



The ORACLE

Published by the Southern Maryland Dental Society

Volume 55, Issue 14

Jan 2018

Save the Dates

02/05/18

Dental Emergency Room Visits

*Natalie I. Chalmers, DDS,
PhD*

03/05/18

OFP/TMD

Marcelo Romero, DDS

3/16/2018

All Day Hands-On Emergencies & Sedation

Dr. Marvin Leventer

4/28-4/29/18

Frenectomies & Beyond

Dr. Karen Wuertz

Happy New Year to All SMDS Members! January 10, 2018, marks the start of 438th Session of the Maryland General Assembly. Session lasts for 90 calendar days as our elected officials consider more than 2,500 pieces of legislation. At our December 4th General Membership meeting, guest Delegate Bonnie Cullison (District #19 Montgomery County) announced that she will once again this year propose a bill allowing dental therapists to provide dental care in Maryland. Many in the audience were shocked and dismayed by her announcement. At least we know where she stands on the issue however misguided and misinformed. Fake news and deliberate misinformation seems to be the order of the day. An example is the January 2nd Chicago Tribune Article entitled "Commentary: One Change to dental Care that could save lives, money". Here is the link: <http://www.chicagotribune.com/news/opinion/commentary/ct-perspec-dental-therapists-dentists-teeth-health-care-0103-20180102-story.html>



The article generalizes that "America lacks sufficient dental care providers", "voters are in favor" of dental therapists, and "allowing dental therapists to practice would remove an unnecessary government barrier to dental services...". I'm personally not sure what barriers they are referring to in the article. It seems to me one big barrier is the lack of any Adult Medicaid or Medicare dental benefits. Adding dental therapists does not address these barriers at all. I'm getting very tired of misleading questions in public opinion surveys that leave out the background facts so important in proper decision making. The Deamonte Driver death over 10 years ago was a grave tragedy but there were a large number of systemic failures that occurred, including a dysfunctional child Medicaid system at the time. Since that time, the Maryland Healthy Smiles Program has received national recognition as a model for the nation. To singularly blame the dental profession is simply wrong!

Nobody knows dentistry and our patients' needs better than Maryland practicing dentists, particularly ADA members. It is time we drown out the voices of "out-of-towners" who think the Minnesota dental therapist model is the best thing Maryland needs. I have attached to this article two short and concise summaries on why dental therapy is a bad idea in Maryland. One is a Q & A the MSDA has developed. The other is a 2016 letter to The Wall Street Journal by Jane Grover, DDS, MPH, entitled "The Hidden Perils of Non-Dentist Dentistry". Dr. Grover is Director of the ADA Council on Access, Prevention, and Interprofessional Relations.

What can YOU do as an MSDA member?

Read the attached information and become extremely knowledgeable on the topic of dental therapy. Share your knowledge with your colleagues and patients. We are all voters in this democracy!

Reach out to the key legislators who sit on committees that hear bills related to dentistry. The list of key Delegates and Senators from Montgomery County and Prince Georges County are listed below. It is preferable to call, tell them you are a constituent and set up an in-person meeting. At a minimum, call them and e-mail them and tell them you oppose dental therapists in Maryland. Much better solutions to solving the dental “access to care” problem are reinstating an adult Medicaid dental benefit in Maryland, emergency department diversions of patients who present with dental issues, and increased utilization of Community Dental Health Coordinators (CDHC). At this time, we do not have bill #'s but it is not too early to have this discussion. After your discussion, send a hand-written note with your business card. Include a request to contact you should they need any additional information about dentistry.

Check your e-mail inbox and SMDS Facebook Page for alerts on legislative actions and potential MSDA Webinars on CDHC's and pre- “Dentist Day in Annapolis” information.

RSVP and attend our next important SMDS General Membership meeting Monday, February 5. Dr. Natalia Chalmers will present the Maryland Dental Action Coalition's legislative study on Emergency Room Diversions and support for Adult Dental Medicaid.

Register and attend MSDA's Dentist Day in Annapolis Wednesday, February 21. It will be a great opportunity to learn all the legislative issues and an opportunity to meet with your legislators. Link to register: <http://www.msda.com/dentist-day.php>

I realize that I am asking a lot of each one of you and I thank you in advance for heeding the call and taking action. As you can see from the list of ten individuals below, Montgomery and Prince Georges Counties have a large proportion of the key legislators that make health care decisions. Don't be afraid to talk with these legislators. We elected them to office and now they represent us. It is imperative that they know what is important to us and our patients' oral health.

We are faced with outside forces that want to change the quality of dental care for the patients we care for. Stand up and let your voice be heard!

Respectfully Submitted,

Charles Doring DDS, MAGD

SMDS President

House Health & Government Operations Committee

Delegate Angela Angel (District 25, Prince Georges County)

House Office Building 216, 301-858-3707, angela.angel@house.state.md.us

Delegate Erik Barron (District 24, Prince Georges County)

House Office Building 216, 301-858-3692, erik.barron@house.state.md.us

Delegate Bonnie Cullison (District 19, Montgomery County)

House Office Building 350, 301-858-3883, bonnie.cullison@house.state.md.us

Delegate Ariana Kelly (District 16, Montgomery County)

House Office Building 210, 301-858-3642, ariana.kelly@house.state.md.us

Delegate Marice Morales (District 19, Montgomery County)

House Office Building 225, 301-858-3528, marice.morales@house.state.md.us

Delegate Andrew Platt (District 17, Montgomery County)

House Office Building 220, 301-858-3037, andrew.platt@house.state.md.us

Senate Education, Health& Environmental Affairs Committee

Senator Paul Pinsky (District 22, Prince Georges County)

James Senate Office Building 220, 301-858-3155, paul.pinsky@senate.state.md.us

Senator Cheryl Kagan (District 17, Montgomery County)

James Senate Office Building 203, 301-858-3134, cheryl.kagan@senate.state.md.us

Senator Shirley Nathan-Pulliam (District 44, Prince Georges County)

James Senate Office Building 304, 301-858-3612, shirley.nathan.pulliam@senate.state.md.us

Senator Craig Zucker (District 14, Montgomery County)

James Senate Office Building 122, 301-858-2565, craig.zucker@senate.state.md.us

The Hidden Perils of Non-Dentist Dentistry

Poor children shouldn't be stopped from seeing a dentist by a restructured system that redirects them to providers with less training than dentists.

The Wall Street Journal

Opinion | Letters

August 30, 2016

Many challenges keep people from visiting a dentist including lack of oral health education, cost, fear of the dentist, and a belief that they don't need care. Dental therapists have failed to show meaningful results in addressing these barriers.

A handful of states created this provider to treat underserved patients, especially in rural areas. But these patients are more likely to have complex dental disease and health issues that require the skill and training of a dentist to diagnose and treat.

Despite the best intentions of connecting dental therapists to needier rural populations, they primarily practice in metropolitan areas.

Nationally, children have seen improvements in dental access with the gap in utilization between low-income children and high-income children narrowing in 49 states.

Poor children shouldn't be stopped from seeing a dentist by a restructured system that redirects them to providers with less training than dentists. In Michigan, 80 percent of dentists participate in Healthy Kids Dental for Medicaid enrolled children. The proposed therapist model tries to fix a system that isn't broken, relegating disadvantaged kids to a lesser standard of care.

Dental therapists are frequently cited as making dental care more affordable. But insurers and the states pay set fees for dental procedures no matter who performs them. In spite of having introduced dental therapists seven years ago, only 43 percent of Minnesota children with Medicaid visited a dentist in the past year compared to 48 percent nationally.

These programs are too expensive to survive without subsidies and mirror the Canadian program, which failed once government subsidies ended. Instead of having another provider to drill and fill teeth, we should better connect patients with a fully-trained doctor of dentistry, utilizing the existing dental workforce.

The Community Dental Health Coordinator (CDHC), a community health worker, is a better option. They provide oral health education, disease prevention, help coordinate appointments, and can reduce patient no-show rates from nearly 50 percent to below 10 percent.

Increasing access to care isn't about increasing the number of providers; it's about providing the right care by the right provider at the right time.

Jane Grover, DDS, MPH



Myth/Fact about Dentistry in Maryland and Dental Therapists

MYTH: There aren't enough dentists to care for everybody in Maryland.

FACT: Maryland has the 8th highest number of dentists per capita in the United States. In addition, there are approximately 130 new dentists graduating from the University of Maryland School of Dentistry every year.

MYTH: Dental care is too expensive. Low-income Marylanders simply can't afford it.

FACT: Dentists across Maryland provide care through venues of all sorts. In fact, 97 percent of all children enrolled in Healthy Smiles live within 15 minutes of a Medicaid dentist. Many see patients in their offices at low or no cost, participate in Mission of Mercy events at 4 locations across the state just this year, and have regular visits in elderly care facilities.

MYTH: Dental therapists will provide less expensive care for the same procedures.

FACT: Procedures cost the same amount to the patient—and the state—no matter who performs them. The problem is inadequate insurance coverage and a tattered safety net that fails to serve the population in need.

MYTH: It's completely safe for non-dentists to pull a tooth.

FACT: Pulling a tooth is an irreversible surgery, and is not always a simple procedure. A tooth extraction can become an emergency in seconds. Dentists are doctors with comprehensive training best suited to safely treat patients with other complex issues. Dental Therapists will not have the same high level of training.

MYTH: Dental therapists can allow dentists to work on more complicated cases.

FACT: Many, if not most, of the patients who may see a dental therapist have some of the most complex cases because of their lack of dental care over a period of time. A dental therapist wouldn't be able to treat many of these cases, and patients would be relegated to a lesser standard of care than they need.

MYTH: Dentists won't take Medicaid patients, so we need to find an alternative way to help.

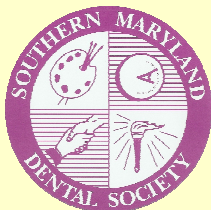
FACT: The infrastructure is already in place as 97 percent of children enrolled in the Healthy Smiles program in Maryland live within 15 minutes of a Medicaid dentist. In addition, Maryland dentists provide millions of dollars in free or discounted care each year at their own practices and at events like the Mission of Mercy programs across the state.

MYTH: Dental therapists are having success in other states and countries.

FACT: Dental therapists have failed to make measurable improvements to oral health in underserved communities. Some dentists found them to be unprepared to treat patients. Less than 50 percent of Medicaid children in Minnesota, where Dental Therapists have been working for nearly ten years had a dental visit last year. Minnesota adults are still seeking dental treatment in emergency rooms, costing taxpayers an estimated \$148 million over the most recent three years for which information is available.

MYTH: Maryland dentists don't have any solutions.

FACT: Maryland dentists are already pioneering some of the most innovative ideas in the country. A Western Maryland program utilizing Community Dental Health Coordinators (CDHC), or Community Health Workers as they are often referred, has produced real results, providing patients access to fully trained dentists and saving millions of dollars over 5 years-without creating a second-tier provider. The CDHC works with the local emergency department to help ensure appropriate and cost-effective care for low-income patients who visit emergency rooms for tooth pain, and help coordinate a continuum of care for the patient to avoid future emergency room visits.



Southern Maryland Dental Society

4920 Niagara Road • Suite 306
College Park, MD 20740
301.345.4196
Fax 301.345.0016

OFFICERS 2017-2018

PRESIDENT
Charles Doring, D.D.S. 301.881.7646

VICE PRESIDENT
Yaser Roumani, D.D.S. 301.231.0744

SECRETARY
Corey Anolik, D.D.S. 301.948.8838

TREASURER
Richard Williams, D.D.S. 301.540.8844

EDITOR
Halima Karim, D.D.S. 202.540.9862

IMMEDIATE PAST PRESIDENT
Andrew Horng, D.D.S. 301.881.7546

SMDS TRUSTEE
Chris Liang, D.D.S. 301.983.3132

SMDS EXECUTIVE COMMITTEE

PEER REVIEW
Scott Gritz, D.D.S. 301.926.2700

D.A. CONTINUING EDUCATION
A. Ted Thomas, D.D.S. 301.681.6101

MEMBERSHIP
Richard Shin, D.D.S. 301.770.7770
Steven Tan, D.D.S. 203.747.4570
David Gordon, D.D.S. 301.258.1998
Tuan Nhu, D.D.S. 240.413.9032
Avionne Hill, D.D.S. 240.454.5718
Monica Chandran, D.D.S. 240.454.5718
Cho Yi Wong, D.D.S. 301.656.0331
Chetan Yelamanchi, D.D.S. 301.231.0744

PROGRAMS
Lisa S. Cohen, D.D.S. 301.593.8077

REMINDER

General Membership Meetings are FREE to SMDS members who register in advance.

Failure to register at least one week in advance will result in a \$25.00 late charge.

To register **Please call** 301.345.4196 or
Email Valerie@smds.comcastbiz.net



The ORACLE is published eight times a year by the Southern Maryland Dental Society, 4920 Niagara Road, Suite 306, College Park MD and sent to all members of the Society.

The SMDS will publish signed articles relating to all phases of dentistry (space permitting), but assumes no responsibility for opinions expressed by the contributors.

Acceptance of advertising in no way constitutes professional approval or endorsement. Deadlines for all materials is the 1st of the month preceding the issue. Publishing dates are September, October, November, December, January, February, March, May/June.



Editors Letter

Dear fiends,

Happy New Year! Let's start this year on the right foot. I think dentistry is the best profession. I know a lot of you feel the same way too. For this reason, its crucial to advocate for our profession and protect our state from legislation that would allow dental therapist to practice. I encourage you all to get involved and advocate on a local level by participating in National Dentist Day in Annapolis on February 21, 2018.

Please find more information including how to register for the event on the MSDA website at <http://www.msda.com/dentist-day.php>

I look forward to seeing you all at our next General membership meeting on February 5th, 2018. Don't forget to register in advance.

Cheers,
Halima Karim, DDS

Maryland Dentists

Providing the highest quality care to Marylanders

8

Maryland has the 8th highest number of dentists in the country per 100,000 residents.

125

The University of Maryland graduates 125 new dentists every year.

97%

97% of MD publicly insured kids live within 15 minutes of a Medicaid dentist.

69%

69% of MD kids enrolled in Healthy Smiles for all or a part of 320 days of latest reporting period saw a dentist.

MARYLAND DENTISTS...



Advocate for Adult Dental Medicaid

Host and participate in Mission of Mercy providing more than \$13 million worth of services to low-income adults since 2010.



Provide individualized ED referral resource guides to all MD hospitals, including training for Emergency Room doctors on treating patients with oral complications, for policies to reduce opioid prescribing for dental pain, and for utilization of CDHCs to form linkages for patients to the dental care they need.



Support Emergency Department referral

Participate in Community Dental Health Coordinator/ Community Health Worker programs



Resulting in a steady decrease of emergency room visits, and



More Marylanders receiving the care they need.



Dental Therapists are NOT the answer in Maryland 8 years after the Minnesota program started...

- More than 50% of Medicaid enrolled children still aren't receiving dental care.
- Patients are still seeking Emergency Department dental assistance to the tune of more than \$148 million over 3 years.

Maryland dentists are taking matters into their own hands and creating best practices that WORK in THEIR state. A Western Maryland program utilizing Community Dental Health Coordinators (CDHC), or Community Health Workers as they are often referred, has produced real results, providing patients access to fully trained dentists and saving millions of dollars over 5 years-without creating a second tier provider. The CDHC works with the local emergency department to help ensure appropriate and cost-effective care for low-income patients visiting emergency rooms for tooth pain, and help coordinate a continuum of care for the patient to avoid future emergency room visits.



26%.....reduction in Emergency Room visits



2400.....people receiving dental services



\$2,100,000.....in dental services provided

REAL RESULTS

SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

Emergencies in the Dental Office and Essentials of Sedation, Airway Management Something for Everyone

**Do You Need Anesthesia CE for a MSBDE
Class 1, 2, or 3 permit?**

**Join the SMDS on March 16th, 2018 from 8am – 4pm
In College Park, Maryland and receive 8 hours of CE**

**This Course has been approved by the Maryland State Board of Dental
Examiners! (24 Anesthesia CE required to Renew Class 1,2,3 Permit)**

Speaker: Marvin Leventer, D.D.S.

**Location: Southern Maryland Dental Society's Educational Facility
4920 Niagara Road * Suite 300 * College Park, MD. 20740**

COST: \$285.00 SMDS Members \$375.00 non SMDS members

**For more information contact Valerie at 301-345-4196 or
valerie@smdsdentists.org**

NAME:_____Telephone:_____

ADDRESS:_____

E-Mail Address:_____

Southern Maryland Dental Society 4920 Niagara Road, College Park, MD 20740

Space is limited to 40 people – Cancellation notice must be within 2 weeks of the class

Cancellation Fee \$45.00 No refunds after March 8, 2018 Sedation 3/16/2018



Message from Dr. O'Loughlin

Executive Director

We have significant wins to celebrate at the start of 2018. We're testing great new concepts for surprising millennial member value, like credentialing, virtual study clubs, and career centers. We're getting traction on our messaging to the public on the value of seeing ADA dentists, and together we're building capacity in the states and components.

Now that we are beginning the fourth year of our [Members First 2020 Strategic Plan](#), how will we keep the momentum moving forward? At the national level, we continue to double-down on our efforts to simplify and standardize processes, to focus our message to members and the public, and to build capacity at the national, state and local levels.

The Southern Maryland Dental Society Presents

**2 Days
Hands-On
Course
14 CE Hours**

**Frenectomies & Beyond: A Modern
Approach to Laser Education that Challenges
Traditional Methods Addressing
Ankyloglossia and Tethered Oral Tissues**

Event Organizer



**Andrew Horng
DDS**

Dr. Horng is a Diplomate of the American Board of Pediatric Dentistry and is a past president of the Southern Maryland Dental Society.

When

**Saturday & Sunday
April 28th-29th, 2018
8:00 AM - 4:00 PM**

Meet the Instructor



**Karen Wuertz
DDS, PA, DABLS**

Dr. Karen Wuertz is a Diplomate of the American Board of Craniofacial Dental Sleep Medicine, a

Diplomate of the American Board of Laser Surgery and a Fellow in the American Academy of Craniofacial Pain. Dr. Wuertz is passionate about treating and coordinating care for patients as it relates to oral restrictions, oral function, and airway management during Sleep. She is an Assistant Adjunct Professor, UNC School of Dentistry, Chapel Hill. Dr. Wuertz maintains active dental licenses in Virginia, North Carolina, and Texas.

***Breakfast, Lunch, Afternoon snack,
hot and cold beverages will be provided.**

Registration

**Call
(301) 345-4196**

**Email
Valerie@smdsdentists.org**

**In College Park, MD (near Washington, DC)
4920 Niagara Rd Ste 306, College Park, MD 20740**

Welcome! I invite you to join this unique 2-day course - for the first time in the DC area. Enhance your understanding of the issues of pediatric laser dentistry (including tongue- and lip-ties) and start the process of becoming a board certified laser surgeon.

This Course Will:

- Demonstrate a wide range of didactic and clinical tools for the use of Lasers in Dentistry
- Present basic knowledge and education about Dental Lasers adhering to established standards of education
- Instruct Dentists, Lactation Consultants, Speech and Language, and other Allied Health care providers to understand the efficient and safe application of laser energy in everyday practice
- Provide sound scientific basis and proven efficacy of use of lasers in Dentistry in order to ensure public safety
- Explore current methods of identification of TOTS for diagnosis, treatment, and management
- Demonstrate two different practice models to integrate TOTS therapy into various practice settings

Day One

5 Hours - Laser Didactic Material

2.5 Hours - Introduction to Tethered Oral Tissues (Overview): Identification and Examination

0.5 Hours - Clinical examination with participation

Breakout into small groups and complete intraoral examination and Tongue to Spot (TTS) Measurements, classification and documentation of oral restrictions

Day Two

4 Hours - Didactic Material

- Treatment and management of TOTS
- Clinical case presentations & discussions
- Comprehensive and practical integration of TOTS into practice

2 Hours - Participation: Hands on lasers laboratory experience: Diode and CO₂

Laser Curriculum for this Course is developed by the American Laser Study Club (ALSC) in Partnership with the American Board of Laser Surgery. To receive CE credit and Certificate of Laser Course Completion, the attendees will require quiz completion and to be returned within 10 days of course completion - A Take-Home Quiz will be accessible for download at the time of online registration.

The American Laser Study Club (ALSC) has designed its Curriculum based on The Study Guide of The American Board of Laser Surgery (est 1984), and the original work of the ALSC's founder Dr. Peter Vitruk. The ALSC's curriculum overcomes the known limitations of many laser dentistry courses. The ALSC is dedicated to the detailed physics of soft tissue ablation and coagulation with laser and hot tip (non-laser) devices.

Tuition

**SMDS Members: \$575
Residents: \$475**

**Non SMDS Members: \$675
Staff / IBCLC: \$375**



ADA CERP®

The Classifieds

Dentist...Associate, Bethesda Maryland. Full time. Working in a modern, renovated, relaxed environment. Excellent location, security and free parking.

We are looking for a wonderful, team oriented person who will fit in to an extremely, cooperative, loving environment.

You must be personable, well spoken and very upbeat and be willing and wanting to be trained and mentored by the owner. The owner is a third generation dentist who has an exceptional background and has trained six other (great) dentists including his own. This is the premier, quality practice in the area. We do all services, including the newest and most exciting. The financial opportunity is also excellent and the right, go getter, will do very well (almost immediately).

Please call Dr. Jack Austin Mirchin at [301-580-3737](tel:301-580-3737).

OFFICE SHARING ARRANGEMENT: Seven beautiful operatories, state of the art technology, free parking, perfect for starting a new practice. Aspen Hill. O: [301-871-8880](tel:301-871-8880)

PART-TIME ENDODONTIST. I will come do those fun endos for you in your office. 10+ years private practice as an Endodontist. Interested parties contact: [703-833-3990](tel:703-833-3990) or Johnson.endo@yahoo.com

GENERAL DENTIST FT/PT IN BETHESDA. Amazing opportunity for a highly productive dentist to join our practice immediately. We are an office of general dentists and specialists working together in 2 state of the art locations in Bethesda. Must be personable, talented and committed to both the patients and their future with the practice. Send resume to [\(301\)299-2228](tel:301-299-2228).

DENTAL OFFICE FOR SALE: ROCKVILEE- KING FARM AREA. Terrific start-up office. Turn-key Condo, 3 operatories, 1 hygiene room, 4th operatory roughed in, Digital XRs & Panorex. Fully equipped, supplied & computerized. Reception room, business office, lab, sterilizing area & bathroom. Free parking. Call [\(301\) 762-6832](tel:301-762-6832).

GREAT OPPORTUNITY TO SHARE DENTAL SPACE IN DC/ FRIENDSHIP HEIGHTS AREA. Share space with another dental professional with an excellent reputation. Features: state of the art treatment rooms, modern comfortable reception, lab and sterilization areas. Use of up to 3 treatment rooms Tuesday through Thursday after 2:30 and all day Friday and Saturday. Possible part-time associate position may be an option. Located in an excellent, well maintained professional building, on site paid parking, 1 block to Friendship Heights Metro-Red Line. Call [202-686-9100](tel:202-686-9100) or e-mail nancy@cobbdentistry.net

SOUTHERN MARYLAND DENTAL SOCIETY

IS AN ADA CERP RECOGNIZED PROVIDER

4920 Niagara Road, Suite 306, College Park, MD 20740

Tele: 301-345-4196 Fax: 240-542-4774 Web site: www.smdsdentists.org E-mail: Janice@smdsdentists.org

SCHEDULE OF CLASSES

The **SOUTHERN MARYLAND DENTAL SOCIETY** is announcing its new class schedule. The following courses will be offered for the Dental Team. If the dates listed are not convenient, please call our office for the next available time. Classes canceled due to inclement weather, etc. will be rescheduled as our calendar permits. Students are required to purchase the appropriate non-returnable books & handouts package for each course. **Fluency in English is required.**

Dental Assisting Radiology & Basic Anatomy. Fees: SMDS Member \$510. or Non-Member \$575.

This course prepares the dental assistant who is employed in a dental office to sit for the DANB Exam in Radiation Health & Safety Certification. All clinical practice takes place at the student's place of employment (including bringing in some x-rays). Course requirements: 18 years of age, H. S. grad. or equivalency, and the signature of employing dentist on the application verifying employment & commitment of clinical supervision. See MD State Board Pathways on reverse side.

A total of 33 hours of class time. Here are the dates for the next two courses. ALSO: Refresher Hours Available.

1. Jan 22,24,29,31, Feb.7,12,14,19,21,26,28, 2018 TIME: 6:00-9:00 p.m., Mon. & Wed. @ College Park Facility
2. Mar. 26,28,Apr.2,4,9,11,16,18,23,25,30, 2018 TIME: 6:00-9:00 p.m., Mon. & Wed. @ College Park Facility

Expanded Functions in General. Fees: SMDS Member \$735. or Non-Member Fee. \$795.

Successful completion of this course enables the student to sit for the Maryland Qualified Dental Assistants Examination and to perform general expanded duties as specified by the Maryland State Board of Dental Examiners. All clinical practice takes place at the student's place of employment. The employing dentist must sign the application verifying office experience, employment & a commitment of clinical support. TIME: 6:30-9:30 p.m. LOCATION: College Park DATES: Mar.8,15,22,29,Apr.5,12,19,26,May 3,10,17,24, 2018 A total of 12 classes.

Proper Pharmacologic Prescribing & Disposal for the Dental Practitioner. (a mandatory MSBDE requirement)

Date: April 13, 2018 TIME: 8:30-10:30 a.m. This approved course satisfies the new 2 hours of CE in proper prescribing and disposal of prescription drugs. **FEE:** SMDS Members \$100. or Non Members \$175. **Location:** College Park Facility.

Infection Control Update. (Relicensure Requirement) Fees: SMDS Member \$100. or Non-Member \$175.

This course meets annual training in infection control for the dentist's relicensure and continuing education for the staff.

- DATES: 1.Thursday, Feb. 1, 2018 TIME: 6:30-8:30 p.m. LOCATION: College Park Facility
2.Tuesday, April 3, 2018 TIME: 6:00-8:00 p.m. LOCATION: College Park Facility
3.Thursday, May 10,2018 TIME: 6:30-8:30p.m. LOCATION: College Park Facility

Annual Ortho Expanded Functions. Fees: SMDS Member \$715. or Non-Member \$785.

This lecture and demonstration course is **35 hours** long & designed for dental assistants who wish to prepare for the MD State Board Exam . This is given once a year. All clinical practice takes place at the student's place of employment. The employing dentist must sign the application verifying employment & a commitment of clinical support. (10 weeks)

DATES: Mar.20,27,Apr.3,10,17,24,May 1,8,15,22, 2018 LOCATION: College Park Facility. TIME : 6:00-9:30 p.m.

Fees include: Tuition, textbook, workbook & handouts. At least half the total fee must be paid prior to the class.
1/18

NOTICE TO APPLICANTS – Fluency in English Required

The provisions of this publication are not to be regarded as a contract between the student and Southern Maryland Dental Society (SMDS). The SMDS reserves the right to change any provision or requirement when such action will serve the interests of the SMDS and other applicants. The SMDS further reserves the right to ask a student to withdraw when it considers such action in the best interest of the SMDS. Class size is limited. Fluency in English required.

SMDS is committed to a policy of equal opportunity for all persons to the end that no person, on the grounds of sex, race, age, color, national origin, ancestry, marital status or status as a qualified individual with a disability shall be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity of the SMDS

TO REGISTER Complete the information below and return it at least 10 days prior to the starting date along with your payment to: Southern Maryland Dental Society, 4920 Niagara Road, Suite 306, College Park, Maryland 20740. **Refunds** can only be given if you withdraw 10 days prior to the first class. A \$30.00 administration fee will be charged for your refunds or transfers. **Books** can be picked up during regular office hours once registration and payment is complete. Classes are held in Suite 304 at this same address unless otherwise indicated. **Checks** or Money Orders are to be made payable to the Southern Maryland Dental Society (SMDS). We do not take credit cards. **Late registration** is possible based on availability. For additional information contact Janice Farber at 301-345-4196.

Other location: Maryland State Dental Association, Columbia, MD., 410-964-2880, Debra Lampton

MARYLAND STATE BOARD OF DENTAL EXAMINERS APPROVED PATHWAYS

FOR CERTIFIED RADIATION TECHNICIAN

ALL PATHWAYS REQUIRE A BOARD APPROVED RADIATION COURSE (Source MSDA)

- Pathway I
- * 18 years of age
 - * 3 months (300 hours full time in clinical setting in dental office)
 - * basic oral anatomy course
 - * must be employed in a dental office for direct clinical supervision
- Pathway II
- * 18 years of age
 - * Pre-test taken for acceptance in radiology course (basic oral anatomy and dental terminology)
If student fails pre-test, must take basic dental assisting course.
 - * Must be employed in dental office for direct clinical supervision.
- Pathway III
- * Basic Dental Assisting Course prior to Board approved Radiology Course (18 years of age for Radiology), not taken concurrently
 - * Must be employed in dental office for direct clinical supervision, unless classroom facility offers hands on clinical.

Students are required to have the appropriate non-returnable books, workbook & handouts for each course.

APPLICATION – Please Print Clearly

COURSE TITLE: _____ COURSE DATE: _____

LEGAL NAME: _____ AMOUNT ENCLOSED _____
(Books & Tuition)

HOME ADDRESS: _____

Street City Zip Code
HOME/CELL PHONE _____ SOC SEC NO. _____ HIGH SCHOOL GRAD ____YES ____NO
Last 4 only

DENTIST'S NAME: _____ PHONE _____

ADDRESS: _____

Street City Zip Code

FAX: _____ PREVIOUS EXPERIENCE: _____

EMPLOYING DENTIST PLEASE COMPLETE THE FOLLOWING:

This employee has been working for ____ months ____ years in the dental office and I agree to provide clinical experience under my direct in room supervision. I agree to evaluate the applicants' performance. Once the course is completed the assistant may not continue to perform these duties until the required boards are passed & state certificate received.

1/18 _____ Dentist's Signature _____ Date

Classes canceled due to inclement weather, etc. will be rescheduled as our calendar permits.





Karpa
Dental
Brokerage
LLC

Karpa Dental Brokerage provides many benefits when you are selling or buying a dental practice.


- Serving Washington DC, Northern Virginia, Montgomery and PG Counties
- Show all practices personally
- NO fees to the buyer
- ONLY seller fees: Commission and valuation (if needed)
- All calls returned within hours if not immediately
- Fair commission rates usually lower than our competition

Recently Sold Dental Practices

- Dr Ronald Grossman To Dr Deepa Suryanarayanan •
Hyattsville, MD
 - Dr Michael Blicher to Dr Samantha Siranli •
Washington, DC
 - Dr. James Chun to Dr Amsan Zaiber •
Springfield, VA
- see more details in our website*

Selling or Buying a Dental Practice?

Visit www.karpadentalbrokerage.com for more information
or call 301-233-1814 or fax 301-664-7903 for a **Free Consultation**



MIDATLANTIC DENTAL TRANSITIONS

LOWEST COMMISSIONS IN THE INDUSTRY


No Fee Valuation • Buyer's Due Diligence • Dental CPA Services

Tom Bonsack, DDS
Owner/President
General Dentist
410.218.4061

Edward Ramsey, MBA, CPA, CVA®
VA/DC Transition Adviser
Dental CPA
240.426.5709

Tom@MidAtlanticDentalTransitions.com

Ed@MidAtlanticDentalTransitions.com



CPA
American Council on CPAs
NACVA

MidAtlanticDentalTransitions.com

N/L Transitions

Dental Practice Sales • Practice Value Assessment • Buyer's Representation

www.nltransitions.com

10626 York Road, Suite H, Hunt Valley, MD 21030 410-616-2042 edorner@nltransitions.com

DENTAL PRACTICE SALES

Whether you are in the beginning stages or ready to transition out of your dental practice now, N/L Transitions will guide you through the process with expertise, integrity, and experience.

- Free Consultation
- Transition Planning
- Backed by a team of Dental Professionals
- No Dual Representation
- Market Price Assessment



Ellen Dorner
Director, N/L Transitions

"After a few attempts to sell my practice with other brokers, Ellen and N/L 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

Other references available upon request

NEW LISTING – ASPEN HILL, MD – Outstanding GP practice- Located in professional bldg. with excellent exposure – free pkgng. 1300 S/F – 4OP's – right or left-handed. Eagle Soft software. Digital radiography, intra-oral cameras. New chairs, x-ray units, compressor and vacuum pump. Plumbed for nitrous. Rent includes all utilities. Over 4,000 active patients. PPO's only. Not actively marketing practice. An immaculate practice that won't last long. For more information, contact Ellen Dorner – 410-616-2042 – edorner@nltransitions.com.

BEDFORD, PA. – GP PRACTICE– Located on main highway right off Pennsylvania Turnpike– great visibility. Stand-alone building with abundant free parking– 3,000 S/F with additional 1200 S/F available for expansion. 7 OPs. Dentrix software. Currently 4-day/week practice. Seller wants to stay on after sale. 70% FFS – 30% Insurance. Average 50 new patients/month. Over 10,000 active patients. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

ANNAPOLIS, MD. TURN-KEY - DON'T DO A START-UP UNTIL YOU CHECK THIS OUT! GP practice in the heart of Annapolis - 1200+ S/F - 2 OP's with top-grade equipment – 2 more OP's plumbed- Dexis digital radiography and digital Pan, massage patient chairs, electronic charts. Fully equipped lab and sterilization area with 2 autoclaves. Dentrix software. 425 active patients. **TRULY SPECTACULAR WITH BEAUTIFUL FINISHES. A MUST-SEE!** For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

SEE WHAT OTHER SELLERS ARE SAYING ABOUT N/L TRANSITIONS - 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 – Timonium, MD** For more information, contact Ellen Dorner – 410-616-2042 – edorner@nltransitions.com.

COLUMBIA, MD Turn-key dental suite for sale in prime location; in close proximity to Route 100, Route 29, I95, BW Pkwy., and Route 32. Located in Snowden Professional Center, a Class A office building with bright, 2-story atrium. Beautifully landscaped with public utilities and high-speed internet access. Includes completely built out dental suite, ample free parking, 2,000 S/F, 4 OP's, A-dec modular cabinetry & chairs, Panorex, X-ray units (hard-wired for digital), Intra-oral camera, centrally plumbed for nitrous. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

WALDORF, MD –GP PRACTICE in growing area– Great location in a professional office park with plenty of free parking. Over 2350 S/F with 4 OP's. Digital radiography, digital charts, Panorex. EagleSoft software. Loyal patient base and staff. **Over 6,000 active patients; 30+ new patients/month.** PPO's only. Truly an outstanding opportunity with great potential. [For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.](mailto:edorner@nltransitions.com)

N/L Transitions

Dental Practice Sales • Practice Value Assessment • Buyer's Representation

www.nltransitions.com

10626 York Road, Suite H, Hunt Valley, MD 21030 410-616-2042 edorner@nltransitions.com

DENTAL PRACTICE SALES

Whether you are in the beginning stages or ready to transition out of your dental practice now, N/L Transitions will guide you through the process with expertise, integrity, and experience.

- Free Consultation
- Transition Planning
- Backed by a team of Dental Professionals
- No Dual Representation
- Market Price Assessment



Ellen Dorner
Director, N/L Transitions

"After a few attempts to sell my practice with other brokers, Ellen and N/L 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

Other references available upon request

ROCKVILLE, MD – GP PRACTICE Outstanding opportunity in most desirable location. GP practice with huge potential for growth. 3 OPs in @1500 S/F in professional hi-rise. Located across from White Flint redevelopment project. EZ Dental software, Dexis digital x-ray, intra-oral camera. Currently a 2-day/week practice. 15-20 new patients/month. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 – edorner@nltransitions.com.

LAUREL, MD – GP PRACTICE **Ideal situation for satellite location or solo practice** – great location near Route 1 and right off of Rte 198 in office park – abundant free parking. 1100 S/F - 3 OP's with 2 more plumbed. Reasonable rent. Currently a 2 ½ day/week practice. Easy Dental software, digital radiography, digital charts. Over 600 active patients. PPO's and MD Healthy Smiles for children only. Refers out all specialty procedures. No current marketing – just waiting to grow! For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

SEE WHAT OTHER SELLERS ARE SAYING ABOUT N/L TRANSITIONS- I interviewed multiple brokers for the sale of my dental practice. Ellen Dorner, exceeded my financial and professional expectations and was optimistic and realistic about the entire transition process. She was focused, managed the process well, and achieved an excellent outcome. The final sale was easier and faster than I was led to believe by other brokers. I thank Ellen for making this a reality. **Stanley B. Foxman, DDS – Rockville, MD** For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

ELLCOTT CITY, MD – GP PRACTICE – Located in 1-story office bldg. with free parking- very reasonable rent. Right off Rte 40 and Rte 29 FFS GP practice. Refers out all specialty procedures. 2 OP's in @700 S/F. @600 active patients. This practice is just waiting to be marketed and is great opportunity for a satellite practice. For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

SOUTHERN MD – GP PRACTICE- Ideal situation for satellite location or solo practice - GP practice. Great location with excellent visibility on main road – 3 OPs – reasonable rent. Dr currently working 3 days/week. **1700 active patients.** Digital charts; Sirona x-rays; intra-oral camera; Pan. Softdent Currently accepts only 2 PPO's. Huge opportunity for growth. @1700 active patients. Refers out many specialty procedures. For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

N/L TRANSITIONS – LISTING YOUR PRACTICE WITH N/L TRANSITIONS MEANS you will get **PERSONALIZED, EXPERIENCED SERVICE** with the **UTMOST INTEGRITY.** N/L Transitions **PERSONALLY SHOWS YOUR PRACTICE** to prospective buyers and prepares a complete packet for the buyer so there is no delay in the loan process. Call or email Ellen Dorner for more information at 410-616-2042 or email edorner@nltransitions.com. Ask to see the **TESTIMONIALS FROM SATISFIED SELLERS!**

HAPPY BUYERS! HAPPY SELLERS!

POLCARI ASSOCIATES, LTD.

www.policariassociates.com

Practice Sales

WHEN YOU LIST WITH US:

- Free Consultation
- No Up Front Fees
- Appraisal Fee Included
- Free Financing Help
- We Show Our Practices Locally
- All Cash Sales
- Low Commission
- No Buyer's Fees
- Single Representation
- Dentist Owned

OVER 30
YEARS OF
SERVICE

Practice Appraisal Services

- Full accurate market value appraisals for sales, purchase, mediation, partnership, estate, transition planning
- Especially For Buyers: **DENTAPRAISE™** "ballpark" approximation of market value

800-544-1297

410-997-4427 (FAX)

info@policariassociates.com

POLCARI ASSOCIATES, LTD. WHY CHOOSE US? 32 YEARS OF EXPERIENCE AND 600 SALES: Dental practice appraisals, partnership assistance, practice sales. No up-front fees. Single representation. WE HAVE THE MOST BUYERS READY NOW. FREE CONSULTATION. POLCARI ASSOCIATES, LTD. (800)544-1297. Web-site www.policariassociates.com. e-mail info@policariassociates.com

DENTAL PRACTICE APPRAISALS- DENTAPPRAISE™ since 1992. "Ballpark" (\$195) and "Premier" (\$994) editions. For buyers, sellers, estate planning, mediation, partnership, general and specialty practices. POLCARI ASSOCIATES, Ltd. 1-800-544-1297. info@policariassociates.com. For details visit www.dentappraise.net

PRACTICE FOR SALE- BELTSVILLE- Newly renovated and equipped. Long established practice grossing nearly \$300K with very high net income. 2 ops, room for more. Bi-Lingual receptionist. Shopping center site with at-door parking. POLCARI ASSOCIATES, LTD (800)544-1297. info@policariassociates.com

PRACTICE FOR SALE- ANNAPOLIS. 2 ops room for 3, established practice in office condo. Moving from state. At door parking. Grossing over \$300K part time, 3 day week. Rent or buy condo. POLCARI ASSOCIATES, LTD (800)544-1297. info@policariassociates.com

PRACTICE FOR SALE- BALTIMORE COUNTY WEST- 4 ops modern long time staff. Parking. Grossing \$335K Part time. Polcari Associates, Ltd. 1-800-544-1297 info@policariassociates.com

PRACTICE FOR SALE- ROCKVILLE- Modern 4 ops. Mostly adult restorative. Prof. Bldg. Free parking. Well equipped grossing \$435K on limited schedule. Polcari Associates, Ltd. 1-800-544-1297 info@policariassociates.com

CLASSIFIED ADS ARE FREE FOR ALL SMDS MEMBERS. All others will be charged a \$50.00 fee. Ads should be 5 lines or 50 words. An additional fee will be charged for longer ads. All ads must be legible and typed copy is preferred. You may fax copies to 240-542-4774. All payments must be paid in advance.

APPROVAL The Southern Maryland Dental Society reserves the right of