Peer Review...A Tremendous Member Benefit

by Dr. Richard Rogers

Many of our member, and non-member, dentists are unfamiliar with exactly what Peer Review is and how it can be one of the biggest benefits that organized dentistry can offer them in their professional career. Let’s start out with a definition:

Peer review is the evaluation of work by one or more people of similar competence to the producers of the work (peers). It constitutes a form of self-regulation by qualified members of a profession within the relevant field.

MSDA values this service to our members so much so that we have a dedicated staff person, Mr. Peter Holmes (Patient Relations), who spends the better part of his day talking with patients and doctors in order to facilitate the process.

Mr. Holmes’ main objective, when screening a patient phone call about a complaint against a dentist, is to defuse the situation immediately and avoid the Peer Review process altogether. In most cases the problem can be handled by simply calling the dentist and having them take it from there. This resolution/mediation often results in the patient staying with the practice. For cases that require a more detailed analysis, it will then be entered into the Peer Review process at the local component (dental society) level. The chairman of the component committee will mediate the case and has the option of forming a panel of dentists to assist in the investigation of the complaint. This process can take 2 weeks, or up to 90 days, and if mediation fails both parties have the option of having the case referred to the MSDA State Peer Review Chairman (Dr. Larry Greenbaum).

For those dentists who have had the unpleasant experience of a patient filing a legal complaint against them personally or their practice, they quickly learn that it can develop into a huge drain on their time, emotions and finances. Peer Review exists to prevent this process from ever being initiated by a patient and thus saves the dentist from encountering such a horrible professional ordeal. It’s hard to put a real value on something that saves our time, money and ‘stomach lining’!

Peer Review is offered to member and non-member dentists alike as MSDA recognizes that this ‘self-regulation’ is very important in our profession. If organized dentistry did not carry this torch for the profession, we take the risk of the following occurring:

- Government bureaucrats initiating programs to take over the process which would open the door to further regulations
- Patients complaining to the State Board of Dental Examiners, which tracks such complaints, and having a potentially negative impact on license renewal
- Patients contacting an attorney for legal advice rather than having an option for mediation

MSDA is also happy to report that, by offering this service to non-members, it more often than not results in the involved dentist recognizing the value of organized dentistry and becoming a new member of our association.

Please thank your local Peer Review chairman and consider volunteering on the committee. MSDA also needs volunteers, on the state level, to serve on the Peer Review committee and we would be very excited to hear from those of you willing to help us offer this most important member benefit.

Mission of Mercy Volunteer Opportunities

Interested in volunteering at a Mission of Mercy? Here are all of the upcoming clinic dates!

See the web addresses for more information.

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<th>Mission of Mercy Volunteer Opportunities</th>
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<td><a href="http://www.westernmdmcom">www.westernmdmcom</a></td>
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<td>ADA Mission of Mercy</td>
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Letter FROM The Editor

In the October 2014 issue of Exercise and Sport Sciences Review (Vol 42 #4 from Amer. Co. of Sports Medicine, pp.145-152) Roemmich, JN, et al; “Stress, behavior and biology: risk factors for cardiovascular diseases in youth” makes the point that while youth are stressed, they can make good and bad choices in lifestyle, resulting in disease, similar to what we see in adults. The idea is that stress causes atherogenic behaviors and thus disease (cardiovascular disease, CVD).

“The most immediate stress responses are driven by the autonomic nervous system (ANS) which is subdivided into the sympathetic (SNS) and parasympathetic (PNS) nervous systems.” Activation of the ANS produces the fight or flight response – eg., heart rate (HR) myocardial contractility, vasodilation raises blood pressure. Circulating catecholamines produce nearly identical effects of those caused by direct sympathetic stimulation, but last 5-10 times longer. This describes the sympatho-adenal medulatory (SAM) axis. While the Hypothalamo-pituitary-adenal (HPA) axis includes corticotropin releasing hormone, adrenocorticotropic hormone and cortisol and drives the longer term stress response. The HPA response promotes gluconeogenesis lipolysis, proteolytic effects, inflammation – and behavior effects. Behavior coping associated with HPA includes eating and distracting sedentary behaviors.

The authors point out that adolescence is a period of heightened “storm and stress” and is a more difficult life period than others. They show evidence that poor life choices to allay the stress in youth are carried over into adulthood and cause a variety of diseases, i.e., diabetes, obesity, CVD, sedentary life style, etc. These diseases start in childhood and their premises is that stress is the progenitor of these diseases. “There is growing evidence that psychological stress, including stress experienced during childhood...is an important risk factor for later CVD. Chronic stress is associated with a more than 2.1 times increased risk for incident myocardial infarction and other CVD” in adults. The Interheart Study found 30% population attributable risk (PAR) for stress, smoking 36%, high lipid concentration (49%) while hypertension (18%), diabetes (10%) and abdominal obesity 20% and sedentaryism (12%) accounted for lower PAR. In other words, stress was right up there with the worst prognosticators of poor health outcomes. “The greater the total stress load, the more likely that stress will produce negative effects on cardiovascular health.”

Behaviorally stress influences CV health of youth by altering weight control behaviors, increased CVD risk to stress by shifting food choices toward energy-dense foods (candy bars, “health bars,” sodas, etc.) resulting in greater energy intake, and/or by reducing the willingness to be active physically – promote weight gain, disease.

“Watching TV and listening to music are the two coping mechanisms adolescents most frequently list to deal with stress. Emotional state and food choice are linked as early as infancy.” The authors found that stressed children engaged in 20% less exercise, most frequently list to deal with stress. Emotional state and food choice are linked as willingness to be active physically – promote weight gain, disease.

Proposed behavioral and physiological pathways by which stress may promote CVD risk factors in youth

Stress – psychological stress-induced sympathetic nervous system (SNS) activation, also causes platelet aggregation, endothelial dysfunction, release of proinflammatory cytokines, cellular adhesions on the endothelial wall and a general inflammatory response.

“Exercise may be one approach to reduce the magnitude of CV reactivity to psychological stress and thus protect against the detrimental effects of heightened stress responses on CV Health. We found that 20 minutes of interval exercise before (stressful exercise) reduced systolic BP, diastolic BP and HR reactivity.” The authors also tested students walking a mile on a treadmill with pleasant neighborhood images projected in front of them versus sedentary children just watching the projection – the walking group did better in cell parameters of stress relief. Twenty-five minutes of exercise in adults dampens stress-induced catecholamines in adults it was found.

Two studies in the current AMMA Journal (Amer. Med. Athletic Assoc.) Vol #28/2015 Paul Kiell, MD, pg 5, found that joggers, whose pace was slow, who jogged 1-2 hrs/ week tended to live longer than those who ran the fastest – “But of course there are limitations and caveats.” “So the message of this study remains that sweaty exercise is no better than no exercise at all, and that any exercise, however light in limitations and caveats.” “So the message of this study remains that sweaty exercise is no better than no exercise at all, and that any exercise, however light in limitations and caveats.”

And Jeff Venables, in the same issue (AMAA) says, “Far from concluding that ‘vigorous exercise’ is better than no exercise at all, and that any exercise, however light in intensity...still holds tremendous value.” Steven Blair and Walter Barty II, using Big Data, found immense correlation in moving one’s body and longevity. Also low fitness level was an important risk factor.

So, starting early in infancy, but certainly when children start perceiving stress – and on into adulthood, relieving stress through exercise is not only desirable, but promotes longevity at the ‘other end’. Pretty good argument to get the kids, as well as the adults, ‘out there!’

Have A Great Summer!
MSDA’s New Home is a Great Investment

by Frank McLaughlin, MSDA Executive Director

Since 1883, the Maryland State Dental Association has provided for, and invested in, the oral health of all the citizens of Maryland and now we have the chance to invest in our own future with the purchase of our new home. Located at 8901 Herrmann Drive in Columbia, MD, it is approximately a half mile down the street from our current location. It is a sound one-story brick structure with more than 12,000 sq. ft. of office and warehouse space. Renovations are currently underway and we are looking forward to moving this October.

Many have asked: Why have we decided to move and buy a building at this time? There were a number of factors that helped us make this decision. For starters, we were one of only four state dental associations in the country who didn’t own their own headquarters. The amount of equity these societies have built with the purchase of their buildings will help them weather any financial storm that they might face. The end of our lease looming and the uncertainty as to what the increase in our rent would be weighed heavily in our decision to move on. However, the reason that impacted our decision the most was that an opportunity presented itself to purchase a great building in a great location that would fit our needs perfectly… so we moved on it.

A number of years ago, the MSDA House of Delegates debated and then decided to move forward with the purchase of a building if the conditions were right – and they were. We wanted to remain in the Columbia area since it is centrally located, as well as conveniently just off of the Route 95 corridor. The building is large enough to accommodate our needs and the needs of a tenant who will occupy a little more than 5,000 sq. ft. Our tenant has signed an agreement for two years with an option for a third.

Although the Columbia Business Center (our current location), has been a fine home for us for more than thirty years, it is time for us to buy. We currently lease our space and because of that, we have nothing to show for our time here as renters. As it turns out, during the first couple of years in our new building, our mortgage will be about half of what our lease currently is and that’s not including the revenue we will receive from our tenant, nor the tax break ownership brings.

After weighing all of the pros and cons it was too good a deal to walk away from. It is our hope that the equity in the building will help stabilize our dues and provide us with a strong investment. Due to its desired location, generous zoning and the quality of neighboring businesses, the property should hold its value for years to come…thus providing the MSDA and the Profession a bright future here in Maryland.

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.

The Maryland Dental Hygienists’ Association Rehabilitation Committee
1.800.974.0068
Are you interested in …
Receiving world-class CE?
Networking with your peers from around the country?
Exploring your nation’s capital?

Then, save the date for ADA 2015 – America’s Dental Meeting.

For the first time in nearly two decades, the annual meeting is coming to Washington, DC this November 5-10, and there are lots of new and exciting additions in store for you.

With over 300 CE courses, the annual meeting is the innovator of cutting-edge educational offerings. Take advantage of over 80 hands-on workshops, the ever popular live-patient Education in the Round and a not-to-be-missed exhibit hall where you can find the specialty pavilion, CAD/CAM live-patient stage, health and fitness courses and more.

Join us at the Opening General Session for the Distinguished Speakers Series. Hear Charles Krauthammer and Eleanor Clift speak and gain DC insider perspectives of the upcoming 2016 presidential election.

Have you been in practice for less than 10 years? The New Dentist Conference is being held at the annual meeting this year. Check out ADA.org/meeting to learn more about all the exciting new opportunities (hint: customized CE track, exclusive lounge, significantly reduced hotel rates and more!).

Having a local network is helpful, but having a national network can be incredibly powerful. Connect with colleagues from across the country and catch up with old friends.

New this year, you and your family are invited to the new after-hours Welcome Reception taking place at two of the world-renowned Smithsonian museums, the National Museum of Natural History and National Museum of American History.

Looking to combine the annual meeting with a vacation? Recently named the “Coolest City in America” by Forbes, Washington, DC has lots to offer everyone from historic monuments and museums to exceptional cuisine and family fun.

Registration for ADA 2015 opens in May, so mark your calendars. For more information, visit ADA.org/meeting.

Membership Matters
MSDA welcomes the following new members!

Anne Arundel County Dental Society
Dr. Rania A. Habib

Baltimore City Dental Society
Dr. Ihuoma C. Nwachukwu
Dr. Olawunmi Ogunkelu

Baltimore County Dental Association
Dr. Mayokun Demehin
Dr. Dede W. Orraca-Tetteh

Howard County Dental Association, Inc.
Dr. Esther D. Ngo Bikoi

IN MEMORIAM
MSDA has recently learned of the passing of the following colleagues:

DR. BARRY KATZ
DR. JOSEPH R. MOORE, JR.

Chesapeake Dental Conference

15th Annual Silent Auction
to benefit
The Maryland Foundation of Dentistry for the Handicapped (MFDH)

Friday, September 25, 2015, 9:00AM - 4:00PM through
Saturday, September 26, 2015, 9:00AM - 1:00PM

ALL GIFTS APPRECIATED

Deadline: August 28, 2015
Any items received after the deadline will not be printed in the program.

☐ Yes, we would like to donate an item for the Silent Auction.
☐ I would like to make a cash donation.

Please give a description of the item you are donating. (Note: Donors of property of particular value should be able to document the value of the article for their own tax purposes.)

________________________________________________________________________
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APPROXIMATE VALUE OF GIFT: $ ___________________

NAME
________________________________________________________________________
NAME OF COMPANY
________________________________________________________________________
ADDRESS ______________________________________________________________
CITY ______________________ STATE ________ ZIP ____________
PHONE ______________________ FAX ______________________ EMAIL ______________________

Donated Items must be dropped off by August 28th to
MSDA, 6410 Dobbin Road, Suite F, Columbia, MD 21045 by August 28th.

FAX BACK TO: 410.964.9978  EMAIL TO: lmarsh@mfdh.org
MAIL TO: Lilian R. Marsh, MFDH, 410 Dobbin Rd, St F, Columbia, MD 21045
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.

“After a few attempts to sell my practice with other brokers, Ellen and NL Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement - her performance was stellar!”

Stuart Gordon, DDS

No dual representation

Provide range of value assessment

Counsel and manage entire process

Help you maximize your practice investment

ELLEN DORNER
Director of NL Transitions

10626 York Rd. Suite H, Hunt Valley, MD
(800) 772-1065 | info@NLTransitions.com
www.NLTransitions.com

NEW Dues Payment Options for 2016!

The MSDA will be offering a dues installment program for members beginning in November for the 2016 dues. This option replaces the dues prepayment program which was eliminated by the ADA due to the new association management software program, Aptify, being implemented throughout the tripartite environment.

Here is how it will work:

1. You will receive an email from the MSDA once the ADA House of Delegates meeting closes that will notify you of your 2016 dues invoice being available for payment.

2. You will log into Aptify (we will provide you your username and password) and have a variety of options on how you want to pay your dues for 2016. You can choose to pay over 5 months, 4 months, 3 months, 2 months or all at once. You will fill in your credit card details and they will be securely stored and run automatically based on the option you have chosen. This will make for a secure transaction.

3. You will also have the option to print out a receipt and update all your contact details.

The MSDA is excited to be offering this enhancement to the dues paying process as it allows members to have more control of their payment options and the security of their credit card information (no more mailing in pink cards that have credit card details on them!).

For those of you who still prefer to pay via check, that option will remain available through the traditional method of sending in the invoice with a check to the MSDA headquarters. We will still send out a paper invoice, but it will come in early December once the bulk of the members that want to pay online have done so. This will be a cost savings to MSDA as we won’t incur high postage costs since the number of invoices we will be mailing will decrease.

Kim Dresser, MSDA’s Membership Director is happy to answer any questions or concerns at kim@msda.com or 410.964.2880, ext. 106.
Chesapeake Dental Conference Update!

September 25-27, 2015   |   Ocean City, MD

**SPEAKERS**

**State of the Art Rehabilitation for Total Edentulous – The MALO CLINIC Protocol**
Paulo Malo, DDS, PhD

**Increase Influence / Increase Impact – Ignite the Power in Your Practice**
Debra Engelhardt-Nash

**Practical Periodontal Therapy: Save the Tooth or What’s Next?**
Timothy Hempton, DDS

- Adhesive Dentistry and Cementation – Is Newer Always Better?
- Occlusion, All Ceramic and CAD/CAM Dentistry: State of the Art
Gerald Kugel, DMD, MS, PhD

**Standard Proficiency Dental Laser Certification Program**
Mitchell Lomke, DDS

**CNA Dental Professional Liability Risk Management Seminar**
Jill Baskin, DDS and Scott Nelson, Esq
_in Conjunction with R.K. Tongue_

**Shift Happens! Problem Solvers for Restorative Dentistry**
Howard E. Strassler, DMD, FADM, FAGD

- Pharmacological Management of the Geriatric Patient
- Exploring Emerging Science
Ann Spolarich, RDH, PhD
_Provided by: Maryland Dental Hygienist Assoc._

**Dental Implant Training, Level 1 (2-Day Course)**
Douglas Dompkowski, DDS
_Provided by: Hiossen_

**Avoiding and Defending Malpractice Claims and Dental Board Changes**
Stephen H. Kaufman, JD

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**Marketing, Malpractice and Money: Advice and Strategies for a New Dentist**

- How to Build Your Cash Flow Forecasts
  Allen Schiff & Eric Schiff – Schiff & Associates

- Dental Financing and Underwriting
  Todd Warren – Sandy Spring Bank

- Common Mistakes Made By Young Dentists Early In Their Professional Career
  Scott Nelson, Esq – Walker, Murphy & Nelson, LLP

- The 7 Pillars of Modern Practice Marketing
  Jason Zib – Officite

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**MD State Board Required Courses!**

- Proper Pharmacologic Prescribing and Disposal for Dental Practitioners
  Richard Wynn, PhD

- Infection Control Is Not Optional: Dental Practitioners Need to Be Involved
  Louis DePaola, DDS

- CPR Renewal for Healthcare Providers
  Kay Hickman

- Mid Atlantic P.A.N.D.A.
  Richard Garden, DDS

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**CAPSULE CLINICS**

- Selling or Buying a Dental Practice?
  Pertinent Issues for Dental Transitioning
  Dr. Thomas Bonsack

- HIPAA Compliance: Practice Applications Needed for Your Dental Practice
  Darin McCue
  Sponsored by: Phoenix Systems

- Medical Emergencies
  Mitchell Stark, DDS

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**SPECIAL EVENTS!**

**PaintNite**

Friday, September 25
12:00 PM – 2:00 PM
Waterman’s Restaurant
12505 Ocean Gateway

**The Italian Way Cooking Demonstration & Lunch**

Saturday, September 26
11:00 AM – 1:00 PM
Touch of Italy Restaurant
67th Street (Holiday Inn)
MSDA is excited to announce the production of a nationally recognized "I AM" campaign at the Chesapeake Dental Conference!

We are an organization dedicated to YOU, our members, who are unique, talented professionals looking for a fun and meaningful way to connect and engage with other members.

This campaign provides an opportunity for association members and conference attendees to express themselves through art by choosing a word to describe themselves and creating a photograph depicting that word written on their body. This collection of photographs reminds us why we are proud to be members of such an incredible association.

- Attendees will receive full rights to their pictures online and may print, copy or use them for social media.
- Hair and makeup touch-ups will be available.
- Descriptive words will be written wherever the attendee chooses and will be removed immediately with no residual ink.
- This experience is offered at NO CHARGE and will take place in the Exhibit Hall.
- At the end of the conference, these pictures will be formatted to an interactive video and displayed on the website, depicting our wonderful group of attendees.

AUGUST 21ST – EARLY BIRD REGISTRATION AND HOUSING DEADLINE!

To register for the CDC, visit www.MSDA.com (Education) or complete the registration form in the back of the Advance Program.

Early Registration and Housing Deadline is August 21st! Make your reservations NOW at a MSDA Hotel!

Information can be found on www.MSDA.com in the Education tab!!
Is Your Practice Growing by at Least 7% Each Year, Every Year?

Paragon has a very professional approach. We are not a round peg being forced into a square hole. The seminars and meetings are first class.

DR. MARTIN LAYMAN
STREETSBORO, OH
Client Since 2014

Two things that I have learned from Paragon are that growth is key to success and if you work smarter you don’t have to work harder. My growth has been steady, doubling or more every seven years while gradually working fewer days.

DR. BILL STILES
MEDFORD, NJ
Client Since 1992

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.

Some have doubled their practice in as little as one year! Others who have been with us for over 15 years have doubled, doubled, and doubled again.

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No Hype. No Tricks. No Gimmicks. Just 29 Years Of Results.
ADA Applauds USPHS Final Recommendation on Optimal Fluoride Level in Drinking Water

The American Dental Association (ADA) commends the Department of Health and Human Services for announcing the U.S. Public Health Service final recommendation for the optimal level of fluoride in community water systems. The agency's recommended ratio of fluoride to water, newly calibrated at 0.7 parts per million, results from years of scientifically rigorous analysis of the amount of fluoride people receive from all sources.

The new recommendation will help ensure an effective level of fluoride to reduce the incidence of tooth decay, while minimizing the risk of cosmetic fluorosis in the general population.

“Water fluoridation is effective and safe,” said ADA President Dr. Maxine Feinberg. “It has now been 70 years since Grand Rapids, Michigan became the first US city to begin adding fluoride to its water system. Since then, decades of studies and the experience of tens of millions of people have affirmed that water fluoridation helps prevent cavities in both children and adults. Today's announcement is based on solid science.”

The Association strongly urges communities that already are doing so to continue fluoridating water at the levels the government recommends. People who live in the dwindling number of non-fluoridated communities should help educate their state and local officials about the need to fluoridate. They also should talk to their dentists about other ways to ensure that they are receiving the right amount of fluoride, through such means as supplements or topical applications.

“Dentistry is proud of its record in preventing disease,” said Dr. Feinberg. “The ADA and other science-based health organizations in the U.S. and around the world understand that community water fluoridation is one of the most effective and least costly ways to do so.”

“The recommended level is now officially set at 0.7 parts per million, but the health benefits have not changed, and neither has the ADA’s commitment to bringing optimally fluoridated water to the greatest possible number of people.”
**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, Aug 18

**Time:** 9:00 AM - 5:00 PM

**Fee:** $135 MSDA Member / $239 Non-Member

**Instructor:** Dr. Ronald Holderrman

**Location:** MSDA Classroom, Columbia, MD

**Referrals:** Breakfast and Lunch will be served

**Description:** This course is designed to educate dentists, hygienists, and staff about the problems of child abuse and neglect, domestic violence, elder abuse and neglect and human trafficking. Aims to teach participants how to recognize the indicators of this kind of abuse and inform them of their legal and ethical responsibilities reporting and referring victims. This course satisfies the 2 credit requirement for relicensure.

### Infection Control – I'm Glad You Asked That 2015 – Recognizing the Components of a Safe Office

**Date:** Fri., Nov 20 OR Fri., Dec 11

**Time:** 8:00 AM - 10:00 AM

**Fee:** $100 MSDA Member / $200 Non-Member

**Instructor:** Dr. Melissa Multrain

**Location:** MSDA Classroom, Columbia, MD

**Referrals:** Light snacks and beverages

**Description:** Evaluate your own level of safety and compliance by taking a virtual tour of a dental office during a compliance inspection. The applicable laws, effective prevention techniques, and an understanding of actual Dental Board infection control citations will be reviewed. A common sense approach can produce a simple effective ongoing program that protects patient and providers alike. The course is designed to help satisfy the MSDH requirement for annual employer training of employees for health and safety issues as well as provide the minimum 2 c.e.u. for infection control necessary for Maryland licensure of dentists, dental hygienists, and dental radiation technologies. Everyone on the clinical team may benefit from the seminar.

**This course will help participants to:**
- Review and update applicable infection control regulations
- Update information on common bloodborne and airborne diseases
- List and identify recordkeeping requirements
- Identify sterilization and disinfection criteria
- Recognize updated Hazard Communication Labeling and Safety Data Sheet requirements
- Understand the inspection and citation process in Maryland for CDC Guidelines in dental Healthcare settings.

**This course is being offered on the same day as Infection Control and CPR. If you or a staff member takes one or more of these courses, the fees decrease to $75 per course for a member and $175 per course for a nonmember.**

### Mid-Atlantic P.A.N.D.A. (2 CE Credits)

(Preventive Access and Neglect with Dental Awareness) ***

**Date:** Fri., Nov 20 OR Fri., Dec 11

**Time:** 10:30 AM – 12:30 PM

**Fee:** $100 MSDA Member / $200 Non-Member

**Instructor:** TBD

**Description:** This course will help participants to:
- Review and update applicable infection control regulations
- Update information on common bloodborne and airborne diseases
- List and identify recordkeeping requirements
- Identify sterilization and disinfection criteria
- Recognize updated Hazard Communication Labeling and Safety Data Sheet requirements
- Understand the inspection and citation process in Maryland for CDC Guidelines in dental Healthcare settings.

**This course is being offered on the same day as Infection Control and CPR. If you or a staff member takes one or more of these courses, the fees decrease to $75 per course for a member and $175 per course for a nonmember.**

### Dental Assisting Certification Courses

**Introduction to Basic Dental Assisting (Chairside)**

(8 Sessions)

**Instructor:** Richard Wynn, PhD

**Dates:** Fri., Dec 4

**Time:** 8:00 AM - 10:00 AM

**Fee:** $100 MSDA Member / $200 Non-Member

**Location:** MSDA Classroom, Columbia, MD

**Referrals:** Continental Breakfast will be served

**Description:** This two-hour course fulfills the new MDSBE (COMAR 10.44.22.4) requirement for relicensure. The course defines the new requirement, focuses on proper prescribing for all medications, requirements for storage and disposal of medications, and the pharmacology of post-operative pain control with emphasis on opiate analgesics. This presentation is required for those dentists who will renew their license in 2015 and 2016.

### Proper Pharmacologic Prescribing and Disposal for Dental Practitioners (2 CE Credits)

**Instructor:** Richard Wynn, PhD

**Dates:** Fri., Dec 4

**Time:** 1:30 PM - 3:30 PM

**Fee:** $100 MSDA Member / $200 Non-Member

**Location:** MSDA Classroom, Columbia, MD

**Referrals:** Light refreshments

**Description:** Designed for all members of the dental team who need to renew CPR requirements for relicensure. CPR Instructors are affiliates of the American Heart Association (AHA)

**This course is being offered on the same day as Infection Control and CPR. If you or a staff member takes one or more of these courses, the fees decrease to $75 per course for a member and $175 per course for a nonmember.**

### Expanded Functions (General Dentistry and/or Orthodontics as permitted by Maryland Law)

**Prerequisites:**
- Basic indirect denture control
- Letter from the employing dentist verifying employment and commitment to your direct clinical supervision
- Must have a working knowledge of basic oral anatomy, basic infection control and basic dental terminology
- Must be employed in dental office for direct clinical supervision.
- Must be employed in dental office for direct clinical supervision.

**This course Is Also Offered By:** Please register with the institution.
- Carroll Community College: 301.345.4196
- Chesapeake College: Karen Bailor @ 410.822.5400 ext 704
- Southern Maryland Dental Society: Janice Farber @ 301.345.4196
Classifieds

Employment

PARTNERSHIP OPPORTUNITY: Growing quality-focused 2-doctor, 6-day practice looking for partnership track associate. Excellent salary with full benefits including health insurance, bonus program, and retirement plan. Desirable offices locations in Rockville and Olney, Maryland. Please email CV to: dbratk@smileprograms.com.

FT/PT ASSOCIATE DENTIST WANTED: CAMP SPRINGS. Growing practice (non-HMO/DOMO and paperless) in Camp Springs near Andrews Air Force Base, seeking FT/PT associate dentist with 1 year residency or 3 years work experience in private practice. Email resume to: drpark@TodaySmileDental.com.

FT ASSOCIATE DENTIST WANTED: WHITE MARSH. Well-established practice (non-HMO/DOMO) in White Marsh area seeking FT associate dentist with 1 year residency or 3 years work experience in private practice. Email resume to: drpark@TodaySmileDental.com.

SPECIALIST NEEDED: MARVE DE GRACE. Prime location for pediatric dentist and/or orthodontist. 2400sf plumbed for dental office and 10/20 office can accommodate two practices. Call Dr. Grubb at either: 410.919.5300 or 410.459.1404.

EXCITING OPPORTUNITIES for dentists, hygienists and assistants to provide children with quality dental care in schools in Maryland. No evenings or weekends. Email resumes to jobs@smileprograms.com.

PARTNER WANTED: SALISBURY. Dentist in Salisbury is looking for a partner to buy into a modern practice with complete purchase to follow. Please call 410.422.4261 after 7 pm.

DENTAL DREAMS SEKS MARKETED GENERAL DENTISTS: Dental Dreams desires motivated, quality-oriented general dentists to work in our busy PA, MD and DC offices. At Dental Dreams, we focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced staff. Because we understand the tremendous value of our associate dentists, we make sure that their compensation package is amongst the best. Our competitive compensation packages include: minimum guaranteed salary of at least $125,000 with potential to earn up to $300,000, visa sponsorship and health and malpractice insurance reimbursement. Make Dental Dreams a reality for you to apply, please email CV to: buyers@services.com or call 312.274.4520.

ORAL SURGEON WANTED / SIGNING BONUS: An outstanding position is now available for an Associate leading to Partnership in a highly successful, well respected 8 location, full scope surgical practice in the MD/DC/VA metro area. Our team is looking for a bright, ambitious, and caring individual. Our future partner must be proficient in all phases of our specialty including outpatient general anesthesia, dentalanesthesia / implant surgery, TMJ, orthognathic and cosmetic surgeries. Board eligible/ certified a must. Highly Competitive salary, incentives, ben-

FINALLY! A fellow dentist providing buyers and sellers with extraordinary service while keeping fees low.

Dr. Tom Bonsock
www.marylanddentaltransitions.com

410.218.4061
info@midatlanticdentaltransitions.com

ASSOCIATE WANTED: ANnapolis. General Dental Practice seeking an Associate to work 1.5 days per week. Highly skilled and motivated General Dentist needed as an Associate to join a successful, high-end General Dental Practice located in Annapolis, Maryland. The ideal associate would demonstrate a passion for dentistry and patient care, contagious energy, a willingness to learn and grow at least 2-3 years of clinical experience. The ideal Associate is able to perform one appointment Endo, post and crown prep; as well as both simple and surgical extractions. Email your CV to: Eric Schiffl@SchiffDentalBrokerage.com or fax or email to: Eric Schiff, Schiff Dental Brokerage, 410.321.7006 Fax; or eschiff@schiffcpa.com.

ASSOCIATE WANTED: NORTHERN VIRGINIA. Highly skilled and motivated Dental Practitioner needed FT as an Associate (3 days per week) to join a successful, high-end Pediatric Practice. The ideal associate would demonstrate a passion for pediatric dentistry and patient care, contagious energy, a willingness to learn and grow and at least 2 years of clinical experience. Email your CV to: Eric Schiffer@SchiffDentalBrokerage.com or fax or email to: Eric Schiffer, Schiff Dental Brokerage, 410.321.7006 Fax; or eschiffer@schiffcpa.com.

PEDRICATRIC ASSOCIATE NEEDED: NORTHERN VIRGINIA. Highly skilled and motivated pediatric dentist needed FT as an associate up to 5 days per week. The ideal associate must have the following: 4 years of pediatric dentistry, excellent chairside manner, a minimum of 3 years of experience as an assistant. Experience in orthodontics and restorative dentistry a plus. Please email your CV to: erics@email.com.

ASSOCIATE WANTED: BETHESDA. General Dental Practice seeking an Associate to join a successful, high-end Dental Practice located in Bethesda, Maryland. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED: BUY-IN: DUNKIRK. General Dental Practice seeking an associate: A highly skilled and motivated General Dental Practice located in Dunkirk, Maryland. The ideal associate would demonstrate a passion for dentistry and patient care, contagious energy, a willingness to learn and grow and at least 2-3 years of clinical experience. The ideal Associate must be able to perform 1-2 Endo appointments per day, post and crown prep, and as well as both simple and surgical extractions. Email your CV to: Eric Schiffer@SchiffDentalBrokerage.com or fax or email to: Eric Schiffer, Schiff Dental Brokerage, 410.321.7006 Fax; or eschiffer@schiffcpa.com.

ASSOCIATE WANTED: BUY-IN: SALISBURY. High-Tech General Dental Practice is currently seeking an Experienced FT Associate Dentist to work Monday-Thursday. Buy-In Opportunity Available. The ideal associate would demonstrate a passion for dentistry and patient care, contagious energy, a willingness to learn and grow. The ideal Associate is able to perform one appointment Endo, post and crown prep; as well as both simple and surgical extractions. Email your CV to: Eric Schiffer@SchiffDentalBrokerage.com or fax or email to: Eric Schiffer, Schiff Dental Brokerage, 410.321.7006 Fax; or eschiffer@schiffcpa.com.

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ASSOCIATE WANTED / BUY-IN: TOWSON. Schiff Dental Placement Partners are currently seeking General Dentists with 2-3 years of experience to join a very successful, high-end General Dental Practice located in Towson, Maryland. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: BALTIMORE. Schiff Dental Placement Partners are currently seeking General Dentists with 2-3 years of experience to join a very successful, high-end General Dental Practice located in Baltimore, Maryland. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: COLLEGE PARK. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: HAGERSTOWN. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: ANNAPOLIS. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: EASTON. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: FREDERICK. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

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ASSOCIATE WANTED / BUY-IN: MARYLAND. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: ROCKVILLE. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: WILMINGTON. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

ASSOCIATE WANTED / BUY-IN: BETHESDA. Schiff Dental Practice is currently seeking an Experienced FT associate dentist to join our fast-growing practice. The ideal associate must possess excellent clinical skills, be a team player and have the desire to be part of a dynamic team. Send your CV to: erics@email.com.

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NEW LISTING FOR SALE: WESTMINSTER. General Practice with long-term staff and loyal patient base. 1400sf with addl. space in basement for storage. 50% stand-alone bldg, with 40 parking spots and plenty of free parking – option to purchase bldg – room for growth. Net revenue of $1,450K+. Great opportunity. For more information contact Ellen Donohue at 410.616.2042 or email her at: edonohue@HLTransitions.com.

PRACTICE OF THE MONTH: SPRING VALLEY NEIGHBORHOOD. Prestigious location. 99% high-income Spring Valley neighborhood! Well established bulletproof reputation of a perfectionist specialist practitioner. Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more info about this practice.

NEW LISTING: LARGE & UPPER MARLBORO. General Practice with the option to buy the 1500 sf condol! GROSSING $165K, 5 ops, 4 exam rooms. Refers out ortho, peri, surgery, implant surgery, oral surgery, and endo. 1400sf office is on the first floor of a two-story stand-alone building with signage on a major road. The second floor is a newly renovated office space for a 15-person family practice. For more info contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more info about Dental Practices for Sale at 410 321 7727 (o) or 443 255 5111 (c) or eschiff@schiffcpa.com.

NEW LISTING FOR SALE: UPPER MARLBORO. General Practice with the option to buy the 1500 sf condol! GROSSING $315K, 5 ops, 4 exam rooms. Refers out ortho, peri, surgery, implant surgery, oral surgery, and endo. The 1400sf office is on the first floor of a two-story stand-alone building with signage on a major road. The second floor is a newly renovated office space for a 15-person family practice. For more info contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC for more info about Dental Practices for Sale at 410 321 7727 (o) or 443 255 5111 (c) or eschiff@schiffcpa.com.

NEW LISTING FOR SALE: BALTIMORE. 7 Fully Equipped Ops, 2300sf, Collecting $590K++, PPO/FFS. Excellent location. St. John’s Hopkins, Very Low Overhead, High Net, This Practice Won’t Last Long. Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC at 410.321.7727 (o) or 443.255.5111 (c) or eschiff@schiffcpa.com.

NEW LISTING FOR SALE: BALTIMORE. 7 Fully Equipped Ops, 2400sf, Collecting $620K++, PPO/FFS. Excellent location. St. John’s Hopkins, Very Low Overhead, High Net, This Practice Won’t Last Long. Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC at 410.321.7727 (o) or 443.255.5111 (c) or eschiff@schiffcpa.com.

NEW LISTING FOR SALE: BALTIMORE. 7 Fully Equipped Ops, 2500sf, Collecting $900K++, PPO/FFS. Eaglesoft. Very-Low Overhead, High Net, This Practice Won’t Last Long. Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC at 410.321.7727 (o) or 443.255.5111 (c) or eschiff@schiffcpa.com.

NEW LISTING FOR SALE: BALTIMORE. 7 Fully Equipped Ops, 2600sf, Collecting $750K++, PPO/FFS. Eaglesoft. Very-Low Overhead, High Net, This Practice Won’t Last Long. Contact Eric Schiff w/ SCHIFF DENTAL BROKERAGE, LLC at 410.321.7727 (o) or 443.255.5111 (c) or eschiff@schiffcpa.com.

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