



NEWSLETTER

Fall 2013

President's Message



Paul R. Christian, DMD
President

It is an honor, a privilege, and a humbling assignment to serve as the president of the Delaware State Dental Society. Trusted colleagues and mentors have served effectively in this capacity, advancing the practice of dentistry both here in Delaware and abroad, and enhancing the reputation and deserved respect of our Society in the public eye. As I begin my term, I am painfully aware of my relative anonymity and inadequacy. But, I am energetic and motivated to do my best in this role.

Annual Meeting

The Society had a strong meeting, with over 400 dentists and staff attending



**LIKE US ON FACEBOOK...
TO BE ENTERED IN A CONTEST
TO WIN A COMPLIMENTARY TICKET
TO THE OCTOBER 11TH CE COURSE
ON "INFECTION CONTROL"
BY DR. JOHN MOLINARI
Deadline September 20th**

Dr. Gordon Christensen's scientific lecture. I spoke with several Sponsors, all with positive feedback for the DSDS and for the brisk business being conducted at their booths. The Thursday evening Business Meeting and Reception, as well as the Friday evening President's Dinner, were festive and enjoyable, offering opportunities to socialize and celebrate dentistry in Delaware.

The Coming Year – My Focus

Let's face it, being a dentist today has its stressful moments – from patient management to business management. Yet, our patients deserve (and demand) a well-trained professional to diagnose, offer a treatment plan, and render appropriate care. We, the dentists, must continue to be worthy of being the person most qualified to diagnose, treat, and render care.

We must possess and continue

to develop knowledge, skill, technical competence, and "...those traits of character that foster adherence to

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DSDS NEWSLETTER

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April 1

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August 1

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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

This summer I had the pleasure of having my daughter work in my office. Early in the summer, Ali expressed an interest in applying what she learned in her freshman statistics class with her interest in a career in healthcare. After having observed the common procedures we perform and the kinds of patients we treat, she decided to study the implications a patient's medical history might have on how they are treated. I believe you will find her paper of interest, particularly in light of recent discussions about mid-level providers and requirements for licensure.



Louis K. Rafetto, DMD
Editor

THE MEDICAL STATUS OF PATIENTS PRESENTING FOR ORAL / DENTAL CARE IN DELAWARE



Alexandra C. Rafetto

Sophomore, Texas Christian University

The Delaware Healthcare Commission recently issued a report on the demographics and state of health of Delaware using information garnered from a variety of state and federal agencies, the Kaiser Foundation and articles from the J.A.M.A., the N.E.J.M. and Health Affairs. The report was intended to examine Delaware's current and evolving population and the state of health of its citizens. It also made recommendations about how to train, educate and recruit an adequate healthcare force to meet current and future needs.

Among other interesting findings, the report identified that the average age of Delaware's population is increasing faster than that of the rest of the nation. Importantly they emphasized that 25% of all Americans of any age have two or more chronic conditions, 80% of adults 65 years and older have at least one chronic condition, and 50% of those in the 65+ group have at least 2 such conditions.

Given their findings and projections, it is logical to look at how patients presenting for dental care reflect these trends and consider what impact this might have on the delivery of dental care now and going forward.

continued on page 8



ADA American Dental Association®



Are you on the **FAST TRACK** for good dental health?



You can join NASCAR star Greg Biffle, driver of the No. 16 3M Ford Fusion at Dover International Speedway for the AAA 400 Nascar Sprint Cup Series race on September 29, 2013!

The Give Kids A Smile program is rewarding race fans of all ages with a special opportunity to attend the upcoming race.

The Give Kids A Smile ticket package: Adults \$65. One FREE kids ticket (ages 14 and under). Additional kids tickets just \$10. Limited quantity available. Includes trackside access on Sunday morning before the race.

Come see Greg Biffle race for Victory Lane and enjoy a day at the track.

Call **800-441-RACE** or visit <http://www.monstermileoffers.com/ADA3M> to learn more. Deadline to purchase is Sept. 13, 2013



President's Message...

continued from page 1

ethical principles. Qualities of honesty, compassion, kindness, integrity, fairness and charity..." (see American Dental Association's Principles of Ethics and Code of Professional Conduct, Preamble). There is, and must continue to be, a special trust inherent in holding a dental license.

My focus, or theme if you will, as DSDS president is "PRAESTUS ET PERSTUS" or "WE STAND FIRST AND WE STAND FIRM." STAND FIRST for your patient's Oral Health. STAND FIRM for the profession of dentistry, for our place as the professional best positioned and required to diagnose, plan, and care for our patient. No one is better trained or possesses the knowledge and competence of a dentist. In the current economic and political climate, we must be active in standing first for our patient's health and standing firm for our professional interests. If we do not advocate for dentistry now, it will become a less appealing "profession" as policy makers consider allowing non-dentists to perform certain dental procedures and activities. Who will "stand first" or "stand firm" if not you and I? Join me in volunteering to make our Society better. Please call me (302.376.9600), or call/email the DSDS office to serve on a DSDS committee.

Our 150th Year Continues

Events continue. Please join your fellow Delaware dentists at the DSDS adult Beach BBQ slated for September 20th. The DSDS partners with NASCAR Charities and the ADA for an outreach at the Dover Air Force Base (with an official NASCAR racing vehicle). We need dentist and hygienist volunteers to help at the Dover Air Force Base on September 26th and to staff an Oral Health Information Tent at Dover Downs during the race on Saturday and Sunday, September 28 and 29. Let the DSDS office know of your interest. October will bring the Hoopes Lecture to the LD Caulk/Dentsply facilities in Milford for a lecture/DSDS meeting and facility tour. December promises to be festive with the DSDS 150th Anniversary Gala at the Delaware Museum of Art (December 14). Many hands have planned and prepared for these events; please acknowledge our Corporate/private sponsors who have allowed us to hold these events at significantly reduced cost to the membership.

Continuing Education

This fall our quality CE program continues with a course on Infection Control (John Molinari) October 11th, and Minimally Invasive Dentistry (Ray Bertolotti) November 15th. Remember, our Delaware regulations for CE now specifically require a course in Infection Control.

The CE program for 2014 appears on page 7 of the newsletter. Please make plans to attend. Also, our 2014 Annual Meeting features Bruce Christopher on Dental Team Dynamics (see page 22 of the newsletter); Bruce is entertaining and uplifting, his presentation is sure to impress.

The ADA/DSDS Member Value

Our national organization is a tremendous resource. From products and services; to Councils and Committees advancing our profession; to advocacy in Washington, DC in our behalf; to new initiatives – such as the "Action for Oral Health," "Healthy Mouth/Healthy You," and the soon to come "Center for Professional Success (CPS)." The ADA adds value to our individual ability to practice in Delaware.

Summary

Our Society was organized during difficult times. The Civil War raged in nearby Gettysburg that year. We also face significant economic and political challenges as a profession. These challenges are opportunities – to Stand First and Stand Firm for our patients and our chosen profession. Let us each do our part to meet and exceed the obstacles and pitfalls before us; let us shore-up, defend, and advance dentistry now. I pledge my best effort as President, and wish you and your family a pleasant fall season.

JOIN US FOR THESE 150TH ANNIVERSARY EVENTS

September 20 ...


BARBEQUE & BEACH PARTY

Henlopen Acres Beach Club,
Rehoboth Beach | 6:00 PM – 10:00 PM

Before you pack away those flip flops, plan to celebrate the end of the summer and the DSDS 150th Anniversary with your colleagues to the sounds of island music and a barbeque feast on the beach. (Open to DSDS members and their spouse/guest...sorry no children).

Participate in the *Kent/Sussex Golf Tournament* earlier in the day by contacting Dr. Doug Ditty at **302-674-4450**.



 **Special Anniversary Beach Party**
Discount Price \$20.00 pp.

****REGISTER ON THE DSDS WEBSITE FOR THE BEACH PARTY**
www.delawarestatedentalsociety.org

September 28 & 29 ...

NASCAR ORAL HEALTH DAY



The DSDS has been invited to join the American Dental Association Foundation and the Speedway Charities in participating in NASCAR Oral Health Days on Saturday, September 28th and Sunday, September 29th at the Dover Downs Racetrack. Nascar Driver Greg Biffle and Car #16 will provide media outreach to this event.

To volunteer at the ADA/DSDS tent on the 28th or 29th
8 AM to 12 Noon...email the DSDS office at dedentalsociety@gmail.com

October 11 ...



Dr. John Molinari

2013 CE SERIES...

"INFECTION CONTROL"

... Dr. John Molinari

6 CE Credits
Chase Center, Wilmington
8:30 AM – 4:00 PM

**** REGISTER ON THE DSDS WEBSITE**
www.delawarestatedentalsociety.org

October 16 ...

FRANK M. HOOPES MEMORIAL LECTURE & GENERAL MEMBERSHIP DINNER ...

COMPLIMENTARY

Dentsply Caulk Facility
38 W. Clarke Avenue, Milford, DE 19963
2 CE Credits

Dentsply Caulk will sponsor a tour of their Milford facility in the afternoon followed by dinner and the Hoopes lecture at 6:00 PM.

**DENTSPLY
CAULK**

***EXCLUSIVE DIAMOND SPONSOR FOR THE DSDS 150TH ANNIVERSARY**

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www.delawarestatedentalsociety.org

November 15 ...



Dr. Raymond Bertolotti

2013 CE SERIES...

"MINIMALLY INVASIVE RESTORATIVE DENTISTRY"

... Dr. Raymond Bertolotti

6 CE Credits | Chase Center, Wilmington
8:30 AM to 4:00 PM

****REGISTER ON THE DSDS WEBSITE**
www.delawarestatedentalsociety.org

November 20 ...

GENERAL MEMBERSHIP DINNER MEETING & PROGRAM ...



Dr. Jeffrey Cole

COMPLIMENTARY



New Orleans

American Dental Association

ANNUAL SESSION

OCTOBER 31 - NOVEMBER 3, 2013

"ADA House of Delegates report from New Orleans and welcome our newly-elected ADA Fourth District Trustee, DSDS Member, Dr. Jeffrey Cole"

Sheraton Wilmington South, New Castle
6:00 PM – 9:30 PM | 2 CE Credits

****REGISTER ON THE DSDS WEBSITE**
www.delawarestatedentalsociety.org

To learn more about DSDS History, tour our celebratory photo galleries, and register for events, please visit www.delawarestatedentalsociety.org

We invite you to Celebrate 150 Years of...
Past Presidents, Community Outreach,
Political Action, and Social &
Educational Time!



December 14 ...

150th ANNIVERSARY GALA PARTY ... COMPLIMENTARY

Delaware Art Museum, Wilmington | 7:00 PM – 10:00 PM

December 14th marks the official 150th Anniversary of the Delaware State Dental Society. Plan to join your colleagues (and their spouses/guests) to celebrate this important milestone with Enoteca Tasting Stations and Paired Wines set to the backdrop of a winter wonderland. In lieu of a formal program, enjoy a historical power point display, share your memories with friends and take home a special 150th Anniversary gift. Plan to attend from 7:00 PM to 10:00 PM, or drop in at your convenience.

Holiday Attire.

****REGISTER ON THE DSDS WEBSITE**
www.delawarestatedentalsociety.org



DELAWARE ART MUSEUM



MARK YOUR CALENDAR

2014 Continuing Education Series

January 24, 2014
Dr. Howard Glazer



*“What’s Hot and What’s Getting Hotter...
Materials & Techniques”*

February 21, 2014
Dr. Steven Present and Dr. Robert Levine



*“Treatment Planning
and Team
Communications
as the Key to*



*Optimum Outcomes and Implant
Complications from
Treatment to Ways to Avoid Them”*

March 21, 2014
Mr. John McGill



*“Achieving Financial
Independence”*

September 19, 2014
Dr. Harold Crossley



*“Medical and Dental
Implications of the
Most Prescribed
Medications”*

November 21, 2014
Dr. Stanley Malamed



*“Medical
Emergencies”*

Survey design:

Data was collected from 200 consecutive patients seen in a private oral surgery practice in New Castle County (Louis Rafetto, DMD) and was recorded on an Excel spreadsheet. Responses were obtained from entries on a standard medical history form and were confirmed by interview with the doctor. Patients were organized into age groups and data collected included age, sex, perception of their state of health and responses to questions regarding systemic medical conditions and diseases for which they were being managed by a physician including cardiovascular, respiratory, endocrine, psychiatric, or neurologic conditions as well as whether they had a joint replacement, were taking a blood thinner, or had another unspecified condition (kidney or liver disease, eating disorder, etc.) for which they were under the care of a physician. Also assessed was the number of prescription and over the counter medications being taken by each patient.

Results:

Highlights of survey findings included:

- 1) The largest groups were the 13-25 year old group (30.15%), the 51-70 year old group (29.64%) and the 71+ year old group (25.13%).

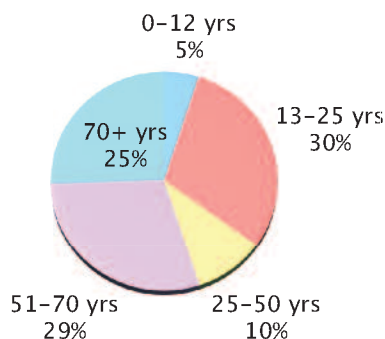


Table 1: Groups by age

- 2) Almost all patients (96%) considered themselves to be in good health, even if their history suggested otherwise.
 - a) Of the 8 patients (4%) who answered ‘No’ or ‘N/A’ to the question “Are you in good health?” most had only 2 diagnosis.

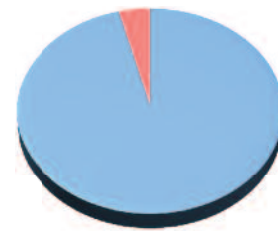


Table 2: Patient perception of their state of health

- 3) A high percentage (73%) of the total number of patients presenting for oral care had at least one condition for which they were being actively managed by a physician.
 - a) 88% of patients in the 51-70 age group had at least one chronic condition. Of those, 47% had one condition while 53% reported two or more conditions.
 - b) 98% of patients over 70 years had at least one chronic condition. Patients in this group tended to have at least two chronic conditions (82%) that required active management.

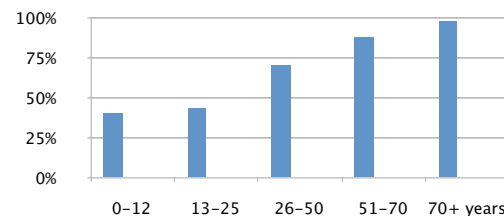


Table 3: Percentage of patients / age group with at least one condition

- 4) 31 patients had 3 or more diagnosis for which they were being actively managed.
 - a) 28 of those 31 patients described themselves as in “good health”.
- 5) Over-all, 54.5 % of patients surveyed were taking at least one prescription medication with a significant increase after the age of 50 years.

continued



● Patients taking one or more prescription medication
 ● Patients not taking any prescription medication

Table 4: Percentage of patients taking at least one prescription medication

- i.) 20% of patients in the 0-12 year group were taking one or more prescription medication.
- ii.) 36.5% of patients in the 13-25 group were taking one or more prescription medication.
- iii.) 35% of patients in the 26-50 age group were taking one or more prescription medication.
- iv.) 83% of patients in the 51-70 age group were taking prescription medication(s) with an average of 2.25 per patient.
- v.) 86% of patients in the 70+ age group were taking prescription medications with an average of 2.7 per patient.
- vi.) Those taking more than two medications tended to take many more than two.

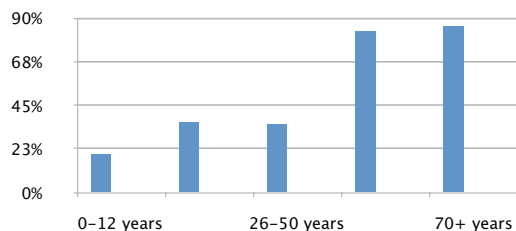


Table 4: Percent of patients taking prescription by age group

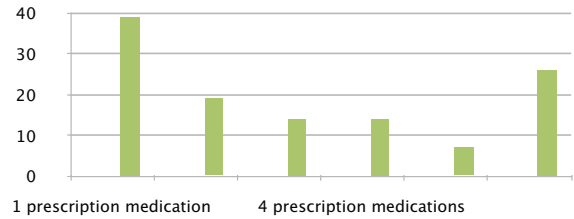


Table 5 – Number of prescriptions taken per patient (n=109/200)

- 6) The most common categories of chronic medical conditions identified were cardiovascular, respiratory, endocrine (diabetes, thyroid) and “other” (colitis, liver failure, anorexia, etc.).
 - a) 44% of patients presenting for oral / dental care were being managed for a chronic cardiovascular condition.
 - b) 28% were being managed for one or more “other” chronic disorder.
 - c) 21% of all patients were being managed for a chronic respiratory condition with 28.5% of patients 51-70 years and 40.5 % of patients 70+ years old requiring treatment with one or more medication.
 - d) 13.5% were being managed for a chronic endocrine disorder (diabetes mellitus or thyroid).
 - e) 11% of patients were being managed for a psychiatric disorder (commonly depression) with the peak incidence in the 13-25 year age group.
 - f) 7% had joint replacements.
 - g) 5.5% were on blood thinners.
 - h) 2.5% were being managed for a neurologic condition.

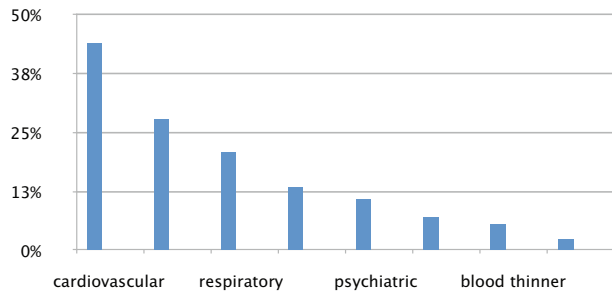


Table 4 - Percentage of patients with chronic medical condition requiring active management.

- 7) Some interesting “extremes” identified include:
- a) 29 patients (14.5%) were being managed for 3 or more active chronic conditions.
 - b) 26 (13%) of all patients were taking 6 or more prescription medications.
 - c) 1 patient (34 years old who considered herself to be in good health) was taking 14 prescription medications and 29 non-prescription medications.

Discussion:

The patients that presented to this office for care were similar to the population described in the Healthcare Commission report in that they had a significant number of chronic medical diseases and conditions and for which they were taking a substantial number of prescribed and over the counter medications. While beyond the scope of this survey, it can be assumed that not all of the chronic conditions affecting these patients had been identified and that some of the patients’ conditions were better controlled than others (most likely the same can be said of the population referenced in the Healthcare Commission report). A case can be made that the survey may underestimate the state of health and potential for a medical crisis given that the population presenting for care was in a suburban New Castle County private oral surgery practice likely receive more consistent medical care than those in less affluent areas. Further this population is likely better able to afford and comply with prescribed medications.

Of particular interest is that the vast majority of these surveyed over-estimate their personal state of health despite their history. Examples include a patient currently on a liver transplant list, one who presented to the office 5 days following coronary artery bypass surgery, and a 34-year-old who takes 14 prescription and 29 over the counter medications.

These findings emphasize the importance of having a good medical history that is updated on a regular basis. They also demonstrate why relying on the patient’s concept of their state of health is problematic. Further they highlight the potential for acute medical problems to occur during or as a result of dental care based on 1) The normal progression of chronic disease processes, 2) In light of the stress that many patient find inherent visiting a dental office, and 3) The invasive nature of many dental procedures.

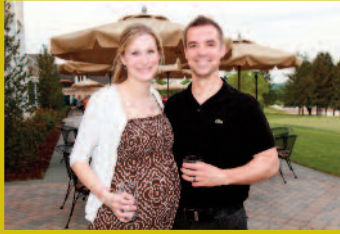
Conclusions:

A significant portion of the population presenting for oral / dental care were being managed for one or more chronic medical condition, findings similar to those identified by the Delaware Healthcare Commission. These findings emphasize the need for those providing oral / dental care to be keenly aware of the implications of treating patients with one or more chronic medical condition, understand the impact that such conditions might have on the how dental care is provided, and be knowledgeable of the impact that such care might have on the patient’s medical condition. They also highlights the need for all those who provide care to be prepared to prevent, recognize, and manage any medical emergency that might arise. Finally, they raise questions about what education and training (baseline and ongoing) is appropriate and necessary for those who seek to obtain and maintain a license to provide oral / dental care.

150th Annual Business Meeting & President's Reception – Hotel duPont



150th Annual President's Dinner... Salsa Party Night



SOS Orphanage in Montego Bay, Jamaica

In April, during a trip to Montego Bay Jamaica several members of the DSDS had the opportunity to meet with administrators and children of the SOS village (<http://sos-jamaica.org/>) in Barret Town. During their two visits, “extremely dedicated and handsome young doctors” – Drs. D. Michael Gioffre, Jr., Anthony W. Vattilana, Peter F.



Subach, Mark C. Dellose, Robert J. Kacmarcik, Jr., Jeffrey J. Emmi, and Mr. Matt MacNeal – all had the chance to tour the village, screen over 50 children, and assess their dental needs.



During the visit, each child was given a tube of toothpaste, a toothbrush and dental floss with instructions on proper oral hygiene. Based on the findings, the group plans to return at a later date to provide treatment to the children in the village and perhaps the surrounding community.

Below are some comments made by the visiting doctors.

“My experience at the SOS orphanage was eye opening. What a positive place for these underprivileged kids to grow up in, compared to what “could be”. Kudos to the Rollins family for establishing a home for these boys and girls. Hopefully our visit and donations will also make a positive contribution to their oral health. With a little work, and the help of dsds members, I think we can do even more to improve their lives and situation next year.” Kaz

“That was a great part of the trip. The kids were wonderful. The staff was very helpful. All were very appreciative. To give kids at that age the knowledge of good oral hygiene is so important. They will have good self esteem and no worries of dental pain. Thanks again for inviting to go along.” Pete



Reasons to buy from your association endorsed glove program

When you purchase gloves from the Delaware State Dental Society glove program, you get more for your money. Here's how. First, our prices low, so you save money and your purchasing power is greater. Second, the DSDS receives a royalty from Association Gloves, administrator of our glove program, for every purchase by a Delaware State Dental Society member. This provides a source of non-dues revenue to the association and helps support programs you value and control your cost of membership.

It is a fact that Association Gloves is the **only** glove supplier that returns **all revenues** to organized dentistry.


If Association Gloves can afford to share its revenue with endorsing dental associations, and *still* save you money on gloves, it seems you *must* be paying too much if you are buying elsewhere. When making your glove buying decision, you may want to ask yourself these questions.

- Is your purchase directly assisting your dental association, or helping control the cost of your membership?
- Are you getting the best value for your glove dollars?
- Do you have access to a no-obligation recurring order program so you never run out of inventory?
- Can you request sample packs online?
- Do you get a 100 percent satisfaction guarantee?
- Can you order gloves 24/7?

When you buy from the DSDS glove program, the answer to all the above questions is yes.

Visit the Delaware State Dental Society glove program's website at www.dsdsgloves.com to check out our low prices on seven national brands, request glove samples, place an order or set up a recurring order. You'll find more than 60 powder-free nitrile, powder-free latex, powdered latex, chloroprene and vinyl gloves online. Nitrile prices start as low as \$5.12 per 100 gloves.

You owe it to yourself to check out the DSDS glove program. Help your practice's bottom line by reducing your glove costs and make your purchases work harder for you by buying from our glove program. Call Association Gloves at 877-484-6149 to ask for samples, place an order, or get personal assistance.




THE DENTAL SOCIETY OF CHESTER COUNTY AND DELAWARE COUNTY, PA

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DKU Continuing Dental Education

Springfield Country Club,
Delaware County



ADA CERP Continuing Education Recognition Program

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/ceip.

PACE Academy of General Dentistry

Approved PACE Program Provider (ACD)/IACED credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 3/1/2013 to 2/28/2017. Provider ID #217995

Friday, November 15, 2013

Jeff Staads – Billings, MT – “You Cannot Not Communicate” Everyday, in every situation that involves another person, communication takes place. We recognize it most readily when words are used. Besides the words we choose and use, messages are always being sent. The way you dress, your self-image, can all send messages. Are the messages received by our patients and others the same ones we think we are sending? Improving your communications skills will not only help you get treatment acceptance but also help you prevent accounts receivable from developing by verbally supporting your financial expectations. Should accounts receivable develop, you will learn how to collect them. You will learn: Skills that improve your communications; How to change your attitude when dealing with problems; The different characteristics of challenging people; Eight action steps to better deal with the people that challenge us; Create an effective financial policy; Get better results by controlling the collection conversation; Collect more money at time of service. Since 1990, as President of BRC, Jeff talks with an average of 100 audiences each year across the U.S. and internationally on communications skills, collections, sales and leadership. This course is a must for the entire dental team! This course is cosponsored by an educational grant from Dodd Dental Lab, Bonadent Lab and Dentsply.

Wednesday, December 18, 2013

Lou Graham, DDS – Chicago, IL – “Updates in Direct and Indirect Restorative Dentistry: Mastering Today’s Materials for Your Practice” With life expectancies now approaching 80-95 years of age, it becomes our responsibility as oral health care providers to approach our patients with the most conservative restorations to maximize tooth structure. This course is about how to create long lasting restorations and the essential steps that MUST be incorporated into the process. The changes in materials have been profound and this program will present casework for all classes of restorations with the latest research and materials presented. Course objectives: Lights, their value, and the hidden secrets of what you need to know for proper curing. • Total-etching, Selective Etching, Self-etching...what to do? • How do the new low stress composites make our lives easier? Are they worth it? • The new age of Biometric liners and bases and why they are so valuable and unique. • Conservative caries removal • Mastering the latest in Class 2 matrix systems • Understanding: e Max, All Zirconia Restorations, Porcelain Restorations: The pros and cons to each. • How preparations vary and why one is far more conservative and the benefits of single use burs. • Maximizing your impressions: Techniques in both traditional and digital • Cementation: A game-changer non-resin biomimetic cement that delivers a superb seal along with ease of use and far more, will be presented along with step by step techniques from accurate interproximal adjustments, to polishing, leading to the final cementation. Dr. Graham is the former Dental Director of the University of Chicago’s Department of Dentistry. He is an internationally recognized lecturer extensively involved in continuing education for dental professionals. This course is co-sponsored by an educational grant from Dodd Dental Lab, Dentsply, Bonadent Lab, Shofu, Doxa and SDI.

Wednesday, January 15, 2014

John Minichetti, DMD – Englewood, NJ – “Information all Dentists Must Have for Successful Implant Treatment” This program is designed for the dentist wishing to learn how to incorporate or expand their implant knowledge and techniques. Participants will go over diagnosis of the implant patient, treatment options for the edentulous patient, atraumatic extraction techniques, socket grafting, bone augmentation, mini implant surgery, basic implant surgery and implant restorative options. CT diagnosis and computer milled abutment restorations will be reviewed. At the completion of the course the participants will be able to: Understand how to diagnosis patients for dental implants; Analyze patients with CT Imaging; Evaluate the complexity scale of the patient for dental implants; Perform Atraumatic Extractions; Perform ridge preservation and socket grafting; Understand basic mini implant and standard root form dental implant surgery; Know the fixed abutment choices for dental implants; Understand implant overdenture options for fully edentulous patients. Dr. John Minichetti has been placing and restoring implants for over 25 years. He is a fellow of the American Academy of Implant Dentistry (AAID). He is also a Diplomate of the American Board of Oral Implantology/ Implant Dentistry of which he has served as President. This course is co-sponsored by an educational grant from Dodd Dental Lab, Dentsply and Hayes Handpiece Repair.

Friday, April 11, 2014

L. Stephen Buchanan, DDS, FICD, FACD – Santa Barbara, CA – “The Art of Endodontics: Everything Has Changed but the Anatomy” This presentation relates the most fundamental and unchanging endodontic issues—pulp, dentin, root, and root canal anatomy—to principles of treatment, simplifying our choices among evolving procedural technologies. A diagnostic regimen is shown that can rule endo in or out, and if pain is of endo etiology, it can discover which tooth is referring the pain. Dr. Buchanan will also show his most current treatment methods. Procedures covered include guided-access cavities, rotary negotiation, shaping canals with one to three files, bug-jarring irrigation and 3D obturation accomplished in seconds. After watching this presentation attendees should understand: The influence of endodontic anatomy on pulp degeneration and how the complexities of root canal systems dictate treatment to their full apical and lateral extents. How 3D and 2D radiography with thermal pulp testing can deliver 100% diagnostic confidence. How to treatment plan emergency care, endo vs implant, and how you are going to successfully invade pt’s root canal systems. How cutting with guided access burs reduces loss of tooth structure while improving file paths. How rotary negotiation brings the 10X improvement that rotary shaping did 15 years ago. Why 3D obturation can improve success rates and how simple it is to do with today’s technology. Dr. Buchanan is a diplomate of the American Board of Endodontics and an assistant clinical professor at the post-graduate endodontic programs at USC and UCLA. This course is co-sponsored by an educational grant from Dodd Dental Lab and Dentsply.

Thursday, May 8, 2014

Glenn Dupont DDS – St Petersburg, FL – “Solving the Most Difficult Cases: A Step-by-Step Process” After graduating from Emory University School of Dentistry in 1979, Dr. Dupont joined the practice of Dr. Peter Dawson. He is currently the Director of Faculty at the Dawson Academy. Dr. DuPont will share a process that he has been using successfully to solve the most difficult problems that patients present with. He has accumulated some extremely challenging cases over the last 34 years. Anterior open bites, class three problems, anterior cross bites, posterior cross bites, deep over bites, bulimia and anterior wear are a few of the cases that he will address. A step-by-step process will be presented in a series of checklists that the attending dentist can immediately apply to help solve problems with their patients. Learning objectives: Review key principles and concepts of esthetics and function; Apply the four treatment options to solve functional issues; Utilize the Functional-esthetic 2-D checklist; Show the use of the 10 Step 3-D checklist; Discuss checklists for lab communication to ensure predictability; Utilize a specific process to sequence all types of cases for efficiency and productivity; Apply these checklist and principles to a number of different cases. This course is co-sponsored by an educational grant from Dodd Dental Lab, Dentsply and Hayes Handpiece Repair.

Those taking the full DKU Series will receive both Bonus Courses at the Valley Forge Radisson Hotel

Thurs., Sept. 26, 2013

BONUS #1: Gordon Christensen, DDS; “Clinical Update”

Wed.–Fri., March 5-6-7, 2014

BONUS #2: Members choose one course from the Valley Forge Dental Conference

All meetings will be held at the Springfield Country Club on Route 320, Springfield, Delaware County, PA, except for the Bonus Courses held at the Valley Forge Radisson Hotel. Registration for all courses 8:15 AM. Lecture 9:00 AM – 4:30 PM. Continental breakfast and lunch included for all DKU courses.

FEES

Delco and Chesco Society Members - Entire Series plus both bonus Courses - \$695, Individual Courses - \$195, 3 Courses - \$530, 4 Courses - \$615
 Other ADA Members - Entire Series plus both bonus Courses - \$745 Individual Courses - \$210, 3 Courses - \$570, 4 Courses - \$665
 Non-ADA Members - Entire Series plus both bonus Courses - \$815, 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



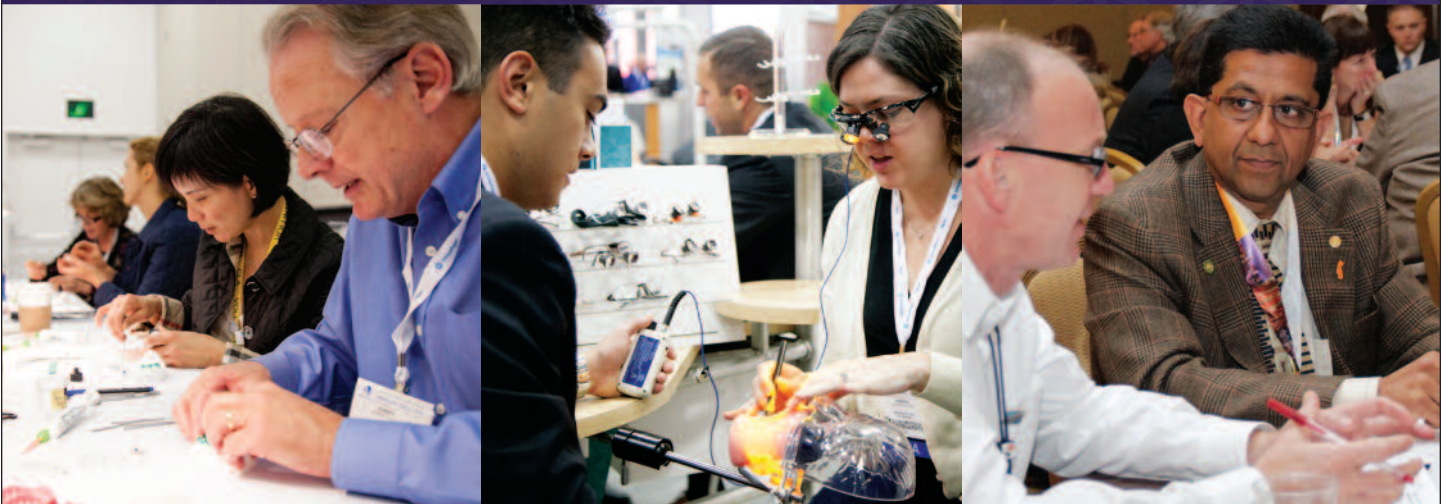
New Orleans

American Dental Association

ANNUAL SESSION

OCTOBER 31 - NOVEMBER 3, 2013

Plan to Attend



Education

Participate in challenging, cutting-edge CE courses that fit into your schedule and budget

Exhibition

Research and purchase dental products and services at a discount

Connections

Advance the dental industry through the House of Delegates and mingle with colleagues

The ADA Annual Session is your national dental meeting.

Visit ADA.org/session for more information and register May 1!

ADA American Dental Association®
America's leading advocate for oral health



Dr. Richard Williamson presents scholarships on behalf of the KSDS to Polytech HS seniors Kayla Rea and Sarah Parsons. The KSDS presented \$1,100 in scholarships to dental assisting students in 2013.

LEGISLATIVE UPDATE:

The legislative council had a very busy 2013. We continue to face many issues that challenge our profession. For example, the Bradley and Gosnell cases have Legislative Hall reacting with bills that reach across all health professions with new broad sweeping regulations. The Delaware Board of Dentistry already has very strict guidelines for patient safety and the protocols in place for their enforcement. Our council has worked diligently to insure that these new regulations are amended to fit our profession. As we move into 2014, please stay informed by attending DSDS meetings and by reading all communications. It is important that our society remains united in our efforts to maintain the high standards which have become synonymous with Delaware dentistry...Dr. Sean Mercer, Chair, Council on Legislation

Kornberg School of Dentistry TEMPLE UNIVERSITY

2013 Continuing Education Courses

September 23-27, 2013
Advanced Surgical and Prosthetic Oral Implantology – A 5 Day Advanced Course
 Drs. Balshi, Brown-Joseph, Donatelli, Palermo, Seyedain, Suzuki, Wolfinger, Yang and Mr. Balshi
 Viewpoint at the Institute for Facial Esthetics
 D \$4000 (No Discounts Applicable); CE 35

Friday, October 4, 2013
Orthodontics:
What the General Dentist Needs To Know
 Dr. Harold Slutsky
 TUKSoD D\$250; DT\$125; CE 6

Friday, October 25, 2013
Extraction Socket Grafting for the General Dentist, Making It Easy and Profitable
 Dr. Jeffery Wheaton
 TUKSoD D\$295; DT\$125; CE 6

Friday, November 1, 2013
3rd Annual Straumann Lecture: New Strategies for Implant Case Planning (6 CE)
 Dr. Jeffrey Ganeles
 HUB Cira Centre D\$295; DT\$125; CE 6

Friday, November 8, 2013
Esthetic Inlays, Onlays and All Ceramic Posterior Restorations – How To Bring High Quality, Productivity and Fun Back Into Your Dental Practice
 Dr. Mark Pitel
 TUKSoD D\$195; DT\$95; CE 4

Course Registration/Info:
<http://dentistry.temple.edu/continuing-ed>

Questions?
 Call 215-707-7541 or
 Email ncarreño@temple.edu

PRACTICES FOR SALE- MARYLAND: Many fine practices in Maryland D.C. and Northern Virginia including Eastern Shore near Delaware border. Fee for service modern 3 ops, and interior. Eastern shore near Delaware, country practice retiring dentist Polcari Associates, Ltd (800)544-1295; www.polcariassociates.com; e-mail info@polcariassociates.com

Visit the newly designed DSDS WEBSITE for information on the 150th Anniversary, DSDS Events Calendar, CE Series Information, Employment Opportunities, and much more...

www.delawarestatedentalsociety.org

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[CONTINUING EDUCATION](#)

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LETTER TO THE EDITOR:

"The Lost Art of Working Hard.... The Entitlement of a New Generation"

So what happened to the idea of putting in some hard work for a day's pay? Or paying your dues before moving up the ladder of success?

In a nation consumed with the need for instant gratification and success, what kind of socially inept greedy monsters are we creating?

Sports will never be the same. Take the NFL where the players get huge signing bonuses with these guaranteed hundred million dollar contracts. Pay me upfront and hopefully I will live up to the contract that I signed. Then what, they end up on CNN with handcuffs on for committing a crime, or they just plain fail to meet the expectations of their respective employer, their sport, and their fans. It doesn't really matter in their minds. Just show me the money!!!

Technology is already stripping our society of basic social skills. Children, adolescent's, and even adults have a hard time looking up from their smart phone to make eye contact. They have one hand on their smart phone and the other held out waiting for their mom/dad, their employer or their state to give them money. Just Pay me. Never mind for what I did or how well I did my job, chore or task. No matter. I deserve it!!!

So I reflect and think of a time when I was young without a cell phone and did different jobs landscaping or on grounds crews performing physical labor and hard work mostly in the summer heat. I enjoyed and did the work that was asked and at the end of the week I was rewarded for that effort with a paycheck. Put in an honest day of work and receive a reasonable wage for that work. Right? Right? That's the way I was taught and that commitment to hard work and the subsequent financial reward was a lesson that I carried with me into my dental career.

So the dental profession which I love seems to have transformed in many ways over the past decade and I anticipate will continue to change dramatically. Things such as CAD/CAM technology, digital radiography, and laser periodontal therapy have made the practice of dentistry progressive and exciting. Most of the changes will be for the better care of our patients; however, one of the changes that has been and will be detrimental to the future of our profession is the NFL attitude of our recent dental graduates and residents. Most expect and some are demanding guaranteed salaries and signing bonuses right out of school or residency without ever working a day in private practice. Where does this entitlement come from?

According to PEW, other liberal organizations, and many of our political friends, we have a huge access to care problem in dentistry. One would imagine there is plenty of work out

continued

there for the newly graduated students and residents. I think they would be eager to work and earn a paycheck to help support their families, pay their bills and student loans. After all they spent the last year in a residency where they earned 55k for their efforts. Now they have the young potential and opportunity to be hired as associates and work hard for that paycheck. Hoping to earn the patients trust and learn from the senior dentist in the practice, absorbing those pearls of wisdom he or she has to offer from years of experience. I remember when I got out of my residency; I was offered 35% of collections with no benefits. I considered myself fortunate to be assigned fillings and hygiene checks to perform for the first couple months while I built up the trust of my employer and most importantly the patients. Isn't it reasonable to assume that this would be our young colleagues' attitude as they embark on their professional careers?

Let's fast forward to 2013. Here I am that senior dentist in a practice that is growing and I'm looking for an associate to help with the increasing work load at the office. Come to find out, residents coming out of their 1 year program are requesting a guaranteed salary anywhere from 100k to 200k depending on hours worked, and perhaps a signing bonus. The kicker, I love this, if I produce more than the guaranteed number, pay me! So take the greater of the 40% of production or the guaranteed salary. But wait, I would like CE money, benefits including health, malpractice a 401k...and by the way, how much vacation will I get? Lastly, before I forget, I am not signing a restrictive covenant either. You haven't picked up a handpiece in my office yet, and I haven't seen your clinical or social skills with my patients, but you are asking for what?

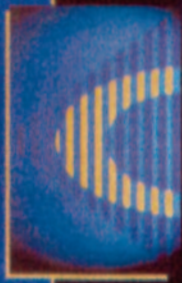
Pardon me but can I steal my 5 year olds new favorite word, "REALLY.....?"

Where did this lack of work ethic and sense of entitlement come from? Is this just an overall societal transformation? Perhaps this is taught in dental school, or the seeds planted during residency. Is it coming from so-called financial advisors who already have a hand in the resident's pocket? What is the source of this line of thinking?

Dentistry has always been at the top of all lists when the public is asked to name the most trusted and respected professions in our country. However, in stark contrast, our friends on Wall Street, where guaranteed salaries and signing bonuses are part of the culture, have the public perception of being greedy and self absorbed. The economic collapse of a few years ago placed the spotlight directly on the greed and egocentrism of Wall Street. Do we want dentistry to be spoken of in the same light? Dentistry already has a growing perception of being a cushy, comfortable profession with easy work hours. Do we want to solidify this perception? If our young graduates and residents continue to demand unrealistic guaranteed salaries and signing bonuses without putting in an honest days work, or consequence for the quality of job performance, then I know the respect and reputation of our great profession will be forever damaged.

Dr. Pay Me, DDS
Wilmington, DE

- The views expressed represent those of the author and not necessarily the DSDS.



BRUCE CHRISTOPHER

PSYCHOLOGIST-HUMORIST-KEYNOTE SPEAKER

MARK YOUR CALENDAR NOW FOR THE 2014 DSDS ANNUAL SESSION
FRIDAY, MAY 9TH – CHASE CENTER ON THE RIVERFRONT, WILMINGTON



Laugh 'til you cry. Learn 'til you change.

BRUCE CHRISTOPHER KEYNOTES AND SEMINARS



AADA Head-to-Toe Project: New Orleans

October 31, and November 1, 2013

Head-to-Toe (H2T), our national service project is heading to New Orleans October 31 and November 1, 2013 in conjunction with the ADA Convention. We will be collecting kits and supplies from convention attendees and contributing them to Metropolitan Center for Women and Children of Greater New Orleans, which provides services for victims of domestic violence (www.mcwcgno.org). Here's how you can help us give back:

1. Create at least one age-specific care kit. Fill it with a toothbrush, toothpaste, floss, a hat, scarf, headband or bandanna, a pair of socks, and some fun stuff – like crayons, coloring book, comb, barrettes, lip balm, small handheld toy, crossword puzzles, personal care items, a new pencil or pen, an informational brochure on oral hygiene, a new notebook, something cuddly... you get the drift – **It's head to toe coverage.** Label it age and sex specific. If your staff is coming to Convention, please encourage each of them to create a kit as well.
2. Pack that kit in your travel bag for New Orleans. Bring it to the New Orleans Morial Convention Center and give it to one of the yellow-aproned volunteers with a big H2T button, or bring it to our collection center – Just look for our logo! You'll get a big 'Thank You' smile and a button! If you forget your kit, we accept cash donations as well.
3. Is your spouse coming to New Orleans? Would s/he be willing to spend two fantastic hours with a group of dynamos? Then contact Carol Reitz at diehard@ptd.net and volunteer to help for two hours. We need packers, kit receivers, greeters, etc. on Thursday, October 31 and Friday, November 1. We have a load of fun doing this!

For more information on how you can help us give back please contact Project Coordinators Carol Reitz or Johanna Manasse at 610.775.4585, diehard@ptd.net or 708.224.7199, johanna4manasse@aol.com. AADA Director, Trish Rubik-Rothstein is also available to answer any questions at 312.440.2865, Trish@AllianceADA.org.

Thank you for making a BIG difference in the lives of others!



Alliance of the ADA takes Head-to-Toe Caring to New Orleans

The Alliance of the American Dental Association is coordinating a nation-wide community service project in conjunction with the ADA Convention in New Orleans, October 31 and November 1, 2013. Head-to-Toe (H2T), a project that has toured the states since 2011 is making a stop in New Orleans - and we need your help. Through generous giving of the dental community the Alliance hopes to assemble at least 3,000 kits containing a hat, a pair of socks, a tooth brush, toothpaste and personal care items or small toy. The oral health kits will benefit New Orleans through New Orleans METRO; an agency that provides essential services for abused women and children (www.mcwcgno.org).

Alliance members from across the country are participating throughout 2013 by collecting and packaging items at home and sending them to the AADA Central Office. We invite everyone interested in sharing oral health care with New Orleans to participate - you do not have to be an Alliance member. Donated items or assembled kits can be shipped to the Alliance Central Office any time between now and September 15, 2013.

Alliance of the American Dental Association
211 East Chicago Avenue, Suite 730
Chicago, IL 60611

The Alliance is also collecting items on October 31 and November 1 at the New Orleans Morial Convention Center in New Orleans. Bring your oral health items, hats and socks to the H2T collection center and help us let our host city know "we care about them from Head-to-Toe".

For more information on how you can help us give back please contact Project Coordinators Carol Reitz or Johanna Manasse at 610.775.4585, diehard@ptd.net or 708.224.7199, johanna4manasse@aol.com. AADA Director, Trish Rubik-Rothstein is also available to answer any questions at 312.440.2865, Trish@AllianceADA.org.



Social Media Support

Sharing the **Head-to-Toe** project and information through your social media channels is an easy way to help us succeed in reaching our goal of donating 3,000 oral health kits. Below are pre-created tweets and messages for your website and/or social media sites.

Tweets:

bit.ly/GCZYWI Find out how you can help the Alliance of the ADA donate 3,000 oral health kits to New Orleans METRO in 2013! #H2T

bit.ly/GCZYWI Anyone can participate, and the Alliance needs your help! #H2T #Dental #GivingBack

The Alliance of the ADA is #GivingBack in 2013 - here's how you can help - bit.ly/GCZYWI #Dental #Health #H2T

Be a part of the largest #H2T giving project ever! bit.ly/GCZYWI #OralHealth #Dental

Send hats, socks and oral health supplies to the Alliance of the ADA and help them make a difference in New Orleans! bit.ly/GCZYWI

Facebook/Other:

- Help the Alliance of the ADA give back in 2013. <http://bit.ly/GCZYWI>

Create at least one age-specific care kit. Fill it with a toothbrush, toothpaste, floss, a hat, scarf, headband or bandanna, a pair of socks, and some fun stuff - like crayons, coloring book, comb, barrettes, lip balm, small handheld toy, crossword puzzles, personal care items, a new pencil or pen, an informational brochure on oral hygiene, a new notebook, something cuddly... you get the drift - It's head to toe coverage. Label it age and sex specific and bring it to the ADA Convention Center in New Orleans this fall!

- What is "H2T"? It's the Alliance of the ADA's national Dental Health Education initiative that began in 2011 to show Las Vegas that We Care About You from "Head-to-Toe". H2T has now made its way around the country and will make its largest appearance ever at the ADA/AADA Convention in 2013! Be a part of the project and help us bring 3,000 oral health kits to New Orleans! <http://bit.ly/GCZYWI>
- Is your spouse coming to New Orleans? Would s/he be willing to spend two fantastic hours with a group of dynamos? The Alliance of the ADA needs packers, kit receivers and greeters on Thursday, October 31 and Friday, November 1 to complete their packers, kit receivers and greeters on Thursday, October 31 and Friday, November 1 to complete their Head-to-Toe Service Project. Contact the Alliance of the ADA to volunteer. <http://bit.ly/13Mjaln>



Mark Your Calendar for the...

28TH ANNUAL VALLEY FORGE DENTAL CONFERENCE

MARCH 5-6-7, 2014

VALLEY FORGE RADISSON HOTEL
KING OF PRUSSIA, PA



DR. GORDON CHRISTENSEN



DR. UCHE ODIATU



DR. RELLA CHRISTENSEN



DR. SAMUEL B. LOW



DR. HAROLD L. CROSSLEY



DR. JOHN H. TUCKER



DR. LEONARD F. TAU

WEDNESDAY, MARCH 5, 2014

- Dr. Gordon Christensen - "Implant Prosthodontics - 2014"
- Dr. Uche Odiatu - "The Miracle of Health"
- AAFE - "Botox Use In Dentistry" - Lecture and Hands On, Part I
- Hiossen - "AIC Basic Implant Course" - Part I

STEPPING UP YOUR PRACTICE

with a little help from your friends

THURSDAY, MARCH 6, 2014

- Dr. Rella Christensen - "What's New in Caries, Restoratives, Laser Perio and Infection Control"
- Dr. Samuel B. Low - "Successful Management of Periodontal Patient"
- AAFE - "Dermal Fillers In Dentistry" - Hands On, Part II
- Hiossen - "AIC Basic Implant Course" - Part II

Registration will be open in October at:
www.vfdc.org

FRIDAY, MARCH 7, 2014

- Dr. Harold L. Crossley - "The Real Deal About Street Drugs and Their Effects on You, Your Friends, and Your Dental Practice"
- Dr. John H. Tucker - "Dental Sleep Medicine"
- Dr. Leonard F. Tau - "21st Century Marketing: Using the Power of the Internet and Social Media to Step Up Your Practice"
- Hiossen - "AIC Basic Implant Course" - Part III

Dr. Nancy Rosenthal, President

Dr. Cary J. Limberakis, VFDC Chair

Dr. Vattilana's Farewell Message



Anthony W. Vattilana, DDS
Immediate Past President

Thank you very much for the opportunity to be President of the DSDS. I have learned a great deal about our wonderful profession and have had a chance to work side by side with some very dedicated and talented individuals who give selflessly to this society and our profession. I know my experiences and interactions with each and every one of them will not only serve me well but will keep this society on the pedestal as the best dental society in the country.

It has been an incredibly active 12 months for the dental society on many fronts and in many arenas. I wanted to cover a few highlights of the past year.

On the professional front, the society solidified a formal relationship with Bramhall + Hitchen Insurance to become the preferred insurance provider of the DSDS. We are excited and pleased to partner with Bramhall + Hitchen, and we believe this will be a positive

relationship for the society and our members moving forward.

In the area of community outreach, the DSDS remained very active. First, the 10th annual GKAS took place back in February. It was an incredible success for the society, but more importantly, a special day for the children and families that were treated that day. 148 children and over \$70,000 in free services were rendered that day. Many thanks to all the society members and their staffs who volunteered their time to make the success of the day possible. Second, the society more actively supported the Seal-A-Smile program run by the Department of Public Health. Many of our members volunteered their time to perform dental screenings and exams in local elementary schools throughout the state. Lastly, the DSDS sent \$5,000 to the ADA relief fund to help support our fellow colleagues who were tragically affected by Hurricane Sandy.

The society was again deeply engrossed in the legislative arena. First, the society was able to successfully navigate the political process required to appoint two new members to the State Board of Dentistry and Dental Hygiene. Dr. Brian McAllister and Dr. Lucinda Bunting were appointed to the State Board by Governor Markell due to the tireless work of our legislative council and lobbyist. Second, the DSDS worked collaboratively with

Westside Health Center to help draft legislation to facilitate Westside in the hiring of qualified dentists to staff their facilities and treat their patients. We recently received special thanks from Senator Carper for our initiative in helping Westside.

In the area of member benefits, the society worked very diligently and completed several important projects. First, a new membership directory was published and distributed to all the members of the society for the first time in 4 years. Second, the DSDS website was completely updated and redesigned. Please take the time to navigate the new site. It is impressive. We believe the new site reflects the high standards of this society. Lastly, the 150th anniversary committee worked very hard to develop a diverse and exciting series of events to commemorate our anniversary. The events have been very well attended and well received by the membership. Please take the time to support and attend the remainder of the anniversary events in 2013.

In closing, I want to wish Dr. Paul Christian the best as he assumes the head of the society. The DSDS and its members will be in great hands with Paul at the helm. Thank you again for the opportunity to be your President, and I look forward to my future service to the society in other capacities.