MESSAGE FROM THE PRESIDENT

Staying Connected Helps Us Grow

by Dr. Richard Rogers

A friend told me “Social Media; It's not an 'age' thing, it's a necessary thing”. One of the challenges all professional organizations are faced with today is how to best communicate with a membership that spans many decades. With young dentists in their 20’s, retired dentists in their 90’s, and everything in between, MSDA recognizes that every generation has a preferred method of communication. This means we need to stay connected using Twitter, Facebook, websites, emails, “snail-mail”, and even personal phone calls. Our members want to be informed and need to be heard. This communication is the strengthening conduit that allows us to band together in a collective voice to protect our patients and profession, and to drive our many goals. Facebook is the perfect way for MSDA to communicate with both the young and more “seasoned” members.

While Facebook users span all generations, its higher representation of younger people provides us access to one of the main goals at MSDA; growth in young dentist membership, and their presence in leadership. We recognize they are the future voice of dentistry. We need their passion, energy, and vision to help direct our association. Getting connected with this age group, and staying connected, is something social media has allowed us to do. We need all members of MSDA to help us advance this communication tool and help retain and recruit the future leaders in organized dentistry.

Our content is targeted toward all generations, and anyone in our field will find it has significant value. It functions as a focused outlet for all important news and activity from the MSDA and the field of dentistry. We're providing news and photos of upcoming MSDA social events, CE courses, lobbying progresses, outreach programs, and all other information from MSDA activities. We solicit feedback and comments from our members, and engage in two-way conversations. We're hosting contests to increase our “Likes”, give back to our members, and thereby fully realize the potential of social media.

Through this medium, the information is immediate and brought directly to you. You do not have to seek it out on a website or by a phone call. It's truly a valuable resource for staying informed on topics and programs which may be of great interest to you.

How can you help us make this program a success? It's simple; if you have not already done so, go to MSDA’s website (www.msda.com) and select the link on the bottom of the page titled “Find Us on Facebook”. Click the link, and “Like” our page. When a dentist “Likes” our page, their friends (members and non-members) will receive information on our activities.

Congratulations....

to the following Maryland dentists who were recently inducted as Fellows into the American College of Dentists during the October 9th Convocation:

  Dr. Winifred Booker
  Dr. Edward H. Chappelle, Jr.
  Dr. Ashraf F. Fouad
  Dr. Jerry A. Kilian
  Dr. Philip J. Rinaudo
  Dr. Brian T. Robinson
  Dr. Anthony H. Schwartz

Pictured (l to r): Dr. Johanna Huijssoon (DC Dental Society), Dr. Ashraf F. Fouad, Dr. Glenn Nathan, Dr. Brian T. Robinson, Dr. Edward H. Chappelle, Jr., Dr. Barry L. Cohan, Dr. Winifred Booker, Dr. Ann Christopher and Dr. Jerry A. Kilian.
The relationship between diet quality and adult obesity: Evidence from Canada. Kala Sundarasajan, MSc, et al, Dept of Epi. & Biostat. Schulich School of Med & Dent., U of West Ontario, *Journal of Amer Coll of Nut.*, Vol 33 #1, 1–17 (2014). “Diet quality is associated with lower BMI (Body Mass Index) in high BMI individuals in Canada. The prevalence of adult obesity increased from 10% to 25% in Canada between 1970 and 2008, causing the ‘greatest public health concern in Canada.’” Although better diet quality may not lead to lower BMI for all individuals it is important for health promotion. Especially in women, diet quality has been associated with cardiovascular disease (CVD), abnormal glucose metabolism, some types of Ca, depression and overall mortality. “Thus, it is beneficial to all individuals – low or high BMI – to consume a high quality diet.”


Interesting discussion about the addition of strawberries to the usual diet and the possible health promoting effect consuming these berries has on health. Eating strawberries may decrease the risk of systemic imbalance between oxidants and antioxidants. Strawberries decreased reactive oxygen species (ROS) a dangerous cytokine present in inflammatory disease, and thus diminished the intensity of systemic oxidative stress. Piotr Biacasewicz, MD, Ph.D, et al; Dept of Nephro, Med U of Lodz, *Journal of Amer. Coll. of Nut.*, Vol 33 #4, 274–287 (2014).

At this time of year, it is difficult to concentrate on ‘good dieting’, but a couple of studies show it is still important, for good health, and to avoid disease. I know we’re not going to see many beans and non-predatory fish on our holiday buffet tables, but as soon as possible after the holidays, that is what we, and our patients, should be eating; and avoiding the high carbohydrates! and Exercise!

Very Best To You!

Tris Kruger, DDS, MS, CNS
EDITOR

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**N/L TRANSITIONS**

For over 50 years, you have trusted us to provide value and guidance for the growth of your practice. We have now expanded this “Circle of Trust” to help you with the transition and sale of your practice by creating NL Transitions, LLC, an affiliate of Dental CPAs and Naden Lean, LLC.

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**Statements of opinion and supposed facts are published on authority of the writer under whose name they appear and are not to be regarded as the views of MSDA unless such statements have been adopted by MSDA. Deadline for all copy is the 10th of the preceding month.**

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If you would like to opt-out of receiving the print version of this newsletter, please call MSDA at 410.964.2880, ext. 106.
Join Your Fellow Dentists in Annapolis & Support Your Profession!

Dentist Day 2015

Wednesday, February 25, 2015 | 8 a.m. - 2 p.m.

Continental Breakfast and Lunch Provided

Calvert House on State Circle, Annapolis, MD

Shuttle service to and from State Lot starting at 7:30 a.m. - 7:30 p.m.

DIRECTIONS TO STATE LOT: Taylor Avenue entrance (Gate 5) from College Avenue & North Street.

Please Note: You will not be receiving a Dentist Day Brochure in the mail. To register, please use this form, or download a pdf version at www.msda.com.

REGISTRATION FORM

NAME OF REGISTERING DENTIST(S) __________________________________________
________________________________________________________________________
________________________________________________________________________

OFFICE ADDRESS _________________________________________________________
________________________________________________________________________
________________________________________________________________________

COMPONENT __________________________________________________________________

OFFICE PHONE ____________________________________________________________

LEGISLATIVE DISTRICT (IF KNOWN) __________________________________________

STATE SENATOR (IF KNOWN) _______________________________________________ 

STATE DELEGATE (IF KNOWN) _______________________________________________

TO FIND YOUR LEGISLATORS PLEASE VISIT HTTP://MLIS.STATE.MD.US

COST: $50.00 (PLEASE MAKE CHECKS PAYABLE TO MSDA)

RETURN THIS FORM TO: MSDA “DENTIST DAY,” 6410 DOBBIN RD, STE F, COLUMBIA, MD 21045

FOR MORE INFORMATION, PLEASE CALL PETER HOLMES AT 410.964.2880, EXT. 102

Are You Retiring?

Please notify the MSDA!

Call the MSDA office and ask for a retired affidavit so that you can continue to receive all the member benefits you’ve come to enjoy and expect, but at a quarter of the cost!

You can also request a free copy of Closing a Dental Practice.

Call 410.964.2880 ext. 106 or email kim@msda.com.

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

Prevent Abuse & Neglect Through Dental Awareness

A public-private collaboration of child abuse recognition and referral

CONTACT: Peter J. Holmes, MS
Administrator
410.598.1368
midatlanticpanda@ymail.com
Is Your Practice Growing by at Least 7% each year?

With Paragon’s 7% Solution our doctors are shown how to double their net income in three to five years and double their practice in six to ten years.

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No Hype. No Tricks. No Gimmicks. Just 29 years of results.
Health Insurance: Would the Repeal of McCarran-Ferguson Level the Playing Field?

by Frank McLaughlin, MSDA Executive Director

There has been much discussion among our members about the far reaching arm of the insurance companies and what if anything we can do about it. The one question I hear most is how do insurance companies get away with changing the terms of agreement with the healthcare provider without fear of penalty? One reason is that insurance companies operate under an anti-trust exemption that was given to them with the passage of the McCarran-Ferguson Act.

The McCarran-Ferguson exemption was passed by Congress in 1945 to protect small insurance companies incorporating at that time who had a great need for data from existing insurers in order to set premiums effectively. Because such information sharing was illegal under the antitrust standards of the era, Congress provided an antitrust free pass. However, many would argue that market conditions are vastly different today than they were 68 years ago. Almost all health insurance markets are highly concentrated and many are dominated by one or two insurers.

In 2013, Rep. Paul Gosar, (R-AZ-04) and a dentist introduced one of four bills this Congress that called for the repeal of McCarran-Ferguson. Dr. Gosar’s bill, The Competitive Health Insurance Reform Act, H.R. 911 would amend the McCarran-Ferguson Act with respect to the business of health insurance, including dental benefit plans. H.R. 911 currently has 17 cosponsors: 8 Democrats and 9 Republicans. With the close of the 113th Congress just days away, this bill and the other three just like it, will not receive full consideration and will die with the end of the Congress. It is hoped that it will be reintroduced at the start of the new Congress.

A study conducted by the American Medical Association in 2012, found that anticompetitive market conditions are common among managed care plans. In fact, the study concluded that a significant absence of health insurer competition is present in 70 percent of our country’s metropolitan areas. The result is increased premiums, watered-down benefits and insurers’ growing profitability - all as evidence that highly concentrated markets harm patients and providers.

According to American Dental Association representatives: Mr. Mike Graham, Senior Vice President for Government & Public Affairs and Ms. Jennifer Fisher, Congressional Lobbyist, H.R. 911 would narrowly address the business of Health Insurance, including dental insurance, and would not affect the business of life, property, or casualty insurance. The bill effectively authorizes the Federal Trade Commission and the Justice Department to enforce the federal antitrust laws against health insurance companies engaged in anti-competitive conduct. This legislation would not interfere with the states’ ability to maintain and enforce their own insurance regulations, antitrust statues, and consumer protection laws.

In testimony before the Senate Judiciary Subcommittee on Antitrust, Competition Policy and Consumer Rights, the ADA stated, “Whatever justification there may have been for the McCarran-Ferguson Act exemption originally, it serves no legitimate purpose today, especially because the insurance industry will be able to avail itself of the same ‘safe harbors’ that have been developed over the years and that are utilized by other businesses that are subject to the federal antitrust laws.”

If health insurance companies have to observe federal antitrust laws to the same extent as other U.S. businesses do – they would have to compete more aggressively by keeping premiums comparatively low and benefits high. Yet, currently, consumers, payers, physicians, and dentists facing health plans with monopoly power have little recourse. If individual providers or practices band together to increase their negotiating clout, they are likely to trigger an antitrust investigation, if not an enforcement action.

If insurance companies have to observe federal antitrust laws to the same extent as other U.S. businesses do, they would have to compete more aggressively by keeping premiums comparatively low and benefits high. Yet, currently, consumers, payers, physicians, and dentists facing health plans with monopoly power have little recourse. If individual providers or practices band together to increase their negotiating clout, they are likely to trigger an antitrust investigation, if not an enforcement action.

Dentists, their patients, and the public at large are disadvantaged by McCarran-Ferguson’s negative impact on competition among entities in the health insurance industry and all would benefit from its repeal. We will keep you posted on further actions in this area. ♦
Invite A Non-Member Night

MSDA's new program to help grow the membership of your local dental society.

For immediate help, call 888.698.0552 or visit DENTALCAREALLIANCE.COM

How does the program work?

- Identify a local society meeting, including dinner and C.E., that can be designated as the "Invite a Non-Member Night".
- Contact Kim Dresser @ MSDA to get a list of the non-member dentists in your area.
- The local dental society leadership, and members, will select the names of those to be invited. Contact from members who have a relationship with the non-member is encouraged.
- The meeting will be offered to these guests at “no charge”.
- MSDA will reimburse the local dental society for the cost (dinner) of up to 6 non-members who attend the meeting.
- The leadership should recognize the “guests” and speak to the importance of organized dentistry in our profession. MSDA can send, if desired, a short PowerPoint (5 slides) on the importance of membership.
- Send Kim the names of those who attended along with an invoice for their dinners. MSDA will reimburse the dental society for these expenses.
- MSDA will follow-up with your non-member attendees continuing to sell the value of membership and courting them through the new member process (hopefully!).
- This is another initiative supporting the Power of 3 and growing membership in Maryland. Visit www.ada.org/powerofthree for more details on the Power of 3.

Contact Kim@msda.com or 410.964.2880, ext. 106.

FIRST AID
FOR YOUR PRACTICE ACHES AND PAINS

PROTECT YOUR VISION
1. Better balance between work and life
2. Use DCA's support to achieve your professional, personal and financial goals
3. DCA offers flexible options to help you realize your equity while protecting your patients and staff

RELIEVE HEADACHES
1. Enjoy autonomy and maintain control over your clinical decisions
2. Practice the scope of dentistry you want to practice
3. Maximize your earning potential by focusing on patients, not paperwork

DON'T CHOKE UNDER PRESSURE
1. Human resources, payroll & benefits
2. Marketing and accounting
3. Insurance management and negotiations
4. Facility management, staff training, C.E. courses and OSHA compliance
Rotary Supports our Foundation!

The MSDA Foundation just received a $9,000 cumulative grant from the Charlotte Hall, Lexington Park, and Leonardtown Rotary clubs!

With this grant and the discounts provided by Henry Schein, Inc. and Nomad Handheld X-rays, we were able to purchase $43,000 worth of equipment! This includes 2 NOMADS, 3 laptops, 3 digital sensors, a bio-monitor, and an XCP. Thanks for making it possible for us to have a complete x-ray setup for our MOM clinics!

You too can support the foundation by buying a raffle ticket at msda.com, donating equipment/supplies (full tax write-off), or donating online. Just give Eric Biagioli a call at 410.964.2880, and thanks again for your continued support!

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info@NPTdental.com

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Trust our Experience.
Rely on our Expertise.
DAC Gives Back ~ Bedford!

March 13-14, 2015 | Omni Bedford Springs Resort, Bedford, PA

$150 Registration Fee (MSDA Members/Staff):
- 12 CE Credits
- Continental Breakfast
- Attendee Reception

$185/night includes:
- Room, Tax and Resort Fees
- Valet Parking
- In-Room Wifi

FREE CHILDCARE!
Want to bring your family along? DAC will provide complimentary childcare! Check www.MSDA.com for more details!

Speakers/Topics:

MARCH 13TH
8:30 AM - 12:30 PM
- FEATURED SPEAKER!
  Ron Jackson, DDS
  Intro to Dental
  Posterior Composites

2:30 PM – 4:30 PM
- Larry Cohen, DDS
  Sleep Medicine

MARCH 14TH
9:00 AM - 12:00 PM
- Ronald Riggins, DMD
  Understanding Dental Benefits, CDT Codes and More!

2:30 PM – 4:30 PM
- Bruce Mandel, DDS
  Periodontal and Regenerative Aspects of Anterior Implants

FOR UP TO DATE INFORMATION, VISIT WWW.MSDA.COM.

To register over the phone, contact Kayla Fowler at 410-964-2880, ext 114.

TO REGISTER: Visit www.MSDA.com (Education tab) to submit an online form or download a pdf.

Questions? Call Kayla Fowler at 410-964-2880, ext 114 or email kayla@msda.com
To Register...
Please mail or fax the registration form and payment to the MSDA, or register online at www.mdsa.com. For additional information, contact the MSDA office at 410-964-2880.

- The Maryland State Dental Association is an ADA CERP Continuing Education Recognized Provider.
- Auxiliary staff pays the same rate as their employer. If they are not employed, they pay the non-member rate.
- Auxiliary staff may join MSDA as an “Associate Member” for $30/year and receive member rates.
- Auxiliary pays the member fee (dental assistants/hygienists).
- Please note our cancellation policy on the Registration Form.
- The views of the speakers do not necessarily reflect the views of the Maryland State Dental Association.

License Renewal Guidelines: The Maryland State Board of Dental Examiners now requires that all 30 CE credits must be obtained by December 31 of the year FRRO to the license expires. For example: If a license expires on June 30, 2018, all CE credits required to qualify for renewal must be taken by December 31, 2017. The Licensee may still request, in writing, a six month extension, but all CE credits must be obtained on or before the expiration date of the license. Questions? Call the Maryland State Board of Dental Examiners at 410-A02-8501.

Participation Course Policy: In accordance with the American Dental Association CERP standards, enrollment in participation courses will be limited to provide an appropriate instructor/attendee ratio to assure that close supervision and adequate direct interchange takes place between course participants and instructors.

Financial Support Disclosure Policy: It is policy of the Maryland State Dental Association, in accordance with the American Dental Association CERP standards, to disclose the name of any organization or agency providing financial or other support (and the nature of the support) for all courses provided by the MSDA.

Balanced View of All Therapeutic Options: The above presenters and presentations will provide a balance view of all therapeutic options. If trade names of commercial products are used during the presentation those of several companies will be presented rather than the product of a single sponsoring company.

CE Course Listing

NOTE: Course dates are tentative and can be cancelled if attendance is poor. MSDA will notify you 1 week prior to cancellation.

8 Hour Radiation Safety Update (8 CE Credits)

- Date: Wed., March 18
- Time: 9:00 AM – 5:00 PM
- Fees: $159 MSDA Member / $255 Non-Member
- Instructor: Dr. Ronald Holderman
- Location: MSDA Classroom, Columbia, MD

I'm Glad You Asked That 2015:

Recognizing Components of a Safe Office (2 CE Credits)

- Date: Sat., February 7
- Time: 8:00 AM – 10:00 AM
- Fees: $100 MSDA Members / $200 Non Members
- Instructor: Dr. Melissa Mulhern
- Location: MSDA Classroom, Columbia, MD

I’m Glad You Asked That 2015:

Recognizing Infection Control is Not Optional – Dental Practitioners Need to be Involved (2 CE Credits)

- Date: Fri., April 10
- Time: 8:00 AM – 10:00 AM
- Fees: $100 MSDA Member / $200 Non Member
- Instructor: Louis DePola, DDS
- Location: MSDA Classroom, Columbia, MD

Dental Assisting Certification Courses

Introduction to Basic Dental Assisting (Chairside)**Howard Community College Course** (8 Sessions)

This is a noncredit course offered by Howard Community College’s Division of Continuing Education & Workforce Development. For more information, please contact Continuing Education at 410.518.1780. For information on registering, please visit http://coni.edu/ce/events/registration_and_payment/How_to_Register.html The students, upon successful completion of the course, will have job entry-level skills as a Dental Assistant and will receive a certificate of completion.

- Dates: Please contact HCC directly at 443.578.1700
- Times: 1:30 PM - 6:30 PM
- Location: MSDA Classroom, Columbia, MD

This Course Is Also Offered By:

- Please register with the institution.
  - Carroll Community College: Cust. Service @ 410.386.8100
  - Chesapeake College: Karen Bailey @ 410.822.5400 ext 704

Oral Radiography Techniques (36 Hours)

Prerequisites:

1. High school graduate or equivalency
2. Letter from the employing dentist verifying employment and a commitment to your direct clinical supervision
3. Must have a working knowledge of basic oral anatomy, basic infection control and basic dental terminology

- Dates: 1. January 20, 27, February 10, 17, March 3, 10, 17, 24, 31, April 7, 14 (Tuesdays)
- Time: 6:45 PM - 9:45 PM (same time applies for all courses)
- Fees: $525 Members / $575 Non-Members
- Instructor: Dr. Ron Holderman
- Location: MSDA Classroom, Columbia, MD

CONTINUED ON PAGE 10
**Please register with the institution.**

**Fees:**

**Time:**

**Dates:**

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3. **Orthodontics Only**

2015 Dates to Be Determined

- May 14, 15, 21, 28, 29, June 4, 11, 12, 18, 25, 26, July 2

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2. **General Dentistry Only (Chairside) (12 Sessions, 36 hours)**

2015 Dates to Be Determined

- March 19, 20, 26, April 2, 3, 9, 10, 16, 17, 23, 30, May 1, 7, 8

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1. **General Dentistry & Orthodontics (16 Sessions, 48 hours)**

Dates: January 22, 23, 29, February 5, 6, 12, 13, 19, 20, 26, 27, March 5, 6, 12, 13

- May 14, 15, 21, 22, 28, 29, June 4, 5, 11, 12, 18, 19, 25, 26, July 2, 3

2015 Dates to Be Determined

Time: 6:45 PM – 9:45 PM

Fees: $975 Members / $1005 Non-Members

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3. **Orthodontics Only (12 Sessions, 36 hours)**

Dates: January 22, 23, 29, February 5, 6, 12, 19, 20, 26, March 5, 6, 12

- March 19, 20, 26, April 2, 3, 9, 10, 16, 17, 23, 30, May 1, 7, 8

- March 14, 15, 21, 28, 29, June 4, 11, 12, 18, 25, 26, July 2

2015 Dates to Be Determined

Time: 6:45 PM – 9:45 PM

Fees: $763 Members / $815 Non-Members

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3. **Orthodontics Only (12 Sessions, 36 hours)**

Dates: January 22, 29, 30, February 5, 12, 13, 19, 20, 26, 27, March 5, 5, 12

- March 19, 20, 26, 27, April 2, 3, 9, 10, 16, 17, 23, 30, May 1, 7, 8

- March 14, 15, 21, 28, 29, June 4, 5, 11, 18, 19, 25, July 2, 3

2015 Dates to Be Determined

Time: 6:45 PM – 9:45 PM

Fees: $763 Members / $815 Non-Members

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Certificates of Completion will be granted upon successful completion of course. There is a $10 fee for replacement certificates.

Please register with the institution.

- Carroll Community College: Ellen Cornelius @ 410.386.8122
- Chesapeake College: Karen Bailor @ 410.822.5400 ext 704
- Southern Maryland Dental Society: Janice Farber @ 301.345.4106

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**Josep L. Pineda, RDH, MS, EdD**

**Associate Professor, Director of Interprofessional Initiatives**

**University of Maryland, Baltimore**

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**JOIN US FOR A CONTINUING EDUCATION SEMINAR**

**The Changing Landscape of Tobacco Products: “Vaping”, Smoking & Chewing**

**Friday, February 27, 2015 | 8:30am - 4:00pm**

Riverhill Interfaith Center: The Gathering Place, 6120 Day Long Lane, Clarksville, MD 21029

- $175: Registration with CEU’s
- $75: General Registration
- $30: Student Registration

(Continental breakfast and lunch provided)

**PRESENTERS:**

- **Jacquelyn L. Fried, RDH, MS**
- **Associate Professor, Director of Interprofessional Initiatives**
- **University of Maryland, Baltimore**

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**At the end of the course, the learner will be able to:**

- Suggest techniques for helping patients refrain from using nicotine acquisition products.
- Delineate the oral and systematic effects of combustible tobacco and other nicotine acquisition products.
- Discuss how the legalization of marijuana could affect the dental provider’s role in cannabis prevention and cessation.
- Compare and contrast the usage trends for combustible tobacco and e-cigarettes.
- Discuss national and global epidemiologic trends regarding the incidence and prevalence of HPV-associated head and neck cancers.
- Compare and contrast characteristics of HPV positive and HPV negative head and neck cancers.
- Determine specific ways that dental providers should alter their current practices in order to address the unique aspects of HPV-associated head and neck cancers.
- Propose educational approaches for patients regarding the prevention of HPV-associated head and neck cancers.

**Registration and payment must be received by February 17th.**

For more information and to register, please visit http://events.r20.constantcontact.com/register/event?oeidk=a07e6yfmtucb4b4f518&lrrn=pijk4tqkab

The course has been approved by the Maryland State Board of Dental Examiners for 6 CE credits.

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**Mark Your Calendars for the 2015 Chesapeake Dental Conference!**

**September 25-27, 2015**
**New Listing for Sale: Upper Marlboro**

General Practice with the option to buy the 1000sf condo. Grossing $33,500, 5 ops, 3 equipped, panograph. Refers out ortho, perio surgery, implant surgery and molars. Dental services include extractions, and same endos. Tremendous growth potential as a large, planned community nearby and current limited insurance participation! Contact Tom Bonsack, DDS at: 410.218.4061. www.mdaltentaldentals.com.

**New Listing for Sale: Upper Marlboro**

General Practice with the option to buy the real estate with mental health, endo and ortho. Ample parking. Grossing $40,000 with a high net, 3 ops and a panograph. Growth potential as the seller refers out all ends, ortho, implant surgery and perio surgery. Call Dr. Tom Bonsack at 410.218.4061 for more info.

**3-5% Commission for Sellers:** Finally, a fellow dentist providing extraordinaire service at a reasonable cost! No listing fee for buyers. Contact Tom Bonsack, DDS at: 410.218.4061. www.mdaltentaldentals.com.

**New Listing for Sale: Maryland Endodontic Practice**

Grossing over $51,000 with an extremely high net! Owner willing to stay on to transition the new owner into the practice. Contact Tom Bonsack, DDS at: 410.218.4061. www.mdaltentaldentals.com.

**General Practice for Sale: Frederick County.**

This 1200sf office has 4 ops, 3 equipped, grossing $47,000 with a high net income. Dental pediatrics and Dentists software. Refers many specialty procedures, does very little marketing. High growth county. Contact Tom Bonsack, DDS at: 410.218.4061. www.mdaltentaldentals.com.

**General Practice for Sale: Harford County.**

This tremendous opportunity to own your own practice in a beautiful setting! Grossing $70,000. 8 ops in 3100sf. Refers endo, peri, ortho and implant surgery! Great staff and owner to help with the transition. Contact Tom Bonsack, DDS at: 410.218.4061. www.mdaltentaldentals.com.

**General Dental Practice for Sale: Centreville.**

5 operators. Grossing $59,000. All Digital Dentists Software. 7000 active patients. Stand-alone building also for sale. Contact Mary Monti at 410.321.3727 or mmonti@choicedentalsolutions.com or 410.812.5766.

**AFCO Nationwide Practice Opportunities.**

AFCO has the largest selection of practice opportunities throughout the United States. For more information log-on to www.AFCO.net or call 800.322.3365.

**Dental Office Space for Sale: Rockville-Berwood.**


**Dental Office for Sale: Ritchie Hwy.**

Price to sell at $628k, this space offers great visibility for a stand-alone office on Ritchie Hwy. Four ops with room to expand. By HPRG Charles Peacock. Contact: 410.522.1632, email cpeacock@medicaldentalalanspace.com or call Chuck Feltz (principal) 301.365.6940 or cfeletz@medicaldentalalanspace.com. www.medicaldentalalanspace.com.

**Office Space for Rent: Rockville.**

Modern, digital, spacious dental office in the shady grove corridor of Rockville is offering space for rent. Suitable for any GP or specialist. Please send inquiries to Terminations@elec.com.

**Under Contract – General Dental Practice for Sale: Annapolis.**

Modernized digital office w/ high-tech equipment. 13 fully loaded ops. 4000+ sf, great patients and staff. 100% Financing available! Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more info for Dental Practices for Sale: 410.321.7277 (o), 443.255.5111 (c), or email to: eschiff@schiffcpa.com. www.schiffdentalbrokerage.com.

**New Listing for Sale – Ortho Practice: Harford County.**

Practice has an excellent reputation. 6 ops in a gorgeous modern 1300sf office w/ high-tech digital and panoramic unit. Annual collection $560k++. Office is currently open only 14 days per month. Seller is ready to retire. Room for expansion. Web-trained, loyal & enthusiastic Staff. 100% Financing Available! Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more info for Dental Practices for Sale: 410.321.7277 (o), 443.255.5111 (c), or email to: eschiff@schiffcpa.com. www.schiffdentalbrokerage.com.

**New Listing for Sale: Northern Va & Dc.**

Two location General Practice located in Northern Va & DC 10 miles apart from one another. Annual Collections = $22,386. 100% fee-for-service, modern, digital office. 100% Financing Available! Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more information at: 410.321.7277 (o), 443.255.5111 (c), or email to: eschiff@schiffcpa.com. www.schiffdentalbrokerage.com.

**Under Contract – Practice for Sale: Owings Mills.**

PT 2 day per week, solo practice for sale located in Owings Mills. Seller has listed the practice for sale in order to focus on another location out of state. 2013 Annual Collections of $207k. Located in a Class A Professional Building just off I-795 in a busy Baltimore County. The Practice is a modernized digital office with new technology and ample parking able to support full range of dental services. Insiders the 1500sf of patient-optimized office space, you will find 2 fully equipped ops (plumbed for), 4 digital X-Rays, PAN, receptionist area, consultation room, office, business office, sterilization room, and restroom. Solarium patient base with proven growth potentials, and room for expansion. Potential for growth limited only by desires of buyer. This practice is half the price of a Start Up with immediate cash flow. Doctor is currently seeing 15-20 patients per day and averaging 12 new patients per month. Practice is currently booked about 1 month. Over 400 Active Patients. If you are looking for immediate success while transitioning into more whole some lifestyle contact Schiff Dental Brokerage today. Opportunity not to be missed! 100% Financing Available. Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more information at: 410.321.7277 (o), 443.255.5111 (c), or email to: eschiff@schiffcpa.com. www.schiffdentalbrokerage.com.

**Under Contract – Turn Key General Dental Practice: Upper Marlboro.**

Seller has merged both of his existing practices together at another location. Practice is located in professional building with ample parking. Real Estate is available as well. Modernized digital office w/ Second floor expansion. Price is right. This is the perfect practice opportunity for the General Dentist who is looking for a start-up. No build-out or equipment necessary. Everything is ready to go. 100% Financing Available! Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more information at: 410.321.7277 (o), 443.255.5111 (c), or email to: eschiff@schiffcpa.com. www.schiffdentalbrokerage.com.

**Dental Office Space for Sale: Gaithersburg.**

Fully equipped 3 ops, 1500sf office has 2 fully-equipped, grossing over $1M with an extremely high net! Own

**Real Estate Opportunities**

**Practice of the Month: Premier Montgomery County Million Dollar Plus Practice.** Doctor in mid 50’s looking for future successor to practice. Join now as associate, earn into the practice as you produce, and buy in to half the new six months. Work with Dr. for 5-8 years, then take over second half, and even keep the seller as your associate if you wish. Practice is all digital, papless example of modern, efficient and high tech-dentistry while still maintaining the attention to detail, community involvement, and gap personnel care it has built its reputation on. Buyer is expected to have strong philosophy and credentials in post-graduate continuing education, emotional chairside manners, and leadership preference. Please email info@SchiffPodentworks.com for details. Reference code: NR8

**Practice for Sale: Baltimore County.**

Start with an established patient base for less than the cost of a start-up 4-ops room to expand. Grossing $1,267k 30avs/cyk. Prof bldg, with free parking. Close to I-95, provides full family practice. Contact Dr. David Hornan, DDS. 410.610.2042 or edom@hrrattan.com.
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8:30 am — 4:30 pm

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