



President's Message



Robert J. Kacmarcik, Jr., DDS
President

If you are reading this, then you are a truly exceptional and fortunate individual. You are a member of The Delaware State Dental Society! Our society is celebrating our 152nd year of providing the best dental care for the citizens of Delaware, and you have entrusted me, Robert J. Kacmarcik, Jr., DDS, MAGD, to serve as your President. But so what? What good is it to be a leader if you cannot inspire a following? Why be a member of an organization where you aren't a participant?

We dentists that serve on councils and committees strive to provide resources and events that you as a

general membership will take advantage of. Whether that is continuing education, volunteer opportunities, or just casual socializing, there is truly something for which every member can participate.

During the upcoming year, we will be embarking on a long awaited public relations campaign in partnership with the ADA. The goal of the campaign is to highlight the benefits of membership, and the positive contributions of our members, both to the general public and our legislature. We will be hosting a golf tournament and dinner at Fieldstone on October 5th. Whether you are a golfer or not, this will be a terrific chance to get together outside of our operatories and raise money for a worthy cause. We will continue to present first class continuing education right here at home, including Dr. Rella Christensen, Dr. John Molinari, and Dr. Howard Farran, among others. The Executive Council and committee chairs will be conducting visioning sessions to focus our efforts on ensuring you receive the greatest value for membership possible. Perhaps, most importantly, we will continue to work with our lobbyist to represent our mutual interests in Dover.

What can you do? Get involved! Participate in Dental Society sponsored events. Mark your calendars and come to the General Membership meetings. These meetings will keep you informed of Dental Society happenings and its

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DSDS NEWSLETTER

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Unless specifically stated, all view points expressed in the Newsletter are those of the authors, and do not necessarily reflect the positions of the D.S.D.S.

Editorial

By *Dr. Louis Rafetto*

The Role of “Re-Learning” in the Pursuit of Excellence

I recently had the unique opportunity to attend a lecture by Professor Bernard Devauchelle of Amiens, France. Professor Devauchelle is best known as the first surgeon to perform a successful face transplant. His lecture, “The Re-education of a Surgeon; Lessons Learned From Ten Years of Face Transplantation” (I will share some specifics of his message later), caused me to reflect on learning paths we follow in dentistry.



Louis K. Rafetto, DMD
Editor

The early stage of the pre-doctoral pathway takes place primarily in the classroom with supporting laboratory experiences. In this phase of the learning process, there is a premium on lectures, bookwork, notes and examinations. After four years (for most of us), we progress to professional school where we add to the classroom and laboratory experience, the use of cadavers, mannequins and eventually humans with grades and oversight by an instructor in what amounts to, at best, a loose form of coaching.

In residency training, there is a shift of the center for professional education to the clinic, where learning is based on constructive feedback and repetition. At some point, we have to pass the formal hurdle of licensure. In many ways, this completes the role of formal learning. In reality, however, real learning is just beginning.

The rest of our professional development proceeds in a varied and generally unstructured manner. The quality of our development depends largely on our intrinsic motivation to learn from experience with, generally speaking, little outside feedback. Of course there are continuing education classes, many of which are biased with information provided (directly or indirectly) by those with something to gain.

Study clubs provide value when they provide an opportunity for an exchange of ideas, although generally the interactive aspect is prospective in nature, based on treatment planning the like, rather than learning from outcomes. In hospital medicine, morbidity and mortality conferences are an important component of the learning process. These are venues where complications are candidly reviewed and discussed with an eye toward learning from the inevitable misadventures that are a part of health care.

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TIME IS MONEY...

How much is Your Time Worth?

Howard Farran, DDS

DSDS 153rd Annual Session

Friday, May 13, 2016

Chase Center on the Riverfront, Wilmington, DE

8:00 AM to 4:00 PM

For Doctors and Staff

**6 CE
Credits**



Dr. Farran's One-Day Dental MBA Seminar:

You went to dental school to become a dentist. Now Dr. Farran teaches you and your staff the business of dentistry.

Dr. Howard Farran is one of the most forward-thinking, cutting-edge dentists in the world. You will enjoy his fast-paced, straight-from-the-hip, politically incorrect, exhilarating style while you learn more in one lecture than you ever thought possible. Dr. Farran's seminar focuses on the business of running a dental office – things that every business needs to do during this economic environment, and what every business needs to make its products and services more efficient. The things that can realistically be managed and what functions your business should have. This seminar is perfect and the timing couldn't be better!

Howard's topics will include:

- § Learn how to apply time-tested MBA-level management to your office.
- § Learn how to build a winning team without any hype, fluff, or wishful thinking.
- § Learn how to get twice as much done in half the time while reducing your stress.
- § Understand how to learn and commit to operations and logistics, instead of chaos and guesswork.
- § Learn to focus your practice: market differentiation, cost leadership, and niche market.
- § Learn which sectors in dentistry are growing faster with higher net income so you can focus your practice for profitability.
- § Learn how to develop a relationship-based practice instead of a product-based practice.
- § Increase treatment plan acceptance by understanding market segmentation and price elasticity.
- § See how going digital can dramatically increase your case acceptance.
- § Learn the real reasons patients put off dental treatment.
- § Learn the first and second laws of customer satisfaction.
- § Learn about the only three things you manage – people, time, and money.
- § Learn about the three functions of business – to make something, sell something, and watch the numbers.

**In this seminar, Dr. Farran shares his proven techniques to
increase your productivity and build your business.**

Registration Open March 1, 2016

President's Message... continued from page 1

day-to-day management. Our meeting dates for the year are included in this newsletter, as well as on the website under DSDS Events, so please reference them when planning any evening study club or alternative continuing education events. Attend our continuing education programs; they are a

benefit for both doctors and staff and are close to home. If there are events you want your society to be a part of, whether it be a particular speaker, social event, or community outreach, let me know. The more input we receive from the membership, the better.

Lastly, thank you for allowing me to serve as your President; it is truly an honor. Together we can make our 152nd year one of our best.

Robert J. Kormanik Jr. DDS, MAGD

Dr. Kaz

Editorial... continued from page 2

Unfortunately there is little of a similar nature in dentistry.

A valuable addition to our lifelong learning would be mentoring by / with a respected colleague(s); individuals who we could not only bounce ideas off, but also receive constructive criticism about our work. This is discussed with some frequency in journals of medical education but rarely in dentistry.

Perhaps the best tool of all is the process of "self-coaching." Self-coaching involves learning from our experiences using a deliberate process of self-assessment. While every procedure begins with an "intention" followed by "attention" to executing the plan, what is critically important in the learning process is the debriefing stage; when we objectively take stock of our outcome(s), considering both short and long term results. Our ability to pay attention to our results may well be the most important thing we can do to further our growth as excellent clinicians.

Professor Devauchelle is a wonderful example of someone who has perfected the ability to learn by critically evaluating his outcomes. As but one example, the professor described some of what he has seen with respect to the long term impact of bio-engineering, in particular on things that are not evident for some time after treatment. As a result, he raised the question of what we may be overlooking by missing some of the unintended / unwanted consequences associated with techniques and technologies utilized in the name of advanced care.

While most of the examples he cited are beyond what we in dentistry employ in the management of our patients, at time we do use bio-active materials in our practices. For example, BMP-2 can be used to reconstruct bone defects. Since its release, it has been recognized that BMP-2 should be avoided in anyone who has ever had cancer, no matter how distant the site, because of its not so well understood role in tumor recurrence. Some even believe it may be involved in the development of primary tumors. And BMP-2 is also not approved for use in children, given concerns about its general affects outside the local site of application. So while clearly BMP-2 enhances local bone growth, it must be asked whether we are only beginning to see the tip of the ice berg when it comes to recognizing its short and long term affects on areas distant to our focus.

As the professor suggested, perhaps we should first focus on and refine our ability to utilize conventional modalities before employing new techniques and technologies in the name of good intentions.

Many of the things he recommended in the "take home" portion of his elegant presentation were learned only through thoughtful analysis of his and others outcomes. In the end, the most important message was that the best way we can serve our patients and the development of our profession is to consciously engage in the self-coaching and mentoring. This deliberate process of re-education truly represents the best possible way for us to grow as practitioners of the healing arts.



Cost of Workers Compensation Claims

Delays in reporting work-related injuries can cause workers compensation claim costs to increase by up to 51%, according to the National Council on Compensation Insurance Inc.

Claim costs for occupational injuries reported between one to two weeks after the date of an accident represented the lowest median cost at \$13,210 per claim, Boca Raton, Florida-based NCCI said in a report released Tuesday. Injuries reported between one day and one week after an accident resulted in the second lowest average cost per claim at \$13,844.

NCCI found that claims in which workers waited three weeks to report an accident cost \$17,785 on average, while those waiting four weeks cost \$19,936 per average claim — the highest cost of any time frame in the study and a nearly 51% increase from the one- to two-week time frame.

"Claims with more than a two-week delay in reporting are characterized by a lower medical share of total cost, greater attorney involvement, more use of lump-sum payments... and a lower closure rate at 18 months," the report reads. "These characteristics suggest that claims with a delay of more than two weeks are more complex to settle, take longer to close, and involve a longer period before the injured worker can return to work."

Claims in which a worker's injury was reported on the day of the accident had an average cost of \$17,298 per claim, according to NCCI. The study said immediate reporting likely reflected higher costs because such claims tended to have "very severe injuries that require immediate medical attention," as well as require extensive medical care and extended recovery times.

Claims that were delayed by more than four weeks had an average cost of \$19,251, NCCI said.

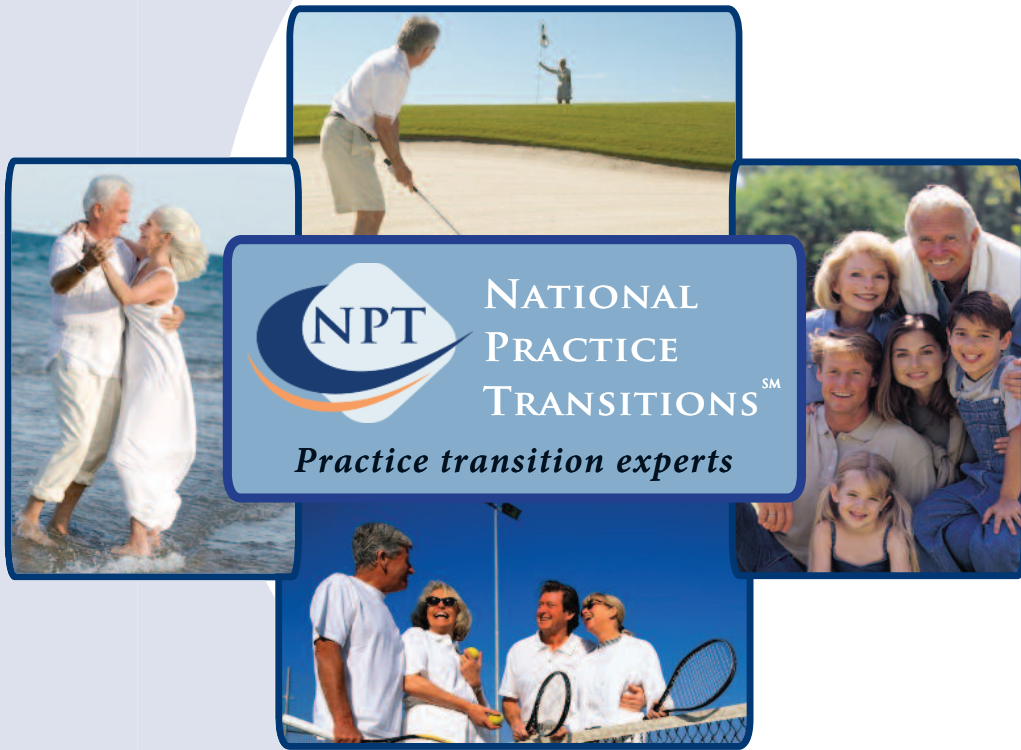
Timely reporting of WC claims remains a crucial part of a successful claims administration program.

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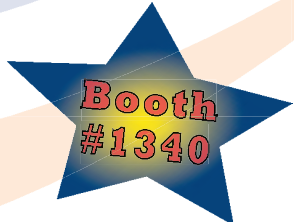
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ADA 2015 Meeting
 Nov. 5th-7th
 Washington, DC

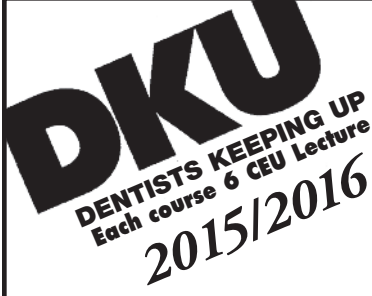


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DKU is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. DKU designates this activity for 30 continuing education credits. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cep.

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Friday, November 20, 2015

John Alonge MS, DDS – Erie, PA – “Differential Diagnosis of Oral Lesions: An Interactive Lecture” Development of a working differential diagnosis is one of the most difficult tasks in the diagnostic sequence. You can build your confidence with the diagnosis of oral lesions by spending a day with Dr. John Alonge, a talented surgeon and teacher with over 30 years of experience. Clinical case presentations focusing on a variety of pathological conditions and the use of an audience response polling system will help engage you in the decision making process. Biopsy techniques, treatment and prognosis of various lesions will also be reviewed. You will leave this program with a fresh perspective of oral pathology and the information needed to identify and diagnose oral lesions encountered in daily practice. Through your participation in this course, you will be better prepared to: recognize the diagnostic process required to formulate a differential diagnosis on soft tissue and radiographic lesions; utilize a practical classification scheme to refine your clinical diagnosis; recognize the etiology and management of various oral pathological conditions; and determine when to biopsy and when to refer for treatment. Dr. Alonge, is a Diplomate of the American Board of Oral and Maxillofacial Surgery and a Diplomate of the National Dental Board of Anesthesiology. He is currently in private group practice in Erie, Pennsylvania. Dr. Alonge has extensive experience in all subspecialty areas such as dentoalveolar surgery, dental implants, corrective jaw and facial surgery. This course is supported by educational grants from Dodd Dental Lab, and Hayes Handpiece.

Friday, December 11, 2015

Jane Soxman DDS – Pittsburgh, PA – “Know When to Hold ‘Em , When to Fold ‘Em, and When to Do ‘Em” The transformation of the pediatric patient’s dentition and oral structures through the primary, mixed and early permanent dentition may result in various problematic presentations. Identification and timely intervention will assure not only the child’s developmental well being but may also minimize future treatment costs. This course begins with findings during the clinical examination including anomalies, pathology and various soft tissue presentations including upper airway obstruction, specific treatment recommendations for eruption disturbances, mandibular incisor crowding, space maintainers, and parafunctional habits. Dentists, assistants and hygienists will derive strongly enhanced diagnostic and treatment skills for their youngest patients. This is a nuts and bolts course in pediatric procedures that includes interim therapeutic restorations, indirect pulp therapy for young permanent molars and pulp therapy for primary molars. Full coverage stainless steel and esthetic crowns for primary molars, extraction of primary dentition and local anesthesia techniques are also presented. Course Objectives: Perform vital pulp therapy in primary molars with appropriate indications and medicaments and full coverage restorations for primary molars; Insure optimal clinical skills for administering local anesthesia for the pediatric patient; Improve technique for extraction of primary teeth; Recommendations and management for pathology and anomalies in the developing dentition; Identification and management of upper airway obstruction; and appropriate use of space maintainers and intervention for parafunctional habits. Dr. Soxman is a diplomate of the American Board of Pediatric Dentistry, a seminar instructor for general practice residencies, and editor of the *Handbook of Clinical Techniques in Pediatric Dentistry*. She maintains a private practice in Pittsburgh PA This course is supported by educational grants from Dodd Dental Lab, and PNC Bank.

Wednesday, February 3, 2016

David Weber – Marietta, GA – “The Winner In You: Raising the Bar on Patient Care and Customer Service” In a crazy economy, what truly separates one practice from another may very well be the attitude, professionalism and the level of service being provided to patients! We live in such a frenzied pace, that it’s easy to forget the impact that actions, reactions, and behaviors can have on the perceptions others have of an office. This fast, fun, and highly interactive seminar zeroes in on the critical issues needed to meet and exceed patient expectations – and gets everyone in an office recharged to do the “right things”. Learning outcomes: 1) Learn the top 14 characteristics of professionals; 2) Develop a greater understanding of the impact of attitude and communication; 3) Understand what ‘best in class’ patient service looks like and feels like. Dave Weber CEO/President, Weber Associates is an internationally recognized speaker, author, and trainer in helping people make progress on purpose . In addition to presenting on the motivational speaking circuit, Dave is the author of *Sticks and Stones Exposed: The Power of Our Words*. This course is a must for the entire staff and spouses. This course is supported by educational grants from Dodd Dental Lab, and Hayes Handpiece.

Thursday, April 14, 2016

Joseph Kan, DDS, MS – Loma Linda, CA – “Essences of Anterior Implant Esthetics: The Perio-Ortho-Restorative Connection” Achieving anterior implant esthetics is a challenging and demanding procedure. To create implant restorations with harmonious gingival contour that emulate nature is a science and art. Understanding the biologic and physiologic limitations of the soft and hard tissue will facilitate predictability in simple to complex esthetic situations. This course is designed for the Restorative Dentist, Periodontists, and Oral Surgeons focusing on current implant treatment philosophies and methodologies for replacing currently missing teeth and the management of patients who will be losing a tooth or teeth in the esthetic zone. Emphasis will be placed on evidence based diagnosis and treatment planning, and surgical and prosthetic management of soft and hard tissue for optimal anterior implant esthetics. You will learn: Prognostic keys for predictable esthetic implant treatment; Immediate vs. Delayed vs. Early placements; Indications, Contraindications; Management of the implant socket gap; Bone grafting & Soft tissue grafting concepts; Papilla management for implant vs. natural teeth; Management of inter-implant papilla; Management of surgical and prosthetic complications; and Provisionalization (contour for optimal gingival esthetics). Dr. Kan completed Prosthodontics and Implant Surgical training from Loma Linda University School of Dentistry where he is a Professor of restorative dentistry and maintains a private practice limited to implant surgery and prosthodontics. He lectures worldwide. This course is supported by educational grants from Nobel Biocare, Dodd Dental Lab, Hayes Handpiece and PNC Bank.

Thursday, May 5, 2016

Gordon J. Christensen DDS, MSD, PhD – Provo UT – “THE CHRISTENSEN BOTTOM LINE-2016” This fast moving “bottom line” course includes the areas of dentistry with the most activity and change in any given year. It is easily understood and has numerous summaries that help attendees to interpret the ongoing advancements in the profession. The course encourages audience participation, and questions and answers and is presented in an enjoyable and humorous manner. The hottest aspects in the following topics will be included: Endo, implants, technology, fixed pros, lasers, operative, esthetics, equipment, radiology, and periodontics. On the completion of this course attendees should be able to: List the most important and useful new techniques in these topics; List the most important and useful materials discussed in these topics; List the most important and useful new concepts discussed in this course; and Implement those aspects of the course most applicable to your practice. Gordon J. Christensen is Founder and Director of Practical Clinical Courses (PCC), Chief Executive Officer of Clinicians Report Foundation (CR), and a Practicing Prosthodontist in Provo, Utah. Since 1976, he and his wife Rella have conducted research in all areas of dentistry and published the findings to the profession in the well-known CRA Newsletter now called *CLINICIANS REPORT*. This course is supported by educational grants from Dodd Dental Lab, Hayes Handpiece, PNC Bank and VOCO.

Those taking the full DKU Series will receive a Bonus Course

**Wednesday, October 21, 2015 BONUS: Barbara Steinberg, DDS; “Medical Update for the entire Dental Team”
at the Valley Forge Casino & Convention Center (Lower Level)**

All meetings will be held at the Springfield Country Club on Route 320, Springfield, Delaware County, PA, except for the Bonus Course. Registration for all courses 8:15 AM. Lecture 9:00 AM – 4:15 PM. Continental breakfast and lunch included for all DKU courses.

FEES Delco and Chesco Society Members - Entire Series plus bonus Course - \$645, Individual Courses - \$195, 3 Courses - \$530, 4 Courses - \$615
Other ADA Members - Entire Series plus bonus Course - \$695 Individual Courses - \$210, 3 Courses - \$570, 4 Courses - \$665
Non-ADA Members - Entire Series plus bonus Course - \$765, Individual Courses - \$225, 3 Courses - \$605, 4 Courses - \$715
Staff members accompanied by a doctor will be \$95 per course per person with reservation at least one week in advance, \$110 per course per person at door.
Cancellations and Refund Policy - No refunds will be made without notice of at least one week prior to course date. (A \$25 administrative fee will be deducted.)
For information please contact: DKU • c/o Barry Cohen, DMD • 4750 Township Line Rd • Drexel Hill, PA 19026 • 610-449-7002 • DKUDental@aol.com

4TH DISTRICT TRUSTEE – DR. JEFFREY COLE

Remarks made by Jeffrey M. Cole DDS, MBA, after receiving the Distinguished Service Award on May 14, 2015, from the Delaware State Dental Society.



I want to thank the Executive Committee of the Delaware State Dental Society for this great honor, in presenting me your Distinguished Service Award. I cannot accept this alone. For years I have been working in a strong partnership with my wife Linda. She shares this great honor with me.

Many of you, especially you who are on Facebook, know I have spent a lot of time with dental students over the last several years. I would like to use this honor as an opportunity to challenge this society and its members - to challenge you to fully engage the newest generation of our profession. This commitment will not only sustain this organization, it will also protect the profession for years to come. But, in order to be successful you need to engage these young professionals on their terms.

I have spent a great deal of time involved in organized dentistry. It is a big part of my life. Recently, I was asked to speak to a group of graduating dental school seniors at the University of Maryland along with several other seasoned leaders in organized dentistry. The young dentist in charge of the program asked us to talk about a personal experience where organized dentistry touched our lives in a personal way.

So, I told the students a story about a longstanding friendship I made in organized dentistry with a dentist from Georgia, Mark Ritz. He and I were very active in advocacy together.

We served on a Council together at the Academy of General Dentistry. We served together in the House of Delegates in both the American Dental Association and the AGD. When I was going through the chairs of the Delaware State Dental Society, I timed my term as President so that I served the same year he served as the President of the Georgia Dental Association, and Carol Summerhays, a mutual friend of us both, served as the President of the California Dental Association. We did this so we could work together on issues affecting the profession. When the midlevel provider issue was referred to the Council on Dental Practice at the ADA, a Council which Mark had been elected chair, I requested appointment to that Council, so that Mark and I could work together on that important issue. I could go on for hours as to how we worked together, but the long story short is that a diagnosis of pancreatic cancer forced Mark to resign from the Council on Dental Practice before I started my term. Within six months he was in hospice at the Mayo Clinic in Jacksonville Florida. At his bedside on the day he died were his wife, two children, and three friends from organized dentistry, me being one of them. We sat together the day before he died, reminiscing about our time spent together. He just kept shaking his head saying, "God, we have been through a lot."

I told the students the moral of this story is that you will get involved in organized dentistry for all the professional reasons, but you will also make your most trusted friends in the process. I told them to look around the room. Among their colleagues in the room, and colleagues they had still yet to meet, they would make some of their closest friends in the world.

So like I said, I have spent a great deal of time involved with organized dentistry. Linda and I

have made a lot of personal sacrifices for the profession. But what is rewarding is that we have also made a positive difference in the profession. And, as she likes to remind me, we have made some of our best and most trusted friends by being involved.

As many of you know, Linda has acted as the quintessential hostess for organized dentistry, hosting dignitaries who visited Delaware, while interacting with members of the ADA and AGD Boards of Trustees, as well as hosting leaders and their spouses of national allied organizations and the dental industry. She has always made everyone feel welcome, and part of the family. She is also our biggest advocate for organized dentistry. Recently Linda and I attended the wedding of a former American Student Dental Association leader and mentee of mine, in Chattanooga, Tennessee. Many dentists and young dental couples were there, some former dental student leaders. One of the young spouses was complaining about the time devoted to organized dentistry. Linda, always willing to give advice, dispensed a few words of wisdom to her. She said, "Honey, you need to get over yourself. The profession and organized dentistry are too important. It will give you a good life, and you will make a difference. You will also make some of your closest, lifelong friends in the process. The sooner you figure that out, the happier you will be."

As a baby boomer I joined organized dentistry and became involved because it was my duty as a professional. No questions asked. The Generation Xers that came after me were non-conformists. While they may have joined organized dentistry, they did not actively participate, and often were critical.

Today, the Millennial generation joining our profession, is driven by making a difference. They want a positive social aspect to everything that they do. These characteristics are ripe for involvement in organized dentistry. But this generation presents some difficulties and challenges. They are very impatient. They want to see results immediately, and they have no tolerance for negativity. They need recognition, and need to see how their involvement in organized dentistry affects their personal life in a positive way, or they will quickly move on to something else. So while my challenge seems simple, engaging these young professionals on their terms will take a little more forethought and effort than you think. But it will be worth it, for the sake of the profession. So that is my challenge to you. I hope you find your efforts in meeting this challenge as fulfilling and rewarding as I have. Working with dental students over the years has been one of the best experiences of my life.

Again, I want thank you for this great honor. Most importantly, I want to thank you for your support and friendship over the years.

Jeffrey M. Cole, DDS, MBA, FAGD

Fourth District Trustee, American Dental Association
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2016 VFDC SPEAKERS

WEDNESDAY, MARCH 2, 2016:

- Dr. John C. ComisiFull Day – Hot New Materials/Products/Techniques
- Dr. Samuel B. LowAM – Lasers in Periodontal Treatment
PM – Periodontal Management
- Dr. R. John BrewerAM – ACLS Re-certification*
PM – PALS Re-certification*
- Ms. Nancy McNuttAM – Office Collections
PM – Marketing 101
- Ms. Rita BauerAM & PM – Dental Patient Photography Made Easy
- Dr. Ann E. SpolarichAM – Women & Medications
PM – Geriatric Pharmacology

THURSDAY, MARCH 3, 2016:

- Dr. John C. CranhamFull Day – Restorative Dentistry
- Dr. Theresa S. Gonzales ..AM – Oral Pathology
PM – Women's Health
- Dr. R. John BrewerAM – ACLS Re-certification*
PM – PALS Re-certification*
- Ms. Amy Kirsh.....AM – Teamwork Communication
PM – Scheduling for Success

*There will be a registration fee for re-certification to cover the costs of cards and EFC Handbook.

COURSE LOCATIONS WILL INCLUDE THE VALLEY FORGE EVENT CENTER (CASINO RESORT) AND THE RADISSON HOTEL BALLROOMS.



**ENERGIZE
YOUR
PRACTICE**

FRIDAY, MARCH 4, 2016:

- Dr. Dennis P. TarnowFull Day – Implant Dentistry
- Mr. Brandon S. Collier.....AM – Personal Financial Management
PM – Practice Transitions
- Dr. R. John BrewerAM – Office Emergencies For Restricted Anesthesia Permit Providers
PM – Office Emergencies for Unrestricted Anesthesia Permit Providers
- Dr. John A. MolinariFull Day – Infection Control
- Ms. Karen DavisAM – America's Sweet Tooth Obsession
PM – Nonsurgical Periodontal Treatment

**WATCH FOR EARLY REGISTRATION AT
WWW.VFDC.ORG TO GUARANTEE SEATING
AT THE COURSES OF YOUR CHOICE.**

152nd DSDS Annual Session Business Meeting & President's Reception May 14, 2015



CE Course – Rehoboth Beach Country Club, Rehoboth Beach May 15, 2015

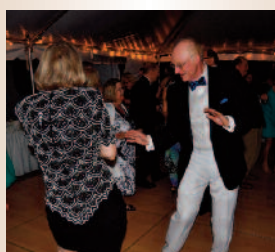
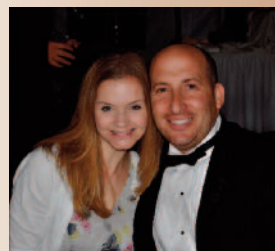


152nd DSDS Annual Session

President's Beach Party

Kings Creek Country Club, Rehoboth Beach, DE

May 15, 2015



CLASSIFIED ADS

Wilmington, Delaware - Great office for sale in a very desirable location w/a very immaculate practice. 4 ops, Dexis and Dentrax...robust hygiene program...a must see! Please call or email Henry Schein Professional Practice Transitions Representative Sharon Mascetti at sharon.mascetti@henryschein.com or call 484-788-4071. #DE101

Well established Kent County, DE general dentistry practice w/4 ops in a great location. The office has a terrific staff w/1750 patients of record and approx. 11 new patients per month This 2000 sq foot office is, completely digital, Eaglesoft software + a cerac system. Collections of \$750K w/mostly a FFS patient base on a 28 hour work week.. This is a great opportunity in a very desirable area in DE Please call or email. Sharon Mascetti 4847884071 or Sharon.mascetti@henryschein.com

MARYLAND EASTERN SHORE NEAR DELAWARE LINE – PEDIATRIC SPECIALTY PRACTICE FOR SALE: 7 modern state of the art ops grossing \$1.7 Million with high net. Long time loyal staff. Owner will stay PT for smooth transition. Refers out all ortho. Sees Delaware MA patients. POLCARI ASSOCIATES, LTD (800-544-1297); info@polcariassociates.com

New Castle County - New Listing! General practice grossing 500K with a high net. The 1200 sq. ft. condo is for sale as well. Retiring dentist refers all endo, oral surgery, implant surgery, perio surgery and ortho. This 4 op practice is in a busy, highly populated, developing area. Call or email Tom Bonsack DDS at MidAtlantic Dental Transitions. 410-218-4061 or Tom@MidAtlanticDentalTransitions.com

To place a classified ad, visit the DSDS website at www.delawarestatedentalsociety.org and click on Employment Opportunities/Classifieds.



November 5-10
Washington, D.C.

Innovative Education Begins at ADA 2015 – America’s Dental Meeting

If you’re looking for innovative and practical education that gives you the best bang for your buck, look no further than the ADA annual meeting. Join us in Washington, D.C. this November 5-10 and take advantage of the great CE that’s planned for you!

More than 300 CE courses:

- Nearly 100 hands-on workshops, including 7 hands-on cadaver workshops
- 6 live-patient Education in the Round courses using 3-D video for the first time ever
- Specialty Pavilion, CAD/CAM live-patient stage, Health and Fitness Center, and more in the exhibit hall

Plus, don’t miss the special programming for new dentists (dentists out of dental school for less than 10 years) and women dentists.

New Dentist Conference – Take advantage of this customized experience for just \$350, which includes your ADA 2015 registration, and:

- Keynote speaker Daymond John, Shark Tank co-star and entrepreneur
- Networking opportunities with leadership
- Exclusive CE track
- VIP lounge
- Reception at Penn Social
- Reduced hotel rates - \$100/night savings!

Register at ADA.org/NDC.

Women Dentists Take the Lead (American Association of Women Dentists) – \$100 for AAWD members/\$130 for AAWD nonmembers

- Keynote speaker Dr. Nancy C. Lee, Deputy Assistant Secretary for Health – Women’s Health and the Director of the Office on Women’s Health in the U.S. Department of Health and Human Services
- CE courses delivered by Drs. Linda Niessen and Mollie Winston
- Cocktail reception and silent auction

The full CE line-up is featured in the June issue of the Journal of the American Dental Association and on eventScribe at eventscribe.com/2015/ADA/.

Register today at ADA.org/meeting.

Delaware State Dental Society president gives back

Leciejewski organizes volunteers for free dental clinic

By Shannon Marvel
smarvel@capegazette.com

Dentist Curtis Leciejewski of Rehoboth Beach Dental has had a banner year as president of the Delaware State Dental Society.

"We're here to serve and we're here to make changes and move oral health forward in our area," said Leciejewski said of the society.

The dental society advocates for and organizes continuing education for dentists. Its members volunteer throughout the state for charitable organizations such as The A. I. Dupont Cleft Palate Program, United Way and Community Healthcare Access Program.

Leciejewski, whose term as president ends in June, has also served on the executive council for more than five years. He was honored at the society's President's Ball, held at Kings Creek Country Club.

Perhaps Leciejewski's greatest achievement as president was his push for the involvement of Delaware dentists and dental workers in Wicomico County in Maryland's Mission of Mercy. When he learned that, in the past, a whopping 38 percent of patients at this clinic were from Delaware, he helped organize 11 Delaware dentists, 20 hygienists and seven assistants to volunteer their services for the event.

The volunteers performed restorative procedures, fillings and cleanings over two days in April, when more than 1,600 people gathered at the Wicomico Civic Center in Salisbury, Md., for the Eastern Shore Mission of Mercy's free dental clinic. Leciejewski said three of every five patients he treated were from Delaware.

"It was a very heartfelt process. The people were ever so gracious. I've never been thanked so profusely from someone for just doing what I consider a very simple procedure," said Leciejewski.



DENY HOWETH PHOTO

DR. CURTIS Leciejewski of Rehoboth Beach Dental organizes volunteers for community outreach.

The doctor graduated from the University of Detroit Dental School in 1987. He then opened a private practice in Bel Air, Md., where he stayed for 13 years. Leciejewski moved to Rehoboth in 2000 after falling in love with the area.

"There's a true sense of community here. The people could not have been more welcoming," Leciejewski said.

He opened his practice, Rehoboth Beach Dental, a year later. Rehoboth Beach Dental provides preventative and family dentistry as well as cosmetic.

"IT'S A VERY REWARDING PART OF MY JOB WHEN I CAN TURN SOMEONE AROUND IN A LIFE-CHANGING FASHION BY CORRECTING THEIR TEETH."

- CURTIS LECIEJEWSKI

"It's a very rewarding part of my job when I can turn someone around in a life-changing fashion by correcting their teeth.

It's extremely gratifying to give someone the mirror and - voila!" said Leciejewski.

Leciejewski is also a member of the Academy of General Dentistry, and has attained the honor of Master of the Academy of General Dentistry. The doctor put in over 1,500 hours of continuing education to earn the distinction and he continues to volunteer.

For information about Dr. Leciejewski's practice, go to www.rehobothbeachdental.com. To find out more about the DSDS, visit www.delawaredentalsociety.org.



Volunteers from the Rehoboth office are (l-r) Joyce Schwinabart, Linda Palmer and Dr. Curtis Leciejewski.



The team of Delaware Dentists at Eastern Shore Mission of Mercy's free dental clinic are (l-r) Dr. Jim Kramer, Dr. Kent Elkington, Susan Quillen, Dr. Michael Butterworth, Dr. Curtis Leciejewski and Dr. Paul Christian.



The Special Olympics were held with Delaware dentists in attendance to provide exams to the athletes. Shown (l-r) Drs Evelyn Hyland, Rachel Maher, Susan Somerset, Jim Kramer, Curtis Leciejewski and Greg McClure.

This article and photos provided courtesy of the Cape Gazette.

SuperSlim Glove is Now Just \$4.36 per 100; 3 New Gloves Offered!

Your Delaware State Dental Society glove program keeps getting better and saving you money. From now until Sept. 30, the high-quality EcoBee SuperSlim nitrile glove is value priced at only \$4.36 per 100 gloves or \$131 per case of 3,000 gloves. Request free samples of SuperSlim from the Delaware State Dental Society Glove Program, administered by Association Gloves. Free samples are available online at www.dsdsgloves.com or by calling 877-484-6149 for assistance.

Additionally, three new gloves are now available from your glove program. All of them are packed 300 to a box/3,000 per case:

- Halyard Health (formerly Kimberly-Clark) **AquaSoft** is an affordable, high-quality super soft, blue textured nitrile glove. It costs just **\$6.63 per 100 or \$199 per case**. Now through June 30, **buy a case of AquaSoft and get two boxes free**, the equivalent of a 20 percent discount.
- SemperMed's StarMed Plus is a great new, extremely soft nitrile glove that dispenses easily (like facial tissue—one glove at a time). **It costs just \$6.63 per 100 or \$199 per case**.
- Cranberry's Evolve 300 is an ultra-lightweight glove that's form-fitting, soft and strong. **Priced at only \$5.10 per 100 gloves, or \$153 per case, this is a great value.**

DSDS members can still take advantage of the Halyard Health buy-one-get-one (or two) free promotion on gloves and masks. Purchase a case of masks and receive two boxes free, or buy a case of gloves and get one box free. (AquaSoft buyers get two boxes free through June 30.)

Endorsed by the DSDS

Many DSDS members have discovered how much they can save on every case of gloves and masks, while enjoying free shipping. Remember, purchases from the Delaware State Dental Society Glove Program generate non-dues revenue to help your association provide the programs and services you value.

- Powder-free nitrile start at **\$4.36** per 100 gloves
- Powder-free latex start at **\$6.40** per 100 gloves
- Powdered latex start at **\$7.25** per 100 gloves
- Chloroprene start at **\$11.30** per 100 gloves
- Fitted start at just **\$7.50** per 100 gloves
- Ear loop masks start at **\$4.00** per 50 masks

View the complete catalog of 70-plus gloves and masks and order online by visiting **www.dsdsgloves.com**. Or, for personal assistance, to request glove or mask samples or place an order call between 8 a.m. and 5 p.m. Eastern time: **877-484-6149**.



DSDS Gloves Nitrile and Chloroprene Order Form



Name: _____ **Contact:** _____
Address: _____ **City/State/ZIP:** _____
Phone: _____ **Fax:** _____ **Email:** _____
Date: _____ **Credit Card Info:** Visa MC Discover American Express
Name on Card: _____ **Card #:** _____ **Exp. Date** _____

Powder-Free Nitrile	#/Box	\$/100	XS	S	M	L	XL	XXL	Case Price	Total
Cranberry AquaSource, moisturizer, textured	200/box	\$6.30						N/A	\$126.00	
Cranberry Clearly, smooth	100/box	\$6.45						N/A	\$64.50	
Cranberry Contour, micro-roughened	100/box	\$7.75						N/A	\$77.50	
Cranberry Contour Plus, moisturizer, micro-roughened	100/box	\$7.95						N/A	\$79.50	
Cranberry Evolve,* textured fingertips	300/box	\$5.10						N/A	\$153.00	
Cranberry R200, textured	200/box	\$5.65						N/A	\$113.00	
Cranberry Truly, textured	100/box	\$6.85						N/A	\$68.50	
Cranberry XLIM, smooth	100/box	\$7.10						N/A	\$71.00	
EcoBee BeeSure Nitrile, textured	100/box	\$6.55						N/A	\$65.50	
EcoBee BeeSure Slim, micro-textured	200/box	\$5.45						N/A	\$109.00	
EcoBee BeeSure SuperSlim, textured **	300/box	\$4.87 \$4.36					N/A	N/A	\$146.00 \$131.00	
Halyard Health Aquasoft,* textured fingertips	300/box	\$6.63						N/A	\$199.00	
Halyard Health Lavender, textured	250/box	\$7.96						N/A	\$199.00	
Halyard Health Safeskin Purple, textured	100/box	\$11.10						N/A	\$111.00	
Halyard Health Sterling, textured	200/box	\$9.20						N/A	\$184.00	
Microflex Supreno, textured	100/box	\$12.20						N/A	\$122.00	
Microflex Soft White (formerly Tranquility), textured	100/box	\$8.90						N/A	\$89.00	
Microflex Ultraform, textured	300/box	\$6.81						N/A	\$204.50	
Microflex UltraSense, textured	100/box	\$9.92						N/A	\$99.25	
Microflex XCEED, textured	250/box	\$7.00						N/A	\$175.00	
Sempermed Best Touch, textured, Aloe & Vitamin E	200/box	\$6.45						N/A	\$129.00	
Sempermed Rose, Aloe & Vitamin E, textured	200/box	\$6.50						N/A	\$130.00	
Sempermed Tender Touch, textured	200/box	\$5.75						N/A	\$115.00	
Sempermed SemperCare, textured	200/box	\$6.40						N/A	\$128.00	
Sempermed SemperSure, textured	200/box	\$7.30						N/A	\$146.00	
Sempermed StarMed Plus*, textured	300/box	\$4.66						N/A	\$140.00	
Sempermed StarMed Ultra, textured	250/box	\$5.52						N/A	\$138.00	
Fitted Powder-Free Nitrile	#/Box	\$/100	6	6.5	7	7.5	8	8.5	Case Price	Total
Cranberry Curve Fitted, micro-roughened	50/pair	\$7.50							\$75.00	
Chloroprene	#/Box	\$/100	XS	S	M	L	XL	XXL	Case Price	Total
Microflex Neogard, textured	100/box	\$11.30						N/A	\$113.00	

Subtotal =	\$
Tax if in MI, NC, SC, VA =	\$
TOTAL =	\$

All products sold by the case; each case contains 10 boxes of gloves. *250 per box XL **through 9/30/2015

Call 877.484.6149 or fax your order to 517.484-5460
www.dsdsgloves.com

MID-ATLANTIC P.A.N.D.A.

DATE: Friday, November 13, 2015

TIME: 8:00 AM – 4:00 PM

LOCATION: Maryland State Dental Association, Columbia, MD

7 CE CREDITS

REGISTRATION FORM – The Mid-Atlantic P.A.N.D.A.

(Return by no later than October 1, 2015)

I would like to volunteer to be a Prevent Abuse and Neglect through Dental Awareness Trainer [The Mid-Atlantic P.A.N.D.A.] NAME: _____ Credentials: _____

Address: _____

Phone: _____ Email: _____

Where are you available or willing to present: County _____

Do you currently have an organization in mind to that you plan to give a presentation?

Date: _____ Name: _____

Some of the requirements to be a presenter are:

- ✓ Commitment to provide at least one training in 2 years
- ✓ Attend the training and retraining that are required to be a trainer and be registered with the MSBDE
- ✓ Report all trainings to the Mid- Atlantic P.A.N.D.A. Board as soon as possible so we can post on website.

Disclosures:

- The training manual and CD are the property of Mid-Atlantic P.A.N.D.A. At the time of the retraining you are required to return the old CD and manual to receive your new CD and manual.
- Trainers are registered with the Maryland State Board of Dental Examiners.
- Volunteer trainers donate their time.
- Attendees for the live presentations are to contribute per the contract agreement to help defray our cost.
- To avoid conflict of interest issues, trainer candidates are asked to disclose commercial affiliations that may disqualify their participation.

Signature _____ Date _____

I understand the requirements and disclosures



WHY PAY MORE DENTAL

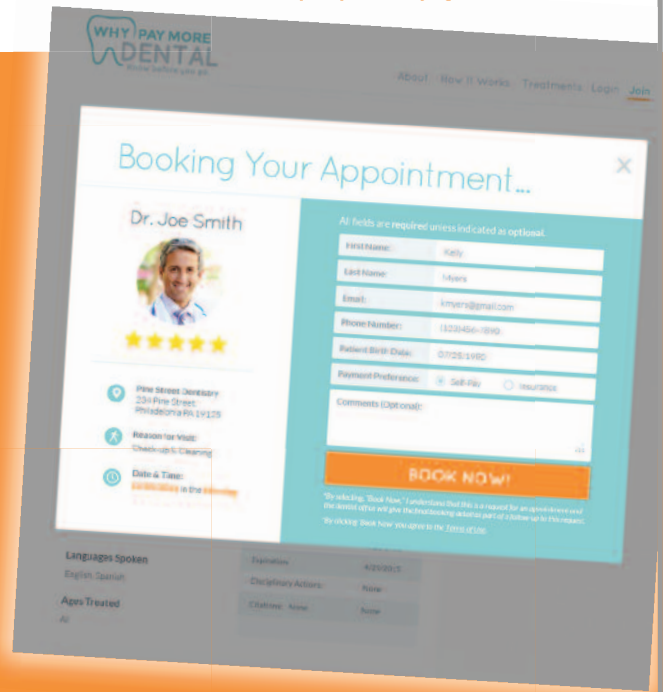
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What is WhyPayMore Dental?

- An innovative new website where prospective patients can easily compare dental providers based upon price, quality and convenience
- You create a profile that highlights your practice and talks about what differentiates you from other dentists in your area
- Prospective patients compare your practice to other dentists and select a dentist based upon what is important to them

Don't miss out on the opportunity to reach hundreds of new patients!



Benefits to Dentists:

- Attract more fee for service patients to your practice
- Our self-selection process yields a more qualified patient
- Gives your practice the ability to justify higher prices through disclosure of your experience, education, reviews, technology and more
- Puts you on a level playing field with your competition by providing procedure pricing transparency
- Risk free advertising because you only pay for patients that have requested an appointment with your practice
- Fill holes in your schedule with new patients!

Grow Your Practice

Get the patients you need at the times you want.



CONTACT US:


800-536-1455 | info@wpmdd.com

www.whypaymoredental.com

MARK YOUR CALENDAR FOR THESE IMPORTANT DATES ...

2015...

September 18, 2015

CE Course - Dr. Wael Garine
"Beyond Integration: Blue Print for Restorative Success"
Chase Center on the Riverfront, Wilmington, DE
Educational Grant provided by 

October 8, 2015

General Membership Meeting & Dinner
Sheraton Wilmington South Hotel, New Castle, DE

October 16, 2015

CE Course - Dr. Rella Christensen
"New Data on Critical Dental Questions, including Infection Control"
Chase Center on the Riverfront, Wilmington, DE

November 5-10, 2015

ADA Annual Meeting - Washington, D.C.

November 19, 2015

General Membership Meeting & Dinner
Sheraton Wilmington South Hotel, New Castle, DE
Presentation by DSDS Delegation to the 2015 ADA House of Delegates

2016...

January 14, 2016

Hoopes Lecture
Ammon Center, Newark, DE

January 22, 2016

CE Course - Dr. Mark Murphy
"The 3 Drivers of Sustained Practice Growth and Success" and
"Simplifying the Complex Case"
Chase Center on the Riverfront, Wilmington, DE

March 11, 2016

CE Course - Patricia Worcester, RDH, and Roz Fulmer, CEO
"Team Approach to Fighting Gum Disease" and "Dental Coding:
Tricks of Our Trade"
Chase Center on the Riverfront, Wilmington, DE

March 17, 2016

General Membership Meeting & Dinner
Sheraton Wilmington South Hotel, New Castle, DE

May 12 & 13, 2016

DSDS Annual Session - Wilmington
Chase Center on the Riverfront, Wilmington, DE

September 23, 2016

CE Course - Dr. John Molinari
"Let's Talk About Infection Control and OSHA"
Chase Center on the Riverfront, Wilmington, DE

October 14, 2016

CE Course - Dr. Alan Atlas
"Mastering Restorative Dentistry A to Z"
Chase Center on the Riverfront, Wilmington, DE

November 18, 2016

CE Course - Dr. Sam Low
"Lasers" and "Perio Management"
Chase Center on the Riverfront, Wilmington, DE



LIKE US ON FACEBOOK...

Immediate Past Presidential Farewell Address



I have often thought to myself over this past year, that if someone wants to live the fastest year of their life, then one should become the President of the Delaware State Dental Society. It has truly been an honor and a privilege to have served in this capacity for such an amazing group of individuals. I came into this position, after having gone to the ADA President Elect meeting, with a few ideas of what I wanted to accomplish. A friend and mentor of mine from the Pankey Institute, Dr. Nancy Ward, who had served on the Pankey board of directors, advised me that you can really only accomplish a few items on your agenda when in this position. With that in mind I want to share with you what I consider some of those successes over the past year.

At the start of my term it was my goal to get more individuals to DSDS meetings. It always frustrated me over the years that I have been attending DSDS meetings that so few members actually came to them. Knowing that most doctors are off on Friday, I changed our Executive Council and General Membership meetings to Thursday in hopes of attracting more individuals to participate in the very important comings and goings of the DSDS. My thinking was that this would allow for a more relaxed individual coming to a meeting without having to be in the office the next morning. I also, had planned that the meetings be split between upstate and downstate so that we as an organization could be more cohesive. I have seen some improvement but I think with Dr. Kaz keeping the meetings on the same day we may see more of a change to the positive.

To make it easier on our members to pay their dues we started accepting credit cards for dues payments. With the work of our Executive Director, Ms Betty Dencler, the whole credit card acceptance system was re done. In doing so we were able to save a lot of money in credit card fees and helped to reduce the budget line item for the cost of doing business. All payments for CE courses are now being done under this new credit card system agreement which has made the CE programs even more profitable.

To make it easier for members to become involved, video conferencing at the DSDS office has been established. This, especially for me, has been one great benefit. Running a very busy practice with 7 staff and then having to travel an hour and a half to get to a meeting and then traveling an hour and one half home is rather taxing. The busy schedule that I have had over the last several months has allowed some normalcy to my life. It has been absolutely wonderful to be able to participate where you can see all that is going on and also comment accordingly. I hope other members who are down state and who are concerned about getting involved with time restraints can be assured that they can participate in a much easier capacity.

We all survived Ebola!!!

There were several suggestions for programs that members had brought forth that they were interested in having the DSDS provide. One program we held in January was the Connect the Dots program, where infant exams were demonstrated. It was through the suggestion of one of our members that we went about organizing this course where we had over 90 individuals show up. Just

recently we held the first Controlled Substance Course on April 9th. At this meeting we had 150 Delaware dentists in attendance, almost half of the Delaware Dental population, a record for sure. As mentioned then, we have finally figured out how to get so many members into a meeting. My hope is that many will continue to come and be a part of the Delaware State Dental Society and attend general membership meetings.

The following day on April 10, it was a pleasure, to have past president, Dr Paul Christian join me at Christiana Health Care where we were able to provide a great lunch and sit with the dental residents and discuss the benefits of membership with the ADA and the DSDS. Of the 8 residents present, 6 were planning on becoming Delaware dentists. We talked on the importance of their involvement with organized dentistry as it will impact them as they get along in their new careers. Packets were handed out offering them the opportunity to become members of this great society.

One great body of work that was accomplished by President Elect, Dr. Robert Kacmarcik was the ADA's report on the "Access to Dental Care in Delaware". Dr Kaz had been working with the ADA, over many months of contract negotiations, on doing a new survey of dentists here in the state. After having the University of Delaware report reviewed by the ADA, it was found out that they could not improve on it. In discussions that followed, it was learned that there were some very good aspects in that report that we as a society could use in showing how Delaware dentists are taking care of our own. It was then decided to have the report that has been finalized, done. It has been a wonderful thing to have in our arsenal a document that shows just how good we are at what we do best, and that is taking care of patients. It was also a great benefit to our members in that it saved us over \$30,000 in fees.

One other big success was when the Veterans Administration dental director, Dr. LeJeune, called and asked for help from the Delaware State Dental Society in treating our veterans who had been on a long waiting list with the VA in Wilmington. These individuals were in need of some much needed care and we as a society came together and helped these great vets who had served our country.

I believe the biggest highlight of this year, for me, has been the commitment of the DSDS in supporting the Eastern Shore Mission of Mercy Project that was held April 17-18 at the Wicomico Civic Center in Salisbury, MD. Over the 2 days that this event was held 1400 individuals were treated. At the first MOM, 2 years prior, we had 2 Delaware dentists in attendance and 1000 patients treated. Of those 1000, 38% were Delaware residents. Thanks to Dr. Jim Kramer's input on how this project worked, I made it my mission to get Delaware involved. I knew we had to be responsible for what happens this year. I was so pleased that the final numbers for this year showed that 11 Delaware dentists, 20 hygienists, and 7 assistants were there treating patients. Another list showed that 134 total Delaware individuals took part in this MOM project. The total number of volunteers for this event was 1638. What an incredible improvement, but next time around, as there will be a next time in 2017, I think we can do even better. The gratitude and appreciation from the people being serviced that day was heartwarming. Hugs and "Thanks you" were a plenty. Many stating that without us there they would have never been able to get the work they needed so badly, done. Most had waited in line around 9 hours, just to get to us. I have always admired those who have gone off to do great mission work in other areas of the world but to know that the same type of work can be done in our own backyard helping out our "neighbors" made this so much more rewarding.

As I have stated previously, this is the start of a long partnership with this MOM project. I believe that we as a society are going to have to come together again when this event returns in 2017. They

are going to need our manpower as well as our financial commitment. It cost over \$150,000 to put this event on and I would propose that in future budgets that a line item is made for a contribution. This year the DSDS was able to provide a contribution of \$2500 and the Kent Sussex Dental Society further pledged \$1000. I was able to secure a contribution of products from Johnson & Johnson of \$2000. So in many ways we did our part. I have received several emails from members who participated this year as well as many accolades from Mr. Dick Van Gelder, Dr. Rowland Holsinger and Lynn Peverlee, all who were involved in the many organizational aspects of putting this huge event on.

There are a lot of very dedicated individuals who have served and continued to serve the DSDS. Over this past year there were several who have stuck out in my mind. At one point Dr. Rob Director asked me on a few occasions, "how are things going" and my response being " I think things are going pretty smooth!" He then stating – "Just wait!" I always appreciated the kind words of encouragement that many of you brought forth on how things were going and how I was handling things. However, my all time favorite comment comes from Dr. Anthony Vittalana, mentioning to me last year at this time, that in regards to badges that we are all wearing tonight, the best one to have is "past president".

I am very pleased to be handing over the reins of the DSDS to someone who has already made some great progress in moving us all forward. Dr. Kaz is going to do a great job and we are all in great hands. So with that, my final comment to Dr. Kaz is - TAG YOUR IT!!

THANK YOU ALL VERY MUCH!!!

A handwritten signature in cursive script, appearing to read "Anita Loring", followed by a small flourish or checkmark.



2015 Chesapeake Dental Conference

September 25-27, 2015 | Ocean City, MD

SPEAKERS

Paulo Malo, DMD, PhD
Debra Engelhardt-Nash
Timothy Hempton, DDS
Gerard Kugel, DDS

Mitchell Lomke, DMD
Richard Wynn, PhD
Louis DePaola, DDS
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