Why People Don’t Go To The Dentist

by Harvey Levy, DMD, MAGD

Two “F” words prevent one out of every three Americans from going to the dentist: Fear and Finances.

The Fear factor includes anxiety and phobia. Anxiety is fear of the known. People have an unpleasant memory of an experience, or were told scary stories by their friends or siblings, and obviously want no part of that. Phobia is fear of the unknown. People don’t know what to expect, but are certain they are not going to like it.

These two types of fears have allowed our ancestors to survive, per Gavin de Becker’s book, “The Gift of Fear.” This book, which everyone should read, explains that fear is a rational and healthy defense mechanism to survive in the world. So let’s address which fears make sense, and which do not when it comes to surviving in the world.

Tooth decay, gum disease, and infections in the mouth are real enemies that can severely damage your general health. It’s not only about losing your teeth. The bacteria in your mouth get into your bloodstream and flow to the rest of your body, where they can readily cause damage and harm to your organs and systems. Recent research is showing that inflammation in the mouth can greatly increase your chances of becoming diabetic, or suffering from other chronic diseases such as heart conditions and kidney disorders.

Going to the dentist is also important because the mouth is the mirror of the rest of the body. Many diseases in the body can be detected by looking at the mouth.

And, of course, there are diseases that act in the mouth, such as oral cancers. Even if you wear dentures, you should periodically visit the dentist to allow their early detection.

People who received orthopedic joint replacements, heart surgeries, cancer chemotherapy, radiation therapy, or organ transplants MUST maintain excellent oral health, or their medical procedures will fail.

We’ve established that NOT going to the dentist also has very scary consequences. Fortunately, these days there are easy ways to overcome a patient’s fear of the dentist.

Mindful of people’s anxieties, dentists offer many ways to get patients into their dental office, and to have them feel comfortable in the dental chair. Many dentists prescribe oral sedation such as Valium or Halcion pills or liquid. Most dentists offer laughing gas (“nitrous oxide analgesia”), which relaxes the patient and weakens memories of the procedure. Some dentists even offer choices such as behavior modification, desensitization therapy, hypnosis, or acupuncture to help overcome fears. Finally, some offices offer IV injections to keep patients relaxed.

CONTINUED ON PAGE 12
Letter FROM The Editor

Well... we finally made it to the warm summer weather, although it seemingly rains every day.

In the June 2016 (Vol 48 #6, pg. 1062) issue of *Medicine & Science in Sports & Exercise (MSSE)*: Clinton A. Brawner, et.al., in Prevalence of Physical Activity (PA) is Lower Among Individuals with Chronic Diseases, make the point that physical inactivity is associated with increased risk for morbidity and mortality, and contributes to health care costs.

These types of study results have only been around for a relatively few years, because they require longitudinal studies that take many years to perform. The Framingham Studies have been going on for decades, for instance. One suspected these results, but couldn’t point to a study to prove it.

In this study, leisure time physical activity (LTPA) at a sufficient volume to achieve substantial health benefits, is inversely related at age and is lower in women and individuals with a chronic disease (see Figure 1).

So now we have a study that shows we’re more likely to have a chronic disease, some more profound than others, if we are sedentary.

Also in the June issue of the *American College of Sports Medicine*: J.E. Donnelly, Ed.D., FACSM, et.al., in Physical Activity, Fitness, Cognitive Function and Academic Achievement in Children – a Systematic Review, the authors could not find studies that provided (PA) caused higher academic test scores, or higher cognitive function, but they could show higher academic achievement and improvements in executive function, associated with bouts of activity.

Make sure you and your patients are regularly exercising. It doesn’t take much, but the more the better. Drink coffee, eat dark chocolate, drink red wine, eat berries and nuts and drink craft beers. Have a Great Summer!

Very Best!

![Tris Kruger, DDS, MS, CNS]

EDITOR

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**Table 1.** Age-adjusted prevalence of adults 18 years and older in the United States who reported >150 min-wk^-1 of leisure time aerobic physical activity by chronic disease. Dark bars represent standard error.

<table>
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<th>Chronic Disease</th>
<th>No chronic disease</th>
<th>Hyperlipidemia</th>
<th>Cancer</th>
<th>Arthritis</th>
<th>Asthma</th>
<th>Obesity</th>
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**Graph 1.** Age-adjusted prevalence of adults 18 years and older in the United States who reported >150 min-wk^-1 of leisure time aerobic physical activity by chronic disease.
Maryland Health Centers to Get $1.75 Million For Expansion in Dental Services

by Frank McLaughlin, MSDA Executive Director

On June 16, 2016, the U.S. Department of Health and Human Services, (HHS) announced that Maryland Health centers would be awarded $1.75 million in federal funding to expand dental services to underserved populations in the state.

This money is part of an overall grant of $156 million being divvied up among 47 states as well as Washington, D.C and Puerto Rico to focus exclusively on oral health needs of the poor. HHS said the funds could pay for 1600 new dentists, dental hygienists, assistants and technicians to treat about 785,000 more patients.

According to the Baltimore Sun, in Maryland, dental plans are now available on the online health exchange for the uninsured, increasing the number of people with public and private coverage. However, not everyone has had access to dental care facilities and professionals.

"Oral health is an important part of our overall physical health and well-being," HHS Secretary Sylvia M. Burwell said in a statement. “The funding we are awarding will reduce barriers to quality dental care for hundreds of thousands of Americans by bringing new oral health providers to health centers across the country.”

From what I understand, Chase Brexton Health Services, Family Health Centers and Health Care for the Homeless in Baltimore will each receive $350,000. The Community Clinic in Silver Spring and Walnut Street Community Health Center in Hagerstown will also get the same amount.

Oral health is an important part of our overall physical health and well-being.

~HHS SECRETARY SYLVIA M. BURWELL
Summer has arrived, like baseball the MSDA Charitable and Educational Foundation’s IMPACT FUND is in mid-season raising over $1.2M towards our minimal goal of $2M. We need you to STEP UP to the plate to support your profession with a TAX-DEDUCTIBLE gift so we can reach the win column.

The SECOND CENTURY CLUB is a group of individuals who have made a 5-year commitment of $5000 or more, so please consider joining with us to take us closer to the bottom of the ninth inning. Be part of the team with your name on the inaugural plaque in our new home. We are pleased to announce that SANDY SPRING BANK is our first Corporate Partner with a $50,000 commitment to “Our Future, Our Profession, Our New Home” campaign.

I personally wish to thank all the donors who are making this a successful campaign to strengthen the best profession – Dentistry. Without your commitment and support the MSDA would not be as strong and vital, it’s your Professional family.

For more information, contact Eric at MSDA at 410.964.2880 or use the Capital Campaign button on the MSDA’s website www.msda.com to access the online donation form.

Please remember to register for the annual Chesapeake Dental Conference hosted in Ocean City this September 22-25, 2016. The Preliminary Program is in your hands in print and also available online. Register now to be part of a memorable educational and social networking event with family and friends.

“Thank you to all the donors who are making this a successful campaign...”

With summer in full swing, now is a good time to have a back-up plan in place for when you might be out of the office!

Contact kim@msda.com or 410.964.2880 ext 106 for more information.

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**MESSAGE FROM THE PRESIDENT**

Time To Step Up

by Dr. Tom a’Becket

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Dentist Day in Annapolis

February 22, 2017

Calvert House on State Circle, Annapolis, MD
MSDA Capital Campaign Progress

Our Capital Campaign fundraiser is going smoothly, and your support has brought us to $1,200,000 of our $2,000,000 goal! Most of these donations have been made by individual contributors, but we are now booting up the corporate giving division. In fact, we have already received a very generous contribution of $50,000 from Sandy Spring Bank!

These contributions will have a great impact on the future of dentistry. If you would like to support the future of your profession, there is no better way than to become a member of the 2nd Century Club by making a 5-year pledge of $5000 or more. Contact Eric Biagioli at 410.964.2880 or eric@msda.com for more information and to make your pledge. Your support makes all this possible, so thank you for taking action!

Maryland Dent-Care Loan Assistance Repayment Program

MDC-LARP provides student loan repayment assistance to dentists who provide care to Maryland Medical Assistance Program recipients. Applicants must work as a full-time dentist in Maryland and have at least 30 percent of his/her patient population who receive help from the Maryland Medical Assistance Program.

The 2017 application period is now OPEN. Application materials are now available at: http://phpa.dhmh.maryland.gov/oralhealth/pages/mdc-larp.aspx

DEADLINE FOR SUBMISSION IS JULY 29, 2016.

Looking to get rid of your old and used equipment?

The MSDA Foundation is seeking donations of used dental equipment and instruments to help fund our outreach efforts, such as the Maryland Missions of Mercy.

All donations are tax-deductible under section 501(c)(3).

To arrange a donation pick-up, contact Kim Whitley, Donations Manager, at kwhitley@msda.com or (443)537-9998.

If you would like to opt-out of receiving the print version of this newsletter, please call MSDA at 410.964.2880, ext. 106.

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What to Say When Patients Say, “I’ll Think About It.”

by Cathy Jameson, PhD and founder of Jameson Management

It’s something dental teams hear patients say almost every day. But the question is, what do patients really mean when they say, “I’ll think about it?” And, how can dental teams best respond? According to Patients’ Decision Path to Purchase Dental Care Study, even though patients believe dentistry is an absolute necessity, they take an average of 69.8 days to decide to move forward with care when there’s an out-of-pocket investment required. Often, when patients leave the practice without committing to needed dentistry, it’s because there is an unspoken barrier to care.

Unspoken Barrier: Patient’s Lack of Understanding

One of the biggest unspoken barriers is patients’ lack of understanding how recommended care is going to help them achieve their own goals for their oral and overall health. Remember, patients are more likely to buy what they want rather than what you tell them they need. To find out what patients want, you simply need to ask:

“When it comes to the health of your teeth and the appearance of your smile, what is important to you?”

Usually the patient’s goal for their oral health will fall within these categories: appearance, comfort, function and keeping teeth for life. The treatment plan should be developed to help them achieve their goal and communicated in a way that focuses on what the patient wants, not the treatment he or she needs.

“Mrs. Smith, you shared with me that you want to keep your teeth healthy and have them for the rest of your life. Is this still what you want? The doctor has put together a plan that will help you achieve this goal.”

Unspoken Barriers: Cost and Time

If you’ve effectively tied the dental plan to the patient’s goals, they’ve agreed that they want the care, yet you still hear them say, “I’ll think about it,” there is another barrier to be identified and addressed that usually centers on cost or time. First, acknowledge that the patient should make sure they have all the information they need to make a decision. Then ask questions to uncover any additional barriers. And patients want solutions that help them get the care they want and less stress on their budget.

If at this point the patient shares concerns with cost or convenience, it’s time to provide them with solutions, not options. Patients don’t want to choose from a menu of options; they want advice. They want to know you are the expert and can help them. They want solutions — solutions that help them get the care they want without impacting their lifestyle.

“Mrs. Smith, I’m glad you’re committed to the treatment the Doctor is recommending. I want to make sure I’ve been as helpful as possible and given you all the information you need. Tell me, is there a question or concern you still have? Please share with me what is preventing you from moving forward with the care you want?”

If at this point the patient shares concerns with cost or convenience, it’s time to provide them with solutions, not options. Patients don’t want to choose from a menu of options; they want advice. They want to know you are the expert and can help them. They want solutions — solutions that help them get the care they want without impacting their lifestyle.

“Mrs. Smith, thank you for sharing with me your busy schedule. Working full time with three young kids at home will definitely keep you on your toes. I think I can help, though. First, the treatment Doctor has recommended will only require one visit. And we have set aside a few appointments on Saturday for patients just like you. If we can make sure we don’t impact your work day or take too much of your weekend time with the kids, would a Saturday appointment work for you?”

And patients want solutions that help them get the care they want and less stress on their budget.

“Mrs. Smith, I did notice you looked uncomfortable when I explained that your dental benefits contribute to the total cost, but you still had an out-of-pocket investment of about $1200. I’m glad you shared with me your hesitation. I know not all people have that kind of money handy. That’s why we accept the CareCredit healthcare credit card. Many of our patients like this payment solution because they can get the care they want and pay monthly with special financing. May I tell you more about this solution?”

Keep the Conversation Going

Sometimes patients are just not ready to commit to care or cost. They truly want to go home and think about it and possibly discuss care with family and friends. Now is the time to let them know that you will be ready whenever they are.

“Mrs. Smith, I understand you want to take the time to think about what Doctor has recommended. I’ve put together some information here for you — photographs of the areas of concern and a description of the care we are recommending — should you want to review it again or discuss it with family. Is it okay if I give you a call on Wednesday to answer any additional questions you may have? Our team is committed to your oral health, and when you’re ready, we’ll be ready to get you healthy so you can keep your teeth for life.”

Dr. Cathy Jameson is founder of Jameson Management, an international dental consulting firm. An accomplished lecturer, writer and workshop leader, she has been a speaker for major dental meetings and associations worldwide and has written top-selling books for dentistry. Her wealth of experience in practice management has helped many practices increase their productivity and profitability.

*Path to Purchase Research, Dental Industry, conducted for Synchrony Financial by Rothstein Tauler Inc., September 2014.
MSDA has reviewed and vetted the following vendors for our membership, ensuring maximum quality and value for their products and services. These vendors each have unique discounts and offerings provided only to MSDA Members and can help save your practice hundreds or even thousands of dollars each year. The savings you receive by using these vendors can more than cover the cost of your MSDA membership! As a bonus, your participation also helps the MSDA! Our vendors give back a portion of their revenue to MSDA which helps stabilize dues and improve MSDA programs! Our vendors contribute 10% of the MSDA’s annual budget! The more member support, the more MSDA can be less dependent on member dues!

Check out our vendors below and give them a call to learn how to start saving! Additional information can be found at www.msda.com.

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**CONTACT:**
NAME: Dr. Vanessa Benavent
CANDIDATE FOR
President-Elect

COMPONENT SOCIETY
Howard County Dental Association

Part-time practitioner
Part-time educator

Component society and committee positions held and years served:
- HCDA Advocacy & Legislative Chair, 2014-present
- Trustee, 2015-present

MSDA office and committee positions held and years served:
- HCDA Trustee, 2015-present
- MARPAC Member, 2013-present
- Member, Legislative Affairs Committee, 2013-present
- HOD CDC Chair, Credentials Committee, 2013-present

National positions held and committees served:
- Council, American Academy of Orofacial Pain, 2015-present
- Board of Directors, American Board of Orofacial Pain, 2015-present
- Secretary-Treasurer, ADEA Orofacial Pain SIG, 2014-2015

NAME: Wendy A. Brown, DDS
CANDIDATE FOR
ADA Delegate

COMPONENT SOCIETY
Anne Arundel County Dental Society

Full-time practitioner
Part-time Educator

Component society and committee positions held and years served:
- President, 1999-2000
- President-elect, 1996-1999

MSDA office and committee positions held and years served:
- MSDA BOT, AADCS Trustee, Present
- DAC, Board Member, 2015-present
- Budget Committee, 2015-present
- General Arrangements Chairman, CDC, 2009-2011
- Chesapeake Dental Conference, Vice-Chairman, 2008-2009; Social Chairman, 2005-2008, 2009
- VIP Protocol Chairman, 2004
- Vice President, 2006-2007
- Vice President-elect, 2005-2006
- Executive Directors Search Committee, 2006
- Committee on the New Dentist, 1995-2002
- MARPAC, 1995-present

National positions held and years served:
- ADA Board of Trustees Pension Committee, 2009-2015
- ADA Resolution 97H Budget Workshop, present
- ADA Special Committee on Financial Affairs, 2009-2011
- Delegate, ADA, 2003-present
- ADPAC, Board Member, 2005-2009
- ADPAC representative, ADA ‘Tecker Summit,’ 2006
- ADA Committee on the New Dentist, Chair, 2001-2002; Vice Chair, 2000-2001; member, 1998-2002
- ADA Strategic Planning Committee, President’s Summit on Dental Education, 2001-2002
- ex officio, ADPAC, 2001-2002
- ex officio, ADA Council on Dental Benefit Programs, 2000-2001
- ex officio, ADA Council on Membership, 1999-2000

Memberships in dental organizations other than the ADA:
- Fellow, The American College of Dentists
- Fellow, The International College of Dentists
- Fellow, The Pierre Fouchard Academy
- Treasurer, MD Section, American College of Dentists, 2007-present
- Academy for Sports Dentistry

Other information:
- MSDA House of Delegates Recognition Award, 2009
- MSDA President’s Award of Special Merit, 2006
- Olympic Soccer/Men’s World Cup Soccer World Women’s Cup/DIC United, Co-field dentist
- Ironman Triathlon, Medical Tent Volunteer
- Author, Dental Emergencies Article for Special Forces and Police, Tactical Edge Journal
- State PAC, Conference, ADPAC
- Washington Leadership Conference
- Habitat for Humanity, Anne Arundel County, Volunteer
- GRAS, ADA, Volunteer
- Ecuadent, Volunteer dental service in Ecuador
- SPCA of Anne Arundel County, Volunteer

NAME: Ann Christopher, DDS
CANDIDATE FOR
ADA Alternate Delegate

COMPONENT SOCIETY
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Full-time Practitioner

Component society and committee positions held and years served:
- President, 1997
- President-elect, 1996
- Vice President, 1995
- Executive Board, 1990-1999, 2013-present
- General Arrangements Committee, 1989-1999
- Nominations Committee, 1995-1998

MSDA office and committee positions held and years served:
- MSDA Trustee, 2005-2012
- Membership Committee Chair, 2007-2012
- Membership Committee, 2006-present
- General Arrangements Committee, 2002
- Committee on the New Dentist Leadership Award, 1997
- Legislative Committee, 1993
- Public Information Committee, 1993

National positions held and years served:
- ADA Alternate Delegate, 2007-2012, 2015-present

Memberships in other dental organizations other than the ADA:
- Academy of General Dentistry, 1987-present; Fellow, 1995-present
- Baltimore Academy of General Dentistry, President, 1992-1994
- Baltimore Academy of General Dentistry, Vice President, 1990-1992
- Maryland Academy of General Dentistry, Secretary, 1994; Membership Chair, 1993
- American College of Dentists, Fellow, 2006-present; Vice Chair, 2013-present
- American Association of Women Dentists, 1987-present
- Board of Visitors; University of Maryland Dental School, 1998-2003
- Lifelines Community Organizations for Native Americans in Baltimore, Dental Consultant, 2001-present
- Kiwanis International; Member, 1992-1997; President, 1994; Vice President, 1993
- Greater Homewood Community Corporation, Adult Literacy Program; Tutor, 2004-present
- Donated Dental services, 1991-present

Other information:
- Testified at Multiple Annapolis Bill Hearings, 2016

NAME: Dr. Mark Horner
CANDIDATE FOR
ADA Alternate Delegate

COMPONENT SOCIETY
Howard County Dental Association

Full-time practitioner
Part-time Educator

Component society and committee positions held and years served:
- President, 2015-2016
- Vice President, 2014-2015
- Executive Board, 2012-2014
- Immediate Past President, 2009-2010
- President, 2008-2009
- Vice President, 2007-2008
- Secretary, 2006-2007
- Editor-Historian, 2005-2006
- Executive Board, 2003-2005

MSDA office and committee positions held and years served:
- MARPAC, 2010-present
- Legislative Committee, 2010-present
- House of Delegates, 2011-2016
- Membership Committee, 2004-2008

National positions held and years served:
- ADA Alternate Delegate, 2016

Other information:
- Active Participant, Dentist Day, 2009-present
- MDAC, Maryland Dental Action Coalition, 2016
- Testified at Multiple Annapolis Bill Hearings, 2016

NAME: Christopher Liang, DDS
CANDIDATE FOR
ADA Delegate

COMPONENT SOCIETY
Southern Maryland Dental Society

Full-time practitioner
Part-time Educator

Component society and committee positions held and years served:
- President, 2012-2013
- Vice President, 2011-2012
- Secretary, 2010-2011
- Treasurer, 2009-2010
- Executive Committee, 2006-present
- Delegate, 2005-present

MSDA office and committee positions held and years served:
- Maryland State Dental Association Foundation Board, 2015-present
- 4th District Rep., Committee on the New Dentist, 2006-2010
- ex officio, member ADA Council on Dental Practice, 2009-2010
- ex officio, member ADA Council on Membership, 2008-2009
- ex officio, member ADA Council on Governmental Affairs, 2007-2008
- ex officio, member ADA Council on Scientific Affairs, 2007-2008

National positions held and years served:
- ADA Delegate, 2014-present
- ADA Alternate Delegate, 2009-2011, 2013

Memberships in dental organizations other than the ADA:
- International College of Dentists
- American Association of Orthodontists
- Mid-Atlantic Society of Orthodontists
- Maryland State Society of Orthodontists
- American College of Dentists

NAME: Christopher Liang, DDS
- **NAME:** Dr. Ronald Mancini  
  **CANDIDATE FOR**  
  Vice President-elect  
  ADA Alternate Delegate

- **COMPONENT SOCIETY**  
  Southern Maryland Dental Society

- Full-time practitioner

Component society and committee positions held and years served:  
- President, 2003-2004  
- Vice President, 2002-2003  
- Treasurer, 2001-2002  
- Secretary, 2000-2001

MSDA office and committee positions held and years served:  
- Chair, Constitution & Bylaws Committee, 2010-present  
- Trustee, 2010-present

National positions held and years served:  
- ADA Alternate Delegate, 2015

Memberships in dental organizations other than the ADA:  
- Fellow, American College of Dentists

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- **NAME:** Dr. Marc G. Nuger  
  **CANDIDATE FOR**  
  ADA Delegate

- **COMPONENT SOCIETY**  
  Anne Arundel County Dental Society

- Full-time practitioner

Component society and committee positions held and years served:  
- House of Delegates alternate representative, 2011  
- President-elect nominee for MSDA, 2007  
- Trustee to MSDA Board, 2001-2007  
- Executive Board, 1984-2007  
- President, 1989-1990  
- Treasurer, 1987-1989  
- Program Chairman, 1985-1987  
- Secretary, 1984-1985

MSDA office and committee positions held and years served:  
- MSDA office and committee positions held and years served:  
  - MSDA Immediate Past President, 2009-2010  
  - MSDA President, 2008-2009  
  - MSDA President-Elect, 2007-2008  
  - Technical Exhibits, Chesapeake Dental Conference, Chair, 2005-2008, 2010-present  
  - Trustee, MSDA Board of Trustees, 2001-2007  
  - MSDA Committees: Office Oversight, Finance & Audit, 2005-2010; General Arrangements, 2005-present  
  - Access to Care Committee, 2008-present  
  - MSDA Continuing Education, Chair, 2009-present  
  - Member Legislative Committee and MarPac Committee, 2008-present  
  - MFDOH Donated Dental Dentist, 1989-present  
  - Distinguished Service Award Committee, 2010-2013

National positions and committees served:  
- ADA Delegate, 2011-2013  
- ADA Reference Committee (HOD) 2012  
- ADA Alternate Delegate, 2008-2010  
- Member American College of Dentist, 2011 to present

Other information:  
- Maryland Dental Action Coalition, Secretary and Executive Board, 2009-2011  
- Instructor, MSDA Classroom, 1995-2004 (Basic Dental Assisting, Radiology, and Expanded Duties)  
- Participant 2010 Western Maryland Mission of Mercy  
- Triage Coordinator (August) Mid Maryland Mission of Mercy, 2013  
- Triage Coordinator, Baltimore City Mission of Mercy, 2016  
- Treating Dentist for North Arundel Health and Rehab, 2006-present  
- Dental Coordinator Maryland Manor Nursing Home, 1987-2002  
- Health Officer for Mount Hebron High School Marching Unit field trips and school programs, 2009-2012  
- Coach Howard County Youth Programs/Basketball, 2005-2009  
- Assistant Coach Howard County Youth Programs/Baseball, 2006-2009  
- Board Member and Athletic/Tennis Chairman Summit Country Club, 1984-1987  
- Member, USTA and Participant in Florida & Maryland Tennis Leagies, 2013-present

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- **NAME:** Dr. Edgar Radjabi  
  **CANDIDATE FOR**  
  Vice President

- **COMPONENT SOCIETY**  
  Harford Cecil Dental Society

- Full-time practitioner

MSDA office and committee positions held and years served:  
- Chair, New Dentist Committee, 2013-2015  
- Chair, Council on Membership, 2012-2013

National positions held and years served:  
- ADA Success Speaker, 2013-present  
- New Dentist Committee of the ADA, 2010-2014  
- Council on Dental Practice Liaison, 2014  
- Council on Government Affairs Liaison, 2013  
- Council on Communications Liaison, 2012  
- ADPAC Board Liaison, 2011

Memberships in other dental organizations other than the ADA:  
- Academy of General Dentistry

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- **NAME:** Dr. Diane Romaine  
  **CANDIDATE FOR**  
  ADA Delegate

- **COMPONENT SOCIETY**  
  Allegany-Garrett County Dental Society

- Full-time practitioner

Component Society and Committee Positions held and years served:  
- President, 2007-2010  
- Continuing Education Coordinator, 2008-present

MSDA office and committee positions held and years served:  
- MSDA President, 2011-2012  
- MSDA Charitable & Educational Foundation President, 2013-present  
- ADA Alternate Delegate, 2013-present

Memberships in dental organizations other than the ADA:  
- Master, Academy of General Dentistry  
- Fellow, International Congress of Oral Implantologists  
- Fellow, Dental Organization for Conscious Sedation  
- Fellow, International College of Dentists  
- Fellow, American College of Dentists

Other information:  
- Volunteer, Southern Maryland Mission of Mercy (MOM) (2 times)  
- Volunteer, Eastern Shore Mission of Mercy (MOM) (2 times)  
- Volunteer, Uganda Medical/Dental Mission Trip  
- Advisory Board Member, Shore UP  
- 2012 Volunteer of the Year Award, Shore UP  
- CPR Certified  
- PALS Certified

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- **NAME:** Celeste Ziara, DDS  
  **CANDIDATE FOR**  
  Secretary

- **COMPONENT SOCIETY**  
  Eastern Shore Dental Society

- Full-time practitioner

MSDA office and committee positions held and years served:  
- Secretary, 2015-present

Component society and committee positions held and years served:  
- Past President  
- Delegate, 2004-present  
- Standing member of Executive Committee

Memberships in dental organizations other than the ADA:  
- Advisory Board Member, DentaQuest

Other Information:  
- Volunteer, Southern Maryland Mission of Mercy (MOM) (2 times)
Chesapeake Dental Conference

September 22-25, 2016
Ocean City Convention Center
Ocean City, MD

SPEAKERS

Restorative Endodontics – A Modern Standard of Care for Long Term Success
Alex Fleury, DDS
SPONSORED BY: Real World Endo, Brasseler USA & Monta

Managing Patients with Anxiety and Special Needs
Harvey Levy, DMD, MAGD

Accelerate Your Practice Front Office Mastery
Sandy Pardue

Infection Control Is Not Optional: Dental Practitioners Need to Be Involved
Louis DePaola, DDS
SPONSORED BY: University of Maryland, School of Dentistry

Current Concepts of Periodontal/Systemic Inflammation & Adjunctive Oral Cancer Screening
Herbert Bader, DDS, FACD, FICD

CPR Renewal for Healthcare Providers
Kay Hickman

Obstructive Sleep Apnea: The Dentist As Part Of The Management Team
Larry Cohen, DDS
SPONSORED BY: University of Maryland, School of Dentistry

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

Oral Health = Patient Health
Richard Nagelberg, DDS

Help Your Employees, Protect Yourself: Fluoride for Your Retirement
Annmarie Bilger & Donald Metzger

Combining Esthetics and Function for Longevity
Jimmy Eubank, DDS

Wine and Food Tasting
Guy Bashore, Chef and Wine Consultant

The Pursuit of Health: Care to Join the Journey?
SPONSORED BY: Maryland Dental Hygienists’ Association

• Oral Cavity and Oropharyngeal Cancer: Protecting the Dental Practitioner from Exposure for Failure to Diagnose
• Medical Emergencies and Adverse Patient Events in the Dental Office: Decreasing the Exposure to the Dental Practitioner
Michael Ragan, DMD, JD, LLM

Eat, Drink and Be Wary: You Are What You Eat
SPONSORED BY: Maryland Dental Hygienists’ Association

Digital Dentistry and Clinical Results: Teeth and Implants
Vincent Prestipino, DDS & Tassos Sfondouris, DDS

Mid-Atlantic P.A.N.D.A.
Linda Blackiston, RDH

Are You Buying or Selling a Practice? Pertinent Issues for Sellers and Buyers
Thomas J. Bonsack, DDS

CNA Dental Professional Liability Risk Management Seminar
Jill Baskin, DDS
SPONSORED BY: R.K. Tongue Co., Inc.

www.msda.com | 410.964.2880
REGISTRATION & HOUSING ARE OPEN

Be sure to register by August 19th to receive the Early Bird Registration rates and to receive your badge and tickets in the mail. Please also remember to book your hotel room through one of MSDA’s room blocks listed below. Please reserve your room soon, as hotels tend to fill quickly.

- **Quality Inn Oceanfront** *(same rates as 2015!)*
  54th Street and the Ocean | 410-524-7200 | 800-837-3586
  Website: www.qiocf.com
  RATES: $81 + 10.5% taxes.............Sunday – Thursday Nights | $153 + 10.5% taxes.............Friday and Saturday Nights
  SPECIAL INSTRUCTIONS: Check-in 3:00 p.m.; Check-out 11:00 a.m. Minimum stay of 3 nights

- **Holiday Inn Oceanfront** *(same rates as 2015!)*
  67th Street and the Ocean | 410-524-1600 | 800-837-3588
  Online reservations at: www.holidayinnceanfront.com
  RATES: $189 + 10.5% taxes.............Sunday – Thursday Nights | $256 + 10.5% taxes.............Friday and Saturday Nights
  SPECIAL INSTRUCTIONS: Check-in 3:00 p.m.; Check-out 11:00 a.m. Minimum stay of 3 nights

- **Holiday Inn Hotel & Suites** *(same rates as 2015!)*
  1701 Atlantic Avenue | 866-627-8483
  Website: www.hih.com/holidayinn/hotels
  RATES: $194 + 10.5% taxes.............Sunday – Thursday Nights | $256 + 10.5% taxes.............Friday and Saturday Nights
  SPECIAL INSTRUCTIONS: All suites hotel. Check-in 3:00 p.m.; Check-out 11:00 a.m. Minimum stay of 3 nights

- **Holiday Inn Oceanfront** *(same rates as 2015!)*
  32nd Street and the Ocean | 410-289-6444 | 866-729-3200
  Online reservations at: www.oceancityhilton.com
  RATES: $194 + 10.5% taxes.............Sunday – Thursday Nights | $256 + 10.5% taxes.............Friday and Saturday Nights
  SPECIAL INSTRUCTIONS: All suites hotel. Check-in 3:00 p.m.; Check-out 11:00 a.m. Minimum stay of 3 nights

- **Holiday Inn Oceanfront** *(same rates as 2015!)*
  410-524-7200 | 800-837-3586
  Website: www.qioceanfront.com
  RATES: $189 + 10.5% taxes.............Sunday – Thursday Nights | $256 + 10.5% taxes.............Friday and Saturday Nights
  SPECIAL INSTRUCTIONS: Check-in 3:00 p.m.; Check-out 11:00 a.m. Minimum stay of 3 nights

You may call the hotels directly or call 800-399-6820 to be transferred to the hotel of your choice.

WHAT’S NEW THIS YEAR?

MSDA strives to provide fresh, new ideas each year. This year, we have added some exciting events for you and your guests to participate in!

**CDC Kickoff Happy Hour**

**Thursday, Sept. 22**
**5:30 PM – 7:00 PM**
**Skye Bar, 67th Street, Bayside**

Are you coming ‘down the Ocean’ on Thursday? If so, come join the fun at the Skye Bar on 67th Street. This open air, roof top bar is located right across the street from our headquarter hotel, Holiday Inn Oceanfront. With your ticket, you will receive light appetizers and two free drinks. This bar has great views, a fun atmosphere and is weather proof if Mother Nature doesn’t cooperate! This is a great way to start our weekend together! Don’t miss out on the fun!

**Wine Tasting**

**Friday, September 23**
**1:00 PM – 3:00 PM**
**Liquid Assets, 93rd St.**

This event is a wine, cheese, and light food pairing, combined with educational information on wine choices, food preparation, and the relation of wine to each food course. Guests will be given brief house created literature regarding each wine choice, ingredients, and the preparation of the food courses.

**President’s Reception**

**Saturday, September 24**
**6:00 PM – 10:00 PM**
**The Parkway Restaurant 114 Garfield Parkway Bethany Beach, DE**

Join us to honor our President, Dr. Tom a’Becket at his favorite restaurant in Bethany Beach! Our evening will be ‘cocktail’ style as we move and mingle around the room tasting the heavy hors d’oeuvres bar, raw bar, dessert bar and best of all…Open Bar! You can take a seat or mingle around the room. This should be a one of a kind event you won’t want to miss. This restaurant will also be closed to the general public and there will be ample free street parking.

**SEACRETS PARTY!**

**Friday, September 23**
**6:00 PM – 9:00 PM**
**Seacrets Bar & Grille 49th Street, Bayside**

What could possibly be better than going to an island themed bar with some friends and colleagues after a long day in class and the exhibit hall? It’s time to unwind, relax and enjoy yourself by coming to Seacrets – the only bar in town that makes you feel like you are in Jamaica! Palm trees, the beach and cold drinks await you and your friends, along with live bands and DJs. Stay in our private area or explore the rest of the ‘island’, the choice is yours! With your ticket you will gain entry to the club, two complimentary drinks and heavy hors d’oeuvres. Although our event ends at 9pm, the party doesn’t have to! Stay as long as you like and explore all of Seacrets’ secrets!

**CDC MOBILE APP - FREE**

**STEP #1 – Download the Guidebook App**
Search your App Store for “Guidebook” or scan the QR code to download Guidebook

**STEP #2 – Install the CDC 2016 Mobile App**
Launch Guidebook and tap the ’Download Guides’ button. Search for CDC 2016 and tap the result to install!

Electronic Continuing Education Credits

New this year is the ability for MSDA to provide electronic CE verification! Gone are the days of paper forms and CE codes! You will now scan your badge at each course and you will be able to download your CE credits online. You may print a copy or you may save a copy to your computer for your records. Easy, Convenient, Paperless! Please note, no paper forms will be provided this year. You will be sent an email prior to the conference with instructions on how to download your credits and the website you will need to access. You will need your username and password that was provided to you on your registration confirmation email.

www.msda.com | 410.964.2880
For extreme cases of dental phobia or anxiety, sleep dentistry via general anesthesia is available at most hospitals and some offices. The patient – which in my practice in Frederick often includes children – has the needed procedures done while they are totally asleep. The entire treatment plan, often complex because the patient has neglected their mouth for years, is done in a few hours in the operating room. The patient wakes up and goes home with no unpleasant memories. Frederick Memorial Hospital, as an example, is well set-up to accommodate dental patients.

Financial barriers regarding access to dental care. Frederick County, where I practice, has a number of helpful resources. These include the Maryland State Dental Association’s Donated Dental Services program (www.msda.com/md-foundation-for-handicapped.html), the County Dental Health Department’s clinic, the Religious Coalition program (www.thereeligiouscoalition.org/programs-services/healthcare-programs/), and Gray Area Access vouchers (health.frederickcountymd.gov/264/Dental-Clinic). These programs are available in other counties as well.

Frederick Memorial Hospital has just developed a free/low fee clinic program being staffed by volunteer dentists. The state also hosts a Mission of Mercy free clinic in various locations several times a year (www.amissionofmercy.org/maryland-pennsylvania/clinic-location/).

Many dental offices offer free dental care to children in cooperation with “Give Kids a Smile,” an ADA Foundation program (www.adafoundation.org/en/give-kids-a-smile). GKAS happens on the first Friday each February during Children’s Dental Health Month. Most dentists will see the treatment plan to completion, even if it requires multiple visits, collaboration with a specialist, sedation or hospital O.R. care.

Access to dental care for those who cannot easily come to a dental office – such as those who are disabled or living in a nursing home, hospice or institution – is also available. Some dentists make home calls, and can perform limited treatment in the comfort of a patient’s private room or bed. They bring portable dental equipment with them, or drive a mobile van that the patient can enter for treatment.

Some dental offices are very experienced in treating patients in wheelchairs or gurneys, or patients who have special needs – those with Alzheimer’s Disease, autism spectrum, or mental challenges, for example.

For those who cannot make their own decisions, loved ones and caregivers need to know that resources and options are available. Whether the patient needs routine cleaning or extensive dental treatment, it can be performed in a setting that is conducive to the success of the treatment plan.

With the technology and services available today, there is no justification for anyone to forfeit, or to be denied, access to routine dental care. There is no barrier or obstacle that cannot be overcome. Everyone can, and should, receive needed dental care on a routine preventive basis.

The one thing far more expensive than dental care is neglect. Don’t be ashamed about the condition of your mouth; be proud that you’re overcoming the two “F words” and restoring your oral health while improving your general health.

The best “F word” to associate with dental care is “find it.” Find an affordable dentist who will treat you or your loved one, ask for procedures that will ease your fears, and find your way into their chair.

Harvey Levy, DMD, MAGD has been practicing general and hospital dentistry in Frederick, Maryland, since 1980. He practices, teaches and writes about dental treatment for patients with anxiety and special-needs. He is a recipient of the Academy of General Dentistry’s Humanitarian Award, American Dental Association’s Access to Care award, Maryland Governor’s Doctor of the Year Award, Maryland’s first Arthur Fridley Humanitarian Award, and others. More information, articles, webinars, podcasts, on-line courses, and live course schedule can be found at d theoryassoc.com.
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)

Dates: Wed., July 13
Time: 9:00 AM – 5:00 PM
Fees: $155 MSDA Member / $255 Non-Member
Instructor: Dr. Ron Holderman
Location: MSDA Classroom, Columbia, MD
Description: Prepares dental assistants who are employed in a dental office to sit for the DANB Dental Radiation Health and Safety Certification exam. All clinical practice takes place at the student’s place of employment. **Certificates of completion will be granted upon successful completion of course. There is a $10 fee for replacement certificate.**

Pathway I
- 18 years of age
- 3 months (300 hours) full time in clinical setting in dental office
- Basic dental assisting course
- Must be employed in dental office for direct clinical supervision

Pathway II
- Basic dental assisting course prior to Board approved radiology course (18 years of age for Radiology), not to be taken concurrently.
- Must be employed in dental office for direct clinical supervision, unless classroom facility offers hands-on Clinical.

This Course Is Also Offered By: 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@ 301.345.4196.

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

- High School Graduate or Equivalent
- Letter from the employing dentist verifying employment and commitment to your direct clinical supervision
- Experience in a dental office
- Have a working knowledge of basic oral anatomy, dental terminology & basic infection control

Dental Assisting Certification Courses

Introduction to Basic Dental Assisting (Chairside)
(8 Sessions)

"Howard Community College Course"**
This is a noncredit course offered by Howard Community College’s Division of Continuing Education & Workforce Development. For more information on the course, please contact Continuing Education at 443.518.1702. For information on registering, please visit http://conted.howardcc.edu/registration_and_payment/How_to_Register.htm. 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/Times: Please contact HCC directly at 443.518.1700
Location: MSDA Classroom, Columbia, MD
This Course Is Also Offered By: Please register with the institution.
- Carroll Community College: Cast. Service @ 410.386.8100
- Chesapeake College: Karen Bailor @ 410.822.5400 ext 704
- Southern Maryland Dental Society: Janice Farber@ 301.345.4196

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.
Senate Passes 2017 Defense Act


The bill, S. 2943, authorizes defense and military personnel programs to receive $618 billion in 2017. It also keeps medical and dental research in the Department of Defense.

The ADA was part of a coalition the helped keep research in the legislation. On June 1, the ADA, along with 129 other health care professional groups, patient advocacy organizations and universities, asked the Senate to remove sections 756 and 898 in a letter to Senate Committee on Armed Services Chair John McCain, R-Ariz., Ranking Minority Member Jack Reed, D-R.I., and all 100 senators.

Section 756 would have jeopardized funding for research activities and section 898 would have placed “unnecessary and burdensome acquisition compliance and auditing requirements” on programs.

The coalition urged the Senate to remove the sections in order to preserve funding for research activities, prompting Sen. Dick Durbin, D-III., to introduce an amendment, which ultimately passed and remains in the final wording.

Reprinted from ada.org

Count and Color

Chris has been very busy drawing pictures of toothbrushes! Count the toothbrushes. Draw a pea-sized ball of toothpaste on each toothbrush. Color the toothbrushes bright, happy colors!

ADA ©2012, American Dental Association. All Rights Reserved.
**Periodontist Needed in Wheaton** to take over existing peri practice within a group practice. Two to Three days/month. Please call 240.632.8396.

**FT/PT Associate Dentist Needed: Belcamp.** Fax resume to: 410.939.9049 or mail to: PO Box 992, Aberdeen, MD 21001

**General Dentist: Forest Hill.** General Dentist needed for busy family practice in Forest Hill Maryland. Please send resume to jensch@belairsmile.com.

**Dental Dreams is Actively Seeking Motivated, Quality-Oriented Associated Dentists** for our offices throughout IL, LA, MA, MD, MI, NM, PA, SC, TX, VA, and DC. We provide the ultimate in quality general dentistry to the entire family in a modern, technologically advanced setting with experienced staff support. Our highly valued Associates enjoy top-tier compensation, clinical practice, and great benefits. Make Dental Dreams a reality for you. Please contact us to learn more about joining our practice. Contact Dr. Bob at: Gbob@amdpi.com.

**New Listing – North Bethesda.** Just one block to White Flint Metro and directly across from new White Flint Mall office/retail redevelopment. Modern 7 operatory office, 2500sf, two side-by-side operations, allADEquipment, digital x-ray, chair-side computers, overhead monitors, floor to ceiling windows with unobstructed views from 11th floor. Beautiful front desk/waiting room, central sterilization, lab, staff lounge, and your own private office. Two separate dentists have been successfully sharing this space for over 20 years and both are nearing retirement. Unique turnkey opportunity for any GP or Specialist, with nonmoney outlay. Guarantee your future in the hottest growing area of Montgomery County. Email ddsdiver@yahoo.com.


**New Listing, Eastern Shore.** General dentistry practice in Snow Hill, Maryland. Dentist-owned building includes 3 doctor ops, two hygiene ops, and a plumbed op and includes digital pan and x-rays, eaglesoft, and electronic handpieces. Available for immediate or short term buy-out with an option to buy the building. Please see our listing on www.transdent.com for details and create a new confidential practice. Email us at 800.588.0098.

**AFTCO Nationwide Practice Opportunities.** AFTCO has the largest selection of practice opportunities throughout the United States. For more information log-on to www.aftco. net or call 800.232.3826.

**For Sale or Lease: Columbia Dental Office/Condo.** 2000sf, 4 ops. Office previously used as an endo/U.S. specialty office. Modern ADEC equipment used PT. Great for someone looking to relocate, lease issues, or just starting out. For details call: 410.559.7006 or email at downtown dental2@verizon.net.

**Dental Office for Sale: Rockville – King Farm Area.** Terrific start-up practice. Turn-key Condo, 3 operatory ops, 1 hygiene room, 4th operatory roughed in, Digital XRS, & Panex. Fully equipped, supplied and computerized. Reception room, business office, lab & bathroom. Free parking. Call: 301.762.6832.

**Space for Rent: Shady Grove Corridor of 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 Terry@ healthyteethandsmile.com.


**General Practices PA/MD Border! PA-1277: York County.** Average collections $530,320 (net 46%). #6-1288: Franklin County. Average collections $442,506 (net 47%). Contact Bernie Kowalski, DMD, NPT, 215.437.3045 x233, b.kowalski@nPtdental.com or www.NPtdental.com.

**Practices Wanted – Practices are Selling Quickly!** Buyers are calling everyday looking for a practice to buy. If you have been thinking about transitioning out of practice, now is the time to do it. Interest rates for buyers are low and there are more buyers than sellers. Please contact us to discuss your transition plans and how you can receive the most value for your practice. Please contact Ellen Donner – NL Transitions – 410.616.2042 or edonner@nltransitions.com.

SALISBURY AREA: NEW LISTING! General Practice grossing $400K on 3.5 days a week in a stand-alone building. Digital periapicals and 3ops with room for expansion. Growth Potential as retiring dentist refers all Endo, Perio, Oral Surgery and Ortho! He does no marketing and does not have a website! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

WASHINGTON COUNTY: NEW LISTING! General practice grossing $600K in a stand-alone building with an apartment rental. Spacious office with tops and digital periapicals. Growth potential as the seller does no advertising or marketing! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

PEDICARE PRACTICE, BALTIMORE AREA: NEW LISTING! Long-standing, well-respected, pediatric practice grossing $1.5M. The practice has been growing year after year. Renovated, well-laid out 3075sf office with 6 ops of Adec equipment and plumbed for 2 more ops. Digital periapicals and panograph. Growth potential due to the growing area, no current marketing or advertising and the referral of many specialty procedures!! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

BALTIMORE COUNTY: NEW LISTING! General practice grossing nearly $650K. Prime location in a stand-alone building on a major road, which is for sale as well. 6 ops, digital periapicals, panograph. Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

BALTIMORE COUNTY: NEW LISTING! General Practice grossing $550K on only 3 days in a stand-alone building. The seller is booked for several weeks and a buyer could easily add another day of revenue!!! The building is located on a major road with great visibility!!! Over 1000sf, 3 op office with beautiful granite counter tops. Digital periapicals and panograph. Growth potential due to tremendous visibility, lack of marketing, limited current hours and the referral of many specialty procedures!! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

BALTIMORE COUNTY: NEW LISTING! General Practice grossing $450K on only 2 days in a stand-alone building. Digital periapicals and panograph. Great opportunity to succeed.

SALISBURY AREA: NEW LISTING! General practice grossing $1.3M with a high net in an attractive stand-alone building. Spacious, well-laid out 3075sf office with 6 ops of Adec equipment and plumbed for 2 more ops. Digital periapicals and panograph. Growth potential due to the growing area, no current marketing or advertising and the referral of many specialty procedures!!! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

MARYLAND, NEAR THE BEACH! WOW! THIS IS ONCE IN A LIFETIME OPPORTUNITY! I have seen hundreds of practices, but this one is a dentist’s dream! Never deal with insurance again! The practice is located in a rapidly growing area for retirees who don’t use insurance and have extensive dental needs. This general practice is grossing over $2.4M with low overhead! 10 equipped ops, digital periapicals and a digital panograph in a 5000sf office. Serious inquiries only! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

CECIL COUNTY: NEW LISTING! General Practice grossing $737K in a stand-alone building with over 1500 active patients. 4 ops, digital periapicals, panograph, EagleSoft software. Growth potential as the seller has limited insurance participation, does little marketing or advertising, has limited hours, and refers most specialty procedures. Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

CECIL COUNTY: NEW LISTING! General Practice grossing $235K in a stand-alone building with over 1000 active patients. Spacious, well-laid out 1000sf office with 4 ops of Adec equipment and plumbed for 2 more ops. Digital periapicals and panograph. Growth potential due to the growing area, no current marketing or advertising and the referral of many specialty procedures!!! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

LAUREL: NEW LISTING! General practice grossing over $200K with a high net. Digital periapicals and paperless! 1250sf, 3ops equipped. Owner, who needs to move out-of-state, refers all endo, oral surgery, ortho, implant and peri surgery. Great starter or satellite practice with growth potential. Call Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com.

WILMINGTON: NEW LISTING! General practice grossing $400K on 2.5 days a week with a 1600sf condo. 3ops (plumbed for 4) with a panograph. Major upside as seller refers, Endo, Perio, Ortho, and Surgery!! Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

ENDO PRACTICE: NEW LISTING! Two locations grossing $500K. Call or email Tom Bonsack DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

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PRACTICE FOR SALE: HAYSTOWNSVILLE. 4 ops pl. for 5. Grossing $500K. Long-time staff. Free-standing bldg on main road also for sale with the practice. POLCARI ASSOCIATES, LTD. 800.544.1297. info@polcariassociates.com.

PRACTICE FOR SALE: ELLEFCT CITY. Modern 3 ops, open buy, young, satellite practice only open 1 day per week. Grossing $112K. Priced to sell as a starter, satellite or for a specialist. POLCARI ASSOCIATES, LTD. 800.544.1297. info@polcariassociates.com.

PRACTICE FOR SALE: CUMBERLAND. Modern 3 ops, open buy, satellite practice only open 1 day per week. Grossing $112K. Priced to sell as a starter, satellite or for a specialist. POLCARI ASSOCIATES, LTD. 800.544.1297. info@polcariassociates.com.

PRACTICE FOR SALE: NOTTINGHAM. Satellite PT practice, but the facility is 6-ops and over 1600sf. Area is expanding rapidly. PRICE REDUCED. POLCARI ASSOCIATES, LTD. 800.544.1297. info@polcariassociates.com.

PRACTICE FOR SALE: GLEN BURRINE. 4 ops, 1 story prof. center main hwy. Grossing $245K. PRICED TO SELL for health reasons. POLCARI ASSOCIATES, LTD. 800.544.1297. info@polcariassociates.com.

PRACTICE FOR SALE: NOTTINGHAM. Satellite PT practice, but the facility is 6-ops and over 1600sf. Area is expanding rapidly. PRICE REDUCED. POLCARI ASSOCIATES, LTD. 800.544.1297. info@polcariassociates.com.

PRACTICE FOR SALE: LEXINGTON PARK. Referral practice that refers all Endo, Perio, Oral Surgery and Ortho! Grossing $400K. Call or email Tom Bonsack, DDS at 410.218.4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!


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DENTAL COLLECTIONS BY ATTORNEY: Credit listing, address tracing, health insurance appeals, settlement negotiations, billing disputes. Contingency fee. Call or email for explanation of services. Agent of Equifax Credit Reporting, Sherry M. Benson, Attorney At Law, P.O. Box 34708, Bethesda, MD 20827. For explanation, call: 301.229.6012 or email: Bersonaty@verizon.net.

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HAPPY BUYERS! HAPPY SELLERS!