard University

Timothy J. Bennet, D.D.S. – General Dentist
Practice: 5606 Bridgetown Road, Cincinnati, OH 45248
(513) 662-2000
Graduated: 2014 from The Ohio State University College of Dentistry

James S. Boley, D.M.D. – Orthodontics
Practice: 5530 Muddy Creek Road, Cincinnati, OH 45238
Graduated: 2006 from the University of Louisville

Thomas Dooley, D.M.D. – General Dentist
Practice: 6016 Glenway Avenue, Cincinnati, OH 45211
Graduated: 2014 from the University of Kentucky

Laura M. Doss, D.D.S. – General Dentist
Practice: Practice Unknown
Graduated: 2014 from The Ohio State University College of Dentistry
Our Deepest Sympathy

Marilyn, wife of Dr. Laurence Schneider, passed away July 6, 2014 at the age of 68. Our sincere sympathy to Dr. Schneider and his family. Contributions can be made to the Marilyn Breslow Schneider Memorial Fund, c/o Fifth Third Bank, 9477 Kenwood Road, Cincinnati, OH 45242.

Dr. Gary Pies’ wife, Marcia Sue, passed away at her home on July 19, 2014. They were married 51 years. We extend our sympathy to Dr. Pies, his family and friends. Donations can be made in memory of Marcia to the Mayo Clinic, Department of Development, 200 1st Street S.W., Rochester, Minnesota 55905 or U.C. Barrett Center, 234 Goodman Street, Cincinnati, OH 45219.

Members Ring In!

Dr. Tiffany Buller-Schussler was able to travel to Boise, Idaho in March to witness the birth of their second daughter, whom they adopted. Congratulations and welcome to the world Tatum Elizabeth Schussler!!!! This adorable and special little miracle was born March 20, 2014.

Dr. David L. MacKnight is announcing his retirement after practicing 40 years in the wonderful profession of dentistry! We will miss him very much, however his practice is in good hands. Dr. Amanda L. Garrison has purchased his dental practice in the Mount Carmel/Eastgate area. Dr. MacKnight will be spending his days with his loving wife, Carol in sunny Cape Coral, Florida. Good luck with retirement, Dr. MacKnight!

If you have news to share, give us a ring or complete “Keeping in Touch with CDS...” sheet included in this Bulletin.

CLASSIFIED ADS

Dental Office Available
Fullly Equipped 5 operatory dental office for sale or lease in West Chester professional building. 2,700 square feet on two floors. Call: 713-668-7137 or email tomhedge@mac.com

Dental Office for Rent

4 MONTHS RENT FREE THEN LESS THAN $10 PER FOOT THEREAFTER WITH NO LEASE REQUIRED!!!
OPEN YOUR NEW OFFICE or a BRANCH OFFICE at this location, which has been a dental office for over 15 years. Much equipment in place. Move in today and start business tomorrow.
Call 513-233-5930 for info.
June Council Meeting Minutes
(continued from Page 7)

- Allows dental assistant radiographers to work under the general supervision of a dentist to take x-rays on patients of record
- Creates the Medicaid Payment Rates for Dental Services Workgroup
- Directs Jobs Ohio to set aside $250,000 for no-interest loans for dental equipment in underserved areas

Membership: Dr. Khetarpal reported that membership retention is slightly down statewide. Columbus Dental Society received a grant to gain new members.

Unfinished Business/New Business: None

The meeting adjourned at 8:45 pm.

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New Practice Start-Ups | Buy-Ins
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Subject to normal credit approval. Some restrictions may apply. Deposit products offered by U.S. Bank National Association. Member FDIC ©2013 U.S. Bank
For those of you who are not aware of it, the University of Cincinnati Medical Center (formerly University Hospital) is home to the Dental Center and its Advanced Education in General Dentistry (AEGD) residency program. The Center is located in the main hospital on the University of Cincinnati Medical Center campus, part of the UC Health system. Consisting of ten treatment rooms and support spaces, the facility opened in 2004. The program has enjoyed a great relationship with organized dentistry from the beginning, as the Cincinnati Dental Society and the Ohio Dental Association both made significant contributions to provide for the equipping of one of our treatment rooms.

The Dental Center provides for a full scope of dental practice with both full-time staff and residents seeing patients in the clinic. The full-time staff consists of Scott Hudepohl, D.D.S. (a former resident in the program, resident class of 2013-14), Joe Dagher, D.D.S. and Jerome McMahon, D.D.S. (Director). The resident class of 2014-15 consists of Saira Ahmed, D.D.S. (Virginia Commonwealth University), Arsalan Elahi, D.M.D. (Boston University), Emerald Powell, D.M.D. (University of Kentucky) and Shannon Sullivan, D.D.S. (Ohio State University). Additionally, many part-time clinical staff and lecturers (many of whom are CDS members) also contribute greatly to the program.

The AEGD residency program recently graduated its tenth class and there are now 37 graduates of the program. It is great to see many of the graduates stay in the area, as well as some who return to the area such as Spencer Boley, D.M.D. (resident class of 2006-07) who is now an orthodontist on the west side of Cincinnati. Class size for the one year residency program has generally been four residents with a regional draw from dental schools in Ohio and Kentucky, as well as schools throughout the Midwest and some residents from as far away as Colorado.

The program remains actively involved with organized dentistry. The AEGD residents will be attending the Ohio Dental Association meeting in September, enjoying a presentation by Keith Kerns, Esq. from the ODA on October 30th, seeing patients at Oyler School through the Society’s Oral Health Foundation in January, and presenting their table clinics at a Monday night CDS meeting April 13th. Please mark your calendars so there is a good turn out for the resident table clinic presentations.

Further information about the general dentistry residency program and the Dental Center is available on their respective websites:

http://uchealth.com/education/dentistry-residency-program/

and


DENTAL CENTER UPDATE

Saira Ahmed, D.D.S. –
General Dentist
2014-2015 AEGD Resident at the
University of Cincinnati Medical
Center

Arsalan Elahi, D.M.D. –
General Dentist
2014-2015 AEGD Resident at the
University of Cincinnati Medical
Center

Emerald Powell, D.M.D. –
General Dentist
2014-2015 AEGD Resident at the
University of Cincinnati Medical
Center

Shannon Sullivan, D.D.S. –
General Dentist
2014-2015 AEGD Resident at the
University of Cincinnati Medical
Center

WELCOME NEW RESIDENTS
February is Children’s Dental Health Month and we will be holding our GKAS event in February at the Crest Smile Shoppe. Plans are being finalized so please watch for details in our November newsletter!
Lifetime Habits.

We know that healthy habits come from one-on-one interaction with your patients. We think great banking is the same! The Private Banking group is ready for you on your schedule, just call us and we’ll come to you! We have the unique flexibility to tailor our products and services to guide our clients’ financial relationships and meet their evolving needs. With over 100 years of serving the dental community we are a full service bank providing our customers with a full suite of financial services including:

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**HYDE PARK:** 3880A Paxton Avenue - (513) 824-6130  
**DOWNTOWN:** 101 W. Fourth Street - (513) 824-6100
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• in-house mill for better quality control and consistency

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