

Cincinnati Dental Society

www.CINCINNATIDENTAL.org

Volume 89 | No. 1

January | 2020



Congratulations

2020

Cincinnati Dental Society
President

OFFICERS:

PRESIDENT

Thomas J. Perrino, D.D.S.

PRESIDENT-ELECT

John B. Bennet, Jr., D.D.S.

VICE PRESIDENT

Ruchika Khetarpal, D.D.S.

SECRETARY

Wayne R. Wauligman, D.D.S.

TREASURER

Andrew J. Dorr, D.D.S.

President's Thank You

Pg 15

CDS's New Year's Celebration and Awards Event

Pg 18-19

2020 Postgraduate Course Schedule Venue Changes

Pgs 21

STAFF:

BULLETIN EDITOR

John B. Bennet, Jr., D.D.S.

**5606 Bridgetown Road
Cincinnati, OH 45248**

MANAGING EDITOR

Victoria J. Nixon

**9200 Montgomery Rd.,
Suite 21A
Cincinnati, Ohio 45242**

PUBLICATION OFFICE

**Kahny Printing, Inc.
4766 River Road
Cincinnati, Ohio 45233**



Thomas J. Perrino, DDS
and his wife, Otilia Perrino, MD

Gundrum Dental Labs, Inc.

Consistently... The Best

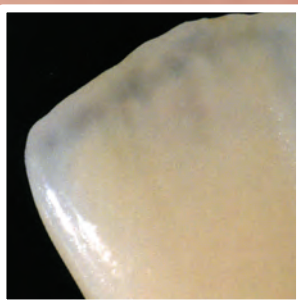
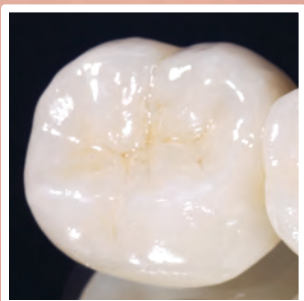
3700 Church Street • Cincinnati, OH 45244

513-272-2661

all ceramic

all you need

īe.max[®]



ivoclar
vivadent

www.getemax.com



Cincinnati Dental Society

B • U • L • L • E • T • I • N

JANUARY 2020 • VOLUME 89 NUMBER 1 • EMAIL: CDS@cincinnatiadental.org • www.cincinnatiadental.org

ARTICLES

President's Message	3,6,21
Vicki's Voice	5
November Council Meeting Minutes	7-8
2020 Calendar of Events	9-12
ODA - Peer Review	14
2019 President's Thank You	15
Jack W. Gottschalk, D.D.S. Notable Service Award Reception Save-the-Date	15
Attention New Dentists! CE Program.....	16
CDS's New Year's Celebration and Awards Night Highlights.....	18-19
2020 Postgraduate Course Schedule Venue Changes	21
Opioid Prescribing Education Course	22
Membership News	23

OUR ADVERTISERS

AFTCO	8
Bookwerk\$.....	17
Cincinnati Insurance Co.	2
Classified Ads	24
ddsmatch.com	20
Greater Cincinnati Dental Laboratories, Inc.	OBC
Gundrum Dental Labs, Inc.....	IFC
Hayes Handpiece Repair	13
Integrity Solutions Group.....	23
Midwest Payment Processing	23
Mortenson Dental Partners	17
PMA Practice Transitions	13
Practice Impact	20
Stock Yards Bank & Trust	IBC
Superior Dental Care	4



MEMBER PUBLICATION
AMERICAN ASSOCIATION OF DENTAL EDITORS

Published January, April, July and October by Cincinnati Dental Society, 9200 Montgomery Road, Suite 21A, Cincinnati Ohio 45242. Phone (513) 984-3222. Deadline for submitting articles for publication is the first of the month preceding the month of publication. Cincinnati Dental Society does not assume responsibility for the point of view or opinions of its contributors.
© Copyright 2020 by the Cincinnati Dental Society.

A Member
Organization
of the

ADA
American
Dental
Association

WHO EXAMINES YOUR INSURANCE COVERAGE?



Your patients trust you to make recommendations to keep them healthy. You can have that same confidence knowing that your local independent insurance agent representing The Cincinnati Insurance Company will suggest the right combination of coverages to protect the practice you've worked hard to build.

Find an independent agent representing The Cincinnati Insurance Company by visiting cinfin.com or by calling Mike Terrell, 800-769-0548.



Everything Insurance Should Be®

© 2018 The Cincinnati Insurance Company. 6200 S. Gilmore Road, Fairfield, OH 45014-5141. Products not available in all states.

THOMAS J. PERRINO, D.D.S.
President

Welcome everyone and thank you for coming. You know, to most things in life there is good and bad, pros and cons. One of the good things about being president more than once is that it gets cheaper every time you do it. The first time you are president, you'll pay for a table for family, perhaps a table for friends, and certainly a table for your staff. By the third time, I only have one extra person with me tonight, but she is the most important person to me, my wife, Oti. Most of the things in my life I could not have accomplished without her. I have often heard it said that one should marry up in life. Well I did and I was lucky enough to find someone who was willing to marry down.

When I was asked to go through the chairs a few years ago, I had friends ask me, why? Why are you doing this again? I told them I have three reasons. First, and I've said this many times including at past presidents' dinners, "I love being president of the Cincinnati Dental Society." While I don't love going to meetings, I do love being around other dentists. As someone who practices alone, I often feel "burned out." When I am around other dentists, my adrenaline gets activated, my battery gets recharged, my juices get flowing again. Second, it is an honor and a privilege to be the president of this society. I don't care if it's your first, second, third, fifth, or tenth time. It is always an honor and a privilege. If we ever have someone in this office that doesn't feel that way, then we have chosen the wrong person. Finally, I told them I love Mike Schaeffer just as much as the next guy. He is one of my oldest and dearest dental friends. He is one of the few people left on this earth who calls me "Tommy." But, I cannot go to my grave knowing that he and I were tied for most times as president of the Cincinnati Dental Society.

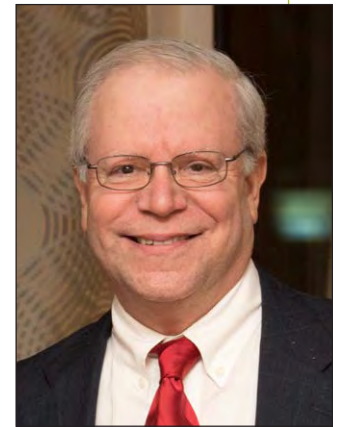
We are all here tonight because we believe in organized dentistry. The majority of dentists practice as individuals or in small groups. Organized dentistry is our voice. Without it we are powerless. And we are a diverse group. If you look around this room, we are different ages, different stages of our careers, different colors, different nationalities, different religions, different sexes, etc.. And diversity is a good thing. I have learned so much about other people by attending conferences and meetings and sharing a meal or a drink with other dentists. However, I think organized dentistry sometimes loses its way trying to do too much in the name of diversity.

I know many of you have been to Chicago. Hopefully you have been to the American Dental Association

building located on Chicago Avenue. If you haven't been there, I encourage you to go. If you let them know far enough in advance, you may be able to arrange a small tour. Right around the corner from that building on Michigan Avenue is the Disney store. While I don't have any young children nor any grandchildren, I still enjoy going to the Disney store. It brings back warm memories of my own childhood as well as that of my daughters. And the thing that always impressed me about that particular Disney store, is that etched into the stone of the building as you enter the store, is a quote from Walt Disney. It says, "The things that we have in common far outnumber and outweigh those that divide us." ... "The things that we have in common far outnumber and outweigh those that divide us." I've often felt that is the quote that should be etched into the stone of the ADA building as you enter its offices. Because I don't care how different or special or unique you think you are, when it comes to being a dentist, we are all the same. We all want and need the same things. The only way we are going to achieve our goals is to focus all our time, energy, and resources, on accomplishing those goals.

During my career, in every survey that the ADA and ODA has conducted, members rank advocacy as the number one member benefit. I agree with that. Unfortunately that is the one benefit that all dentists receive for free. We don't have the luxury of going to legislators, government agencies, and insurance companies, telling them we are only here on behalf of dues paying members. For me, an equally important benefit, and it's the one I wish I could convey to nonmembers, is that if you join and participate in organized dentistry, you will meet and form friendships with so many tremendous people that you never would have met, if you just remain isolated in your own little office. I'd like to share a few things I've learned and give you a couple of examples of what I am talking about.

What have I learned? I've learned dentists care about people. I know this from their participation in recognized charitable organizations such as Leave No Vet Behind, Children's Dental Health Month events, the school-based children's dental clinics,



Continued on Page 6

SUPERIOR
SERVICE and **SUPPORT**
for your practice and
patients since **1986**



800.762.3159 | superiordental.com |     

Happy New Year! Here's to a new year, and what a year it will be!

BY VICTORIA J. NIXON, MSA
Executive Director

I want to first thank Dr. Heck for his superb leadership and his support of me. The year went fast, but it was a very productive and successful year. Dr. Heck will continue to stay involved and provide his input for the betterment of dentistry. Thank you, once again Dr. Heck for a fun year and I look forward to working with you in 2020!

Dr. Tom Perrino, serving as president for a third time, I know will continue to steer our Society in the right direction, but he cannot do it alone. He will need the entire membership, particularly our younger members, to help keep our Society strong and viable. Yes, he will be surrounded by the many members that serve on committees, however, we need younger dentists to get involved. Without involvement, at least at some level, our Society may become one of the many that are no longer strong, and some that have had to dissolve. It would be a shame after almost 176 years of the Society's existence we could find ourselves in the same position. So, I encourage you to get involved and if you want to know how, just give me a call (984-3443) or email (vicki@cincinnatiadental.org.) I would be happy to let you know!

One service that our Society provides, that many of you may not be aware of, is our Peer Review Program. It is a free service to the dentists in our community and citizens of our jurisdiction (Brown, Clermont, Hamilton and Warren counties). It is overseen by the Ohio Dental Association but is administered and managed locally by your Executive Office. So, what is Peer Review? For a complete description see page 14 of this Bulletin. We are seeking general dentists that have been out of dental school at least five years. We have an excellent Peer Review Committee, so if you are not sure if this is something for you, I would be happy to connect you with one of our members for additional information. All you need to do is email me, vicki@cincinnatiadental.org.

Here are some important changes that will occur in 2020!

1. *Venue changes for the 2020 CE full-day lectures.*
 - a. April 3 and November 20 – will **NOT** be at Jack Casino as previously printed. Jack Casino, now Hard Rock Casino, will be

undergoing renovations and had to cancel our events in 2020. See page 21 of this Bulletin for the new venue.

b. May 1 – will **NOT** be at Jack Casino either. See page 21 of this Bulletin for the new venue.

2. We will no longer be publishing a quarterly Newsletter. To replace this publication we will be doing more e-blasts, fax blasts, and Face Book posts.
3. In the last quarter of 2019, the Program Committee sent out a survey to determine if they are meeting the needs of our members regarding their continuing education. From that survey many new dentists indicated they would like a half-day course on a Saturday with a speaker that is an expert in their field. Well, the Program Committee listened and have arranged a half-day CE program geared specially for dentists who have been out of dental school 10 years or less *with Dr. Manor Haas on Saturday, April 4, 2020*. Although the program has been designed for new dentists, all dentists are welcome! Detailed information is included in this Bulletin on page 16. If we plan to continue offering CE courses geared specifically for new dentists, we will need to at least cover our costs, so please pass this along to your colleagues who have been out of dental school 10 years or less.
4. *Radiology Certificate Renewal Courses* will be held in the second half of 2020. Once we have the dates secured, we will send this information to all offices. Stay tuned...
5. The *Medical Emergency Recognition Course* will be held on September 16, 2020. Details are on our website.

I encourage you to share this Bulletin with your dental team! Have a super year and I look forward to seeing all of you soon!

Until next time...



President's Address (continued)

Options, Missions of Mercy, etc.. However, beyond these, I have never met a dentist who hasn't given a discount or done something free for a patient in need. Often times the patient doesn't even know they have received charity. I don't know any other profession that can state 100% of its members do pro bono work. Dentists care about their patients. I know a dentist who was selling his practice and had an offer for the full asking price. After meeting with the prospective buyer several times, the seller called off the deal. He decided that while the buyer seemed like a nice fellow, their treatment philosophies were not the same and he was afraid his patients would be lost and confused and he would be abandoning them. He did not have another buyer lined up. Dentists care about their staff. I know another dentist who was ready financially and emotionally to sell his practice but had an assistant who was 63 years old and always said she couldn't retire until she turned 65 and qualified for Medicare. This dentist delayed his own retirement two years because he was afraid a buyer may not keep this assistant around for two more years. Finally, as someone who was born on, raised on, lives on, and will probably die on the East side, I didn't know many people from the West side. Now, many of my best friends are West Siders. Sometimes I wonder if maybe the West Side really is the "Best Side."

Now let me share two examples of what I'm talking about. When I was in law school, I learned that all of life is a contract. From the day you are born, a birth certificate, to the day you die, a death certificate, and sometimes beyond death, if you have a trust, and everything in between is a contract. All loans, student loans, car loans, business loans, mortgages, a marriage license, a divorce decree, a prenup, a postnup, even a ticket to a ballgame is a contract. And all law firms, from the smallest to the biggest, build their own law libraries consisting of every contract they draft as well as those that they review. Then when the client comes in they select a contract to fit that particular need and tweak it for a specific situation. So I decided I was going to build my own library. I called three friends. People who had it not been for organized dentistry I would never have known. One friend had sold his practice several years earlier. Another's practice was currently for sale. And another friend was getting his practice ready for sale. I explained to these people what I was trying to do and asked them for all documents they had relating to the sale of their practice such as the Asset Purchase Agreement, employment agreements, leases, agreements with the broker, letter of intent, confidentiality/nondisclosure agreements, etc. I told them to please redact all numbers involved as well as any other private or confidential information they did not want me to see. About a week later, I received three large packets in the mail. The packets contained all documents without a single thing or number redacted. Dentists who had employed a broker

included the detailed report about their practice. One dentist included the last three years of tax returns for his practice. I was overwhelmed and humbled that these dentists trusted me with such personal information. I can tell you if the situation was reversed, I don't know if I would have given anything to anybody and if I did, those documents would have been so redacted that you wouldn't have made heads or tails out of them.

The second example occurred about 10 years ago. I had a friend who worked at Xavier University who called me and explained they had a pre-dent student who was not from Cincinnati and needed to get observation hours in a dental office in order to apply to dental school. Could I help? I agreed and met with this young lady several times. She came to my office and after a few times I could sense that she was becoming bored. Those of you who know me, know that I have a small practice, just me and a few employees. So I asked her if she would like me to call a few friends and possibly get her into some other offices. She said yes. In fact, she was a little too eager to go elsewhere. I mean, how could anyone not want to spend as much time as possible with me?

So I called some friends, again these are people that had it not been for organized dentistry, I would never have met. First I called another general dentist whose practice is bigger than mine, has more employees, and is perhaps a little more "cutting-edge." I called him and said, "I need a favor." He said, "No problem." Now for those of you who are still awake and paying attention, this dentist agreed to help before I could even say what I wanted. Next I called a pediatric dentist. Again I said, "I need a favor." He responded, "Name it." Now I'm feeling pretty good about myself. I'm feeling like I can ask any dentist a favor and my wish will be granted. Next I called an endodontist. In fact it was our beloved Patty Walter. I said, "Patty, I need a favor." She said, "You got it." I said I didn't even tell you what it is yet. She said, it doesn't matter, you got it. I told her I needed \$10,000. She said, "You got it." We both laughed, but I sometimes think that if I truly needed \$10,000, she might have loaned it to me. Now I'm really feeling good about myself. I'm not a past president of the Cincinnati Dental Society, I am the king of the Cincinnati Dental Society. My wish is every dentist's command. Finally I called an oral surgeon. Oral surgeons are good people. They have bailed me out on more than one occasion. But in my experience, they're wired a little differently than the rest of us. Perhaps it's from all the time they spent in hospitals during their residencies. So I told this oral surgeon that I needed a favor. Can you believe he had the gall to ask me what it is? Once I explained what I needed he said to have the young lady call him and he would set something up. Nevertheless, this oral surgeon took all the wind out of my sails. He let me

Continued on Page 21

The Cincinnati Dental Society

November 4, 2019 Council Meeting Minutes

By: Dr. Mary Ann Hanlon, Secretary

Call to Order: President, Dr. Christopher Heck, called the meeting to order at 6:50 p.m.

Roll Call:

Members Present: Bennet, Brandt, Chopra, Dorr, Hanlon, Heck, Murphy, Newby, Perrino, Schaeffer, Wayne Wauligman and Yauss.

Members Absent: Bartish, Hudepohl, Kelley, Khetarpal, Osterday, Parker and Poole

Executive Director Present: Vicki Nixon

The August Council Meeting Minutes were unanimously approved as posted.

President's Report: Dr. Christopher Heck

- There are vacancies for At-Large positions for the ODA Council on Dental Care and Dental Practice and the Council on Membership Services. Members interested should submit their CV to the Cincinnati Dental Society. Vicki will forward all information to the ODA.
- The Ohio State Dental Board is seeking nominations for open positions. General dentists interested in serving a four-year term should submit their CV to the Cincinnati Dental Society. Vicki will forward all information to the ODA.

Strategic Planning Task Force Report, Goal Membership:

Dr. Andrew Dorr and Vicki Nixon for Dr. Ruchika Khetarpal

- Efforts are underway to increase member participation. Plans include a new member event every March and a rebranding of our traditional "Honors Night and Installation Dinner". The name of this event remains open for discussion, although "The CDS New Year's Celebration and Awards Night" is popular.
- A "family event", held every other year, is under consideration.
- "CDS Social" - representing informal get togethers for all members, with an emphasis on encouraging young members to participate, was proposed. Designed to encourage nurturing and/or mentoring relationships, these events would be promoted using social media and held at various locations throughout the city. A quarterly budget of \$250 was approved (Schaeffer/Murphy).
- Suggestion; run slide show with pictures from Society events/programs during all events in hopes to attract future attendance.

Treasurer's Report: Dr. Christopher Heck for Dr. Ruchika Khetarpal

The 2020 budget is nearly complete and will be presented for approval at our December Council meeting. The Installation Dinner and Past Presidents Dinner expenses were discussed and Council approved changes, which will be reflected in the 2020 budget. Changing from US Bank to Stock Yards Bank & Trust was approved by Council. Vicki will begin making the appropriate arrangements.

Executive Director's Report: Vicki Nixon

- The first draft of the updated Membership Directory is at the printer!!!
- The quarterly newsletter has been eliminated. Members are encouraged to watch for CDS related information in their Bulletin, via e-blast, faxes, and Face Book posts.
- 2018-2019 continuing education lists will be sent to members UPON REQUEST ONLY.
- The CDS will again be participating in this year's Fall Feast event. Hours of operation are from 9:00 a.m. to noon. Those interested in volunteering should contact Vicki Nixon.

CDS Committee Updates:

Oral Health Foundation: Dr. Ken Brandt

- The Dr. Patty S. Walter's Memorial 5K Run/Walk raised close to \$19,000 for the Oral Health Foundation. Thank you for all our amazing volunteers and the 138 participants! Suggestions for future events are welcome.
- The next screening event for our "Leave No Vet Behind" program is November 16, 2019 at Crest Smile Shoppe.

November Council Meeting Minutes (continued)

Membership: Dr. Andrew Dorr

Please join the Society in welcoming the following new members: Dr. Bret Fullenkamp, Dr. Stephen Haverkos, Dr. Angel Lopez, Dr. Tanya Sackrider, Dr. Kevin Schamel and Dr. Hubbell Smith.

Program Committee: Drs. Ken Brandt and Dennis Murphy

Brochures outlining the 2020 Continuing Education series are now available. This year, a special Saturday course (Dr. Haas) on endodontics is being considered and will be targeted to dentists who have been out of dental school less than 10 years. Speakers and topics for year 2021 are being researched. Their next meeting is January 27, 2020.

ODA Updates:

Access to Dental Care: Vicki Nixon for Dr. Kim Oberlander

Registration for 2020 GKAS events are now open.

Annual Session: Dr. Dennis Murphy - nothing to report.

Dental Care Programs and Dental Practice: Dr. Manny Chopra

- SB148, non-covered services legislation has received three hearings in the Senate Insurance and Financial Institutions Committee.
- Changes to oversight of in-office dental plans are allowing more options for patients. Contact the ODA with questions.
- Overpayment recovery practices utilized by insurance companies are being evaluated.
- ODASC is working with Midway Dental Supply to offer the best possible prices on dental supplies for ODA members. Sign up now for the OhioDDS program today or contact the ODA for more information.

Finance: Dr. Manny Chopra, to date, the ODA finances are consistent with previous years.

Membership: Dr. Rick Yauss, there is a meeting coming up, which will be his first to represent the Cincinnati Dental Society.


ODA Foundation Board: Drs. Ken Brandt and Manny Chopra, there is a meeting coming up.

ODPAC: Drs. Matt Parker and Mike Schaeffer, there is a meeting coming up.

SubCouncil on New Dentists: Dr. Chris Heck, nothing to report.

Old Business/New Business: nothing to report.

Announcements were read and the meeting adjourned at 9:05 p.m.



AFTCO
TRANSITION CONSULTANTS
Since 1968

We are pleased to announce...

Alexander D. Gamber, D.D.S.
has acquired the practice of
Daniel S. McClure, D.D.S.
Dayton, Ohio

Call today for a
FREE MARKET VALUE ANALYSIS
(\$5,000 value)

*We are pleased to have represented
both parties in this transition.*

800.232.3826 | www.AFTCO.net
Practice Sales & Purchases Over \$3.2 Billion

FEBRUARY

Meetings

February 3: Council Meeting begins at 7:00 p.m. Members who wish to attend should contact Vicki Nixon at 984-3222 or submit your topic/issue via email: vicki@cincinnatiadental.org.

CDS Member Event

February 10: Visit our website for details: www.cincinnatiadental.org

Continuing Education

February 7: “Delivering the W.O.W. Service” and “Communication Solutions” by Judy Kay Mausolf

Location: Sharonville Convention Center, 11355 Chester Road, 513-771-7744

Schedule: 8:00 a.m. Registration ** 8:30 a.m. Program

Sponsored

In Part by: Cincinnati Insurance Company, GlaxoSmithKline, and Henry Schein Dental.

Staff Invited: Dental Hygienists, Dental Assistants and Administrative Personnel of registered dentists.

CE Credits: 6.5 CE Credits

About the Program

First Course Description:

People will forget everything except how you made them feel! Research shows that practices that build their office environment around serving the patient own and dominate the market. Customer service is often confusing, complex and vague! “I’m satisfied” means nothing in today’s world. Set yourself apart from your colleagues: differentiate why you and your office are not the office down the street! Learn the principles for strengthening communication skills, practice brand, and service standards. Illuminate the patient decision making processes to create lasting impressions and exceptional experiences. Inspire the entire team to deliver W.O.W. service with more passion and focus!

Objectives:

1. Understand W.O.W. Patient Philosophy.
2. Illuminate a W.O.W. Decision Making Process.
3. Learn techniques to make W.O.W. Impressions.
4. Recognize essentials of W.O.W. Branding.
5. Identify how to spot opportunities that create W.O.W. Touch Points.
6. Understand W.O.W. Service Standards Concepts.

Second Course Description:

Discover how to elevate your communications to a level that inspires open communication, prevents breakdowns, resolves conflict and builds trust and respect resulting in high performing team and patient relationships.

Learn the skills to communicate positively and effectively with different and even difficult personalities. Discover formats to hold positive, effective and efficient huddles and team meetings. Transform attitudes from toxic to tremendous and create a positive environment where everyone looks forward to coming to the office.

Learning Objectives:

1. Learn verbal skills to communicate effectively with difficult and different personalities.
2. Learn steps to address and resolve conflict.
3. Establish protocols that eliminate gossip.
4. Identify behaviors that elevate trust and respect.
5. Discover methods that turn toxic attitudes to tremendous.
6. Determine behaviors that inspire a culture of appreciation and celebration.
7. Learn fundamentals for effective huddles and team meetings.

About the Speaker

Judy Kay Mausolf is a dental practice management coach, speaker and author with expertise in helping others get happier and more successful! She coaches dentists and their teams how to become better leaders, communicate positively and effectively, work together better and deliver service with more passion and focus which ultimately result in growing their practice.

Continued on Page 10

2020 Calendar of Events (continued)

Judy Kay is Past President, National Speakers Association Minnesota Chapter, a member of the National Speakers Association, Academy of Dental Management Consultants, and Director of Sponsoring Partners for the Speaking Consulting Network. She is author of two books; TA-DAH! Get Happy in 5 Seconds or Less and Rise & Shine; An Evolutionary Journey to Get Out of Your Way and On Your Way to Success, and a contributing author for many dental publications.

Judy Kay lives in MN with her awesome husband Steve who makes her special coffee every morning and Zoe...it's all about me, 7-pound Yorkie!

February 7, 2020

Full Series Registration and Cancellation Deadline: January 31, 2020

Dentist: _____ Phone: _____

Staff Names: _____

Fees: \$85 for first employee, \$70 each thereafter

Check Made Payable To: Cincinnati Dental Society

AMEX/DISC/MC/VISA Credit Card #: _____ Exp. Date: _____

CVV#: _____ Signature: _____

Individual Course Registration and Cancellation Deadline: January 31, 2020

Dentist: _____ Phone: _____

Staff Names: _____

Fees: CDS and Associate Member: \$350, Non-Member: \$550

Staff: \$85 for first employee, \$70 each thereafter

Check Made Payable To: Cincinnati Dental Society

AMEX/DISC/MC/VISA Credit Card #: _____ Exp. Date: _____

CVV#: _____ Signature: _____

Luncheon Policy: *Full Series Registrants* – If a reservation is made and not honored or cancelled by the Friday before the course you will be invoiced \$35 to help cover the cost of the meal for the day.

Individual Course Registrants – Necessary arrangements will be made for your attendance.

MARCH

Meetings

March 2: CDS's Oral Health Foundation Board Meeting to be held at 6:30 pm at the CDS Executive Office.

March 16: Honors Committee Meeting to be held at 6:30 pm at the CDS Executive Office.

March 23: Finance Committee Meeting to be held at 6:30 pm at the CDS Executive Office.

March 27-28: Ohio Dental Association's Leadership Conference. See the ODA website for additional details.

March 30: Council Meeting begins at 7:00 p.m. Members who wish to attend should contact Vicki Nixon at 984-3222 or submit your topic/issue via email: vicki@cincinnatiadental.org.

CDS Member Event

March 9: This event is complimentary as part of your CDS membership dues. Details will be posted on the Society website and Facebook pages as well as emailed and fax blasts soon!

Continued on Page 11

Continuing Education

March 6: “Uppers are from Mars, Lowerers are from Venus: Overdenture Solutions” and “Restorative Controversies in Implant Dentistry” by M. Nader Sharifi, DDS, MS.

Location: Sharonville Convention Center, 11355 Chester Road, 513-771-7744

Schedule: 8:00 a.m. Registration ** 8:30 a.m. Program

Sponsored

In Part by: Cincinnati Insurance Company and GlaxoSmithKline

Staff Invited: Dental Hygienists, Dental Assistants and Administrative Personnel of registered dentists.

CE Credits: 6.5 CE Credits

About the Program

First Course Description:

Overdentures are an improvement over conventional dentures, but we'll clarify how many implants are necessary – and in what locations. We'll define the differences between the arches to clarify the need for different approaches in each arch. We'll separate many overdenture attachment options into simple categories to understand their similarities, differences and create guidelines for selecting one versus another. Using numerous clinical cases, we'll review risk and benefits of case designs, implant types and attachment choices. An introduction to the full arch implant supported fixed prosthesis is also provided.

Learning Objectives

1. Clarify the difference between overdentures and how each arch needs a different design.
2. Like real estate, it's all about location, location, location – planning implant positions.
3. Understand the different categories of attachment and learn if one is better than another.
4. Compare the small diameter implant option to the conventional implant.
5. Differentiate the solutions for overdentures with two, three or four implants.
6. Clarify the difference between overdentures and patient removable bridges.
7. Understand the concept of fabricating a fixed bridge with just four implants.

Second Course Description:

Controversies exist because there is more than one accepted method available. We're challenged by choosing from so many methods – so why not use evidenced-based dentistry, clinical success, and common sense to make the best decision among those options. Peri-implantitis associated with cemented restorations has opened the door to review when screw retained restorations are indicated and how to complete them. While it may be a recommendation to avoid cementing restorations, they remain an appropriate indication, therefore a thorough understanding of how to properly complete this clinical procedure will be clearly outlined. We'll also clarify why a custom abutment is always preferred to stock abutment shapes. Using evidence-based research, different restorative options of endo therapy, fixed bridges and implants will be compared for excellent decision making. Conversion of a failing dentition to a full arch fixed bridge with implants is a treatment option that should be understood and considered. We'll address that option and indications. Another alternative to complete dentures is overdentures; however, overdenture therapy is one of the most misunderstood aspects of implant dentistry. Participants will review how many implants are necessary and what locations are preferred compared to locations to be avoided at all costs. Overdenture attachments will also be reviewed to simplify the categories and clarify the selection process.

Learning Objectives

1. Understand the Implications of Immediate Placement and Immediate Load.
2. Learn Number and Location of Implants for Overdentures and Attachment Selection.
3. Conversion of a Failed Dentition to an All-On-Four (or Six) Fixed Implant Bridge.
4. Review the Longevity of Various Treatment Options for Teeth and Implants.
5. Compare Cemented versus Screw Retained Crowns and Bridge.

About the Speaker

Having earned a certificate in prosthodontics, Dr. Sharifi is a refined general dentist with advanced training in the restorative aspects of dentistry. He received his DDS degree from the University of Illinois at Chicago, then continued his education to earn a certificate in prosthodontics from Northwestern University Dental School. Dr. Sharifi also earned a master's degree in dental biomaterials from Northwestern University.

Continued on Page 12

2020 Calendar of Events (continued)

Dr. Sharifi is a nationally recognized dental instructor on the topics of dental implants, full and partial dentures, overall patient care, and restoring root canal-treated teeth. He travels every other Friday to study clubs, associations and dental meetings where he has presented several hundred lectures internationally and nationally, reaching nearly every state. Dr. Sharifi was named to the select American Dental Association (ADA) National Speakers Bureau in 1996. In 2007, he received the coveted Gordon J. Christensen Lecturer Recognition Award for excellence in teaching and loyalty to the profession.

Dr. Sharifi has been honored with membership in the American Academy of Restorative Dentistry and American College of Dentists. He is active in the Chicago Dental Society, the Illinois State Dental Society, and the ADA – where he served for more than a decade on the Council on Dental Practice. Dr. Sharifi also is a member of the American College of Prosthodontics, for which he has chaired the Committee on Dental Insurance and Managed Care. For more than ten years, he has participated as a member in the Northern Illinois Dental Specialty Study Club and recently joined as a charter member of the Seattle Study Club of Oak Brook. Outside of the office, Dr. Sharifi spends much of his time with his family. He has three amazing daughters whose exploits on stage keep him busy and proud. He loves to read novels and will ask about what you're reading when you arrive with a book in hand. Dr. Sharifi enjoys hiking, skiing and – because he has only daughters, was raised with only sisters and works in a dental office with only women – likes to attend car shows and photograph the beautiful restorations to spend time with some of the guys.

March 6, 2020

Full Series Registration and Cancellation Deadline: February 28, 2020

Dentist: _____ Phone: _____

Staff Names: _____

Fees: \$85 for first employee, \$70 each thereafter

Check Made Payable To: Cincinnati Dental Society

AMEX/DISC/MC/VISA Credit Card #: _____ Exp. Date: _____

CVV#: _____ Signature: _____

Individual Course Registration and Cancellation Deadline: February 28, 2020

Dentist: _____ Phone: _____

Staff Names: _____

Fees: CDS and Associate Member: \$350, Non-Member: \$550

Staff: \$85 for first employee, \$70 each thereafter

Check Made Payable To: Cincinnati Dental Society

AMEX/DISC/MC/VISA Credit Card #: _____ Exp. Date: _____

CVV#: _____ Signature: _____

Luncheon Policy: *Full Series Registrants* – If a reservation is made and not honored or cancelled by the Friday before the course you will be invoiced \$35 to help cover the cost of the meal for the day.

Individual Course Registrants – Necessary arrangements will be made for your attendance.

“ As a younger dentist buying my first office, I was fortunate that Matt was the consultant for the transition. His extensive knowledge in practice lending was extremely helpful. Matt kept all parties involved and on schedule. He communicated regularly - he was truly only a text or call away. ”

Nathan W. Praetor, DDS

the PMA promise

EXPERTISE

PMA brings unique, invaluable perspectives to dental practice transitions. With a rich history in banking, we understand what is truly needed to prepare buyers and sellers for a transaction. We can analyze your financials, offer guidance as to what cash flow you need for approval, how to maintain the value of your assets and evaluate your expenses and overhead in order to offer sound suggestions and strategies. This all-encompassing approach truly sets us apart from the competition.

Buy or sell your practice with PMA.

To start your transition journey, call Matt at 614.312.6546
or visit www.PMAgroup.net



HAYES

REPAIRS | SALES | TRAINING

7770 Cooper Rd.
Suite # 14
Cincinnati, OH 45242
513-469-1591



- **Factory Level Repairs**
Electric and Pneumatic
- **Warranty 6mo - 1 year**
- **Ceramic Bearings**
Long life, quieter operation
- **Fiber Optic & Rethread Service**
- **Reconditioned Handpieces**
1/2 the price of new
- **Fast Service**
Highest quality parts & repairs
- **Supporting the Local Economy**
- **50% Longer Warranty Than Others**

Factory Level Repairs!

AIR DRIVEN & ELECTRIC SPECIALISTS!

Keep your patients safe by having your electrics repaired properly! Call for a free handpiece pickup!

Call for FREE pickup. 513-469-1591

Cincinnati Dental Society Special Offer!

Mention this ad and get \$75 off the repair of 3 or more handpieces

OR

20% OFF your purchase over \$399.99

+

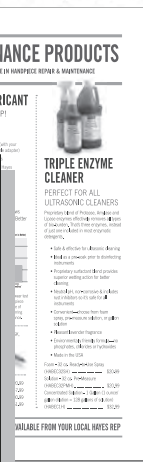
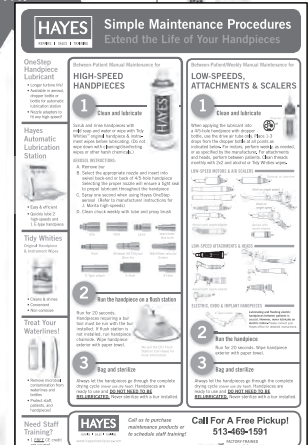
YOUR CHOICE

Hayes OneStep Aerosol 6.35oz & Adapter

OR

Hayes OneStep Dropper Bottle 2oz

11" x 17"
A MUST HAVE
FOR YOUR
STERILIZATION
ROOM!



Ohio Dental Association - Peer Review

Approved by the
Ohio Dental Association House of Delegates

Preface

It is not only essential that justice be done; it must be perceived to have been done. Acting justly, as well as demonstrating that one has done so, is something that every man of good intentions wishes to do.

Professional persons assume this obligation in a special way. The individual dentist is expected to be sensitive to the patient's needs and be willing to discuss thoroughly and openly any problems and/or misunderstandings that may arise. But when you consider that there are nearly 400 million patient/dentist encounters each year, that dental benefit plans and the dental health care delivery system has grown more complex, it is easy to understand how disagreements and misunderstandings occur. Consequently, a more formal method of response has been developed – PEER REVIEW.

Peer review is a confidential and a voluntary mechanism by which the dental profession demonstrates publicly the appropriateness of the treatment and the quality of the care it renders. It is an expert and credible mechanism for resolving disagreements. It is expert because men and women with appropriate credentials help conduct the hearing, review the evidence and make objective decisions based on their findings. In addition, the Peer Review mechanism allows each participant an equal opportunity to be fully heard; makes patients, dentists and third-party payers aware of its existence, and provides for the utilization of lay representation on peer review committees.

The strength of the peer review mechanism is the ability to function effectively, fairly and expeditiously. It is a public demonstration that Ohio's dentists provide excellent care for their patients and that the dental profession has taken the initiative to correct problems that may arise. The goal is prompt, honest handling of disagreements by vigorous, fair review in a uniform and organized method that safeguards individual rights.

Peer review committees are fact-finding bodies of dentists serving voluntarily. They review, mediate and arbitrate differences between patients and dentists, and dentists and third-party payers. They are concerned with, but not limited to, the quality of care and/or appropriateness of dental treatment. They attempt to solve these problems, clarify areas of misunderstanding, educate the participants and establish or re-establish communication where they do not exist.

If you are interested in learning more about serving on the Cincinnati Dental Society's Peer Review Committee, please give Vicki Nixon a call at 984-3443 or email her at vicki@cincinnatiadental.org.

2019 President's Thank You

Where did the year go? What happened? I know I didn't fall asleep through that but seriously, why does time go faster the older we get? A concept I will never understand. You would figure that as we get more accustomed to our surroundings, our daily lives, our kids, that time would slow down a bit. This year has been a crazy one for me both professionally and personally, but every time I look back at years like this one, I reflect on the fact that it was full of accomplishment, difficulty and perseverance. At the end of the day, I survived and I'm that much better for it.

I wanted to thank the Cincinnati Dental Society for all of your support and the opportunity to lead you. It has truly been one of the highlights of my career. Being involved in this organization helps make me a better person, husband, dentist and leader, and I have all of you to thank for that. I always joke that "I can't say no" and "I just keep showing up", but to some degree, good things happen when you simply keep showing up. Commitment to a purpose or cause doesn't get very far if you don't put in the effort and be present.

I have received some wonderful feedback from many of you and I'm simply flattered and humbled. While I don't think there were any momentous or ground-breaking items or actions in 2019, we continue to work towards our goals locally and nationally. More of that "keep showing up" stuff. We are in a great financial state, but membership continues to be a challenge as well as getting younger dentists involved. Insurance is always an issue and there is power in numbers. I still believe the best way to grow this Society and accomplish those goals is face to face interaction, not an email, text message or even a phone call. Show up!

The real credit for our successes however, goes to Vicki Nixon. Our wonderful Executive Director is celebrating her 20th year of service to the CDS on February 14th. Please call, write or email your congrats, well wishes and memories. We are truly blessed to have her. Her dedication is almost indescribable and we should all strive to keep showing up like she has done for us every single day for the last 20 years. We love you Vicki!

I wish Dr. Tom Perrino all the best in the upcoming year, now his 3rd term as CDS President. We are also very lucky to have someone like Tom who has dedicated a large part of his career to organized dentistry. I have gotten to know Tom a lot better in the last 3 years and learn something new from him every time we speak. We are in such good hands.

Cheers!



~ Save-the-Date ~

"Jack W. Gottschalk, D.D.S. Notable Service" Award Reception

May 7, 2020 at Kenwood Country Club

**2020 Recipient
To be announced soon!**



Join Dr. Manor Haas on Saturday, April 4, 2020 for a half-day program of practical tips and tricks to help new general dentists perform better root canals more efficiently and with less stress!

Dr. Manor Haas graduated from the University of Toronto with numerous awards and a Doctor of Dental Surgery degree. After practicing general dentistry for several years, he pursued advanced training in endodontics and micro-surgery at the Albert Einstein Medical Center in Philadelphia, Pennsylvania. There he obtained his specialty certificate in Endodontics.



With a master's degree in dentistry and as a Fellow of the Royal College of Dentists of Canada, Dr. Haas holds staff teaching positions at Toronto's Hospital for Sick Children and the University of Toronto Faculty of Dentistry, Department of Endodontics. At the university, he is a lecturer and clinic instructor in the department of Graduate and Undergraduate Endodontics. With his hospital staff position, Dr. Haas provides direct patient care along with specialized training in Pediatric Endodontics to the Pediatric Hospital Residents and Graduate Pediatric Residents.

In his lecture, Dr. Haas will include endo diagnosis, anesthesia, access preparations, safer and faster instrumentation, obturation, pain, infection and post-op flare management. Dentists out of dental school less than 10 years will learn –

- How to safely access teeth, locate calcified canals (including MB2), and instrument curved and calcified canals safely and efficiently.
- Understand endo diagnostic essentials, one vs. two appt endo, use of analgesics and antibiotics in endo.
- Learn how to prevent and manage endo mishaps: file separation, perforations, ledging/blocking canals, flare-up, patient complaints and medico-legal issues.

Date: Saturday, April 4, 2020 **CE Credits:** Three (3) Hours

Location: Sharonville Hotel & Event Center, 11320 Chester Road, Cincinnati, OH 45246
(Across the street from the Sharonville Convention Center)

Schedule: 7:30 am – Registration and Continental Breakfast ** 8 to 11:00 am – Lecture

Fees: \$195 – For all CDS Members and Associate Members
\$230 – For all Non-Members of the Cincinnati Dental Society

Registration Deadline – Friday, March 20, 2020 ** No Refunds after March 20, 2020

To register for this course, please make check payable to: Cincinnati Dental Society and mail with this form to: 9200 Montgomery Rd., Suite 21-A, Cincinnati, OH 45242

Credit Card # _____ Exp. Date: _____
(Visa, MasterCard, AMEX or Discover)

Name on Card: _____ Amount: _____ CVV# _____

Zip Code of the Billing Address of Card: _____ Year of Graduation: _____

***The Cincinnati Dental Society is an ADA CERP Recognized Provider
approved by the Ohio Dental Association***



The Next Generation of Private Practice®

As you consider your personal and professional future, we invite you to consider Mortenson® Dental Partners. We are committed to preserving the clinical autonomy and ownership principles associated with private practice within a group practice setting. You have the freedom to focus on patient care, while we provide the business support that fosters success. We also provide our doctors with the following:

- Profit Sharing Programs
- Stock Ownership
- National Support Center
- Continuing Education and Development Opportunities
- Health and Well-Being Benefits
- Practice Transitions

Mortenson Dental Partners is the largest employee/doctor-owned dental service organization in the country.

Kentucky Georgia
Ohio South Carolina
Indiana Iowa
Texas Nebraska
Utah

MortensonDentalPartners.com

Jackie Guinn

National Doctor Recruiter
Jacqueline.Guinn@mdpweb.net
Mobile: (502) 500-0454



STILL DOING YOUR OWN BOOKKEEPING?



...and let us help you with that.

BookWerks™ is not your typical bookkeeping firm. Using today's cloud-based technology, we receive direct feeds from your vendors and Management system; making our services efficient, and greatly reducing the time you or your team need to spend on bookkeeping.

Our fees are flat, affordable, and billed monthly. No Contracts. No Surprises.



powered by

xero

513-608-7787
Jim@BookWerks.io
www.bookwerks.io

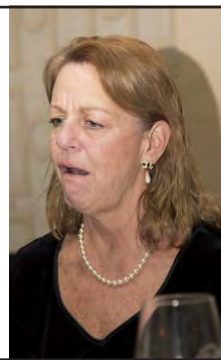




CDS's New Year's Celebration and Awards Night



January 10, 2020
at
The University Club
of Cincinnati





Past President's in Attendance: Back Row - L to R: Ken Brandt, Roger Clark, Manny Chopra, Larry Kluener, Jimmie Harper, Jr., Chris Heck, Mike Schaeffer, Mark Bronson and Mark Logeman. Front Row - L to R: Wayne Wauligman, Joe Crowley, Tom Perrino, John Bennet, Jr., and Matt Parker



Incoming President,
Dr. Thomas Perrino



Installation of 2020 Officers by Dr. Joseph Crowley.
L to R: Wayne Wauligman (Secretary), Andrew Dorr (Treasurer), Ruchika Khetarpal (Vice President), John Bennet, Jr., (President Elect) and Thomas Perrino (President)





SUCCESSFULLY CONNECTING DENTISTS' PRESENT WITH THEIR FUTURE— IN SOUTHWEST OHIO & ACROSS THE COUNTRY

- practice sales
- practice mergers
- dental partnership agreements
- associate placements
- dental office appraisals

Call me for a complimentary conversation about your future transition & find out how **The Trusted Transition Process™** can work for you.



MATT CONRAD

720 East Pete Rose Way, Ste 100
Cincinnati, OH 45202
855-546-0044
cell: (513) 314-0233
mconrad@ddsmatch.com



Practice Impact

"Making Practice Transitions Painless"

Thinking About Retirement?



Dr. Harry Peach recently sold his Maple Heights dental practice to Pure Health Dental Partners. Practice Impact would like to congratulate both parties on a successful transition.

Appraisals are free when listing your practice with Practice Impact.

- Free Consultation • Free Listing
- 100% Financing Available • Practice Appraisal
- Confidential • Smooth Practice Transition

1-800-735-5336

Or visit us online at:

www.practiceimpact.com



5071 Forest Drive, Suite A, New Albany, Ohio 43054

Serving Ohio and Pennsylvania

2020 Postgraduate Course Schedule

-Venue Change-

March 6, 2020
Friday

Speaker: M. Nader Sharifi, DDS, MS

“Uppers are from Mars, Lowerers are from Venus: Overdenture Solutions” and “Restorative Controversies in Implant Dentistry”

Location: Sharonville Convention Center

April 3, 2020
Friday

Speaker: Manor Haas, DDS

“ENDO FOR GPs: BETTER, FASTER & SAFER Root Canals” and
ENDO FOR GPs: Treating Paediatric and Geriatric Patients”

Location: Sharonville Hotel and Event Center (Directly across from the Sharonville Convention Center.)

October 29, 2020
Thursday

Speaker: John McGill

“Achieving Financial Independence”

Location: Sharonville Convention Center

November 20, 2020
Friday

Speaker: Karen Davis, RDH, BSDH

“Creating the Ultimate Doctor-Patient Hygiene Exam” and “Exposed & Vulnerable: Managing Dentin & Root Exposures”

Location: Delta Hotels by Marriot (Directly across from the Sharonville Convention Center.)

Bonus Course for Attendees Who Purchase the Complete Series (5) Courses!

Friday, May 1, 2020 with **Harold Crossley, DDS** at the
Sharonville Convention Center.

President's Address *(continued from page 7)*

down. Maybe I'm not as powerful as I thought.

I know I have rambled on too long. So in closing, let me say as we begin a new year and indeed a new decade, I have a wish for everyone here tonight and it's in the form of a story I heard long ago about Hall of Fame football coach Hank Stram who won Super Bowl IV with the Kansas City Chiefs. Coach Stram, who was in poor health, was interviewed near the end of his life. And the final question the reporter asked him was, “Coach, if you had it all to do over, if you could change anything, what would it be?” With that, Coach Stram sat up straight in his chair, his voice got louder than it had been throughout the interview, and he said, “Change? I wouldn't

change a single thing. I've lived the greatest life that anyone could ever ask for. I got to work at the only job I ever wanted, and I got to marry the only girl I ever loved.” That is my wish for everyone here tonight. I hope that when your time comes, hopefully not for many years, you can tell anyone who asks that you lived the greatest life anyone could ever ask for. You got to work at the only job you ever wanted and you got to marry the only person you ever loved!

Good night.

God bless you.

Drive home safely.

Opioid Prescribing Education is NOW required for licensure renewal for dentists and dental hygienists!

From the Ohio State Dental Board: A recent change in Ohio law now requires licensed dentists and dental hygienists to obtain a minimum of two (2) continuing education hours in opioid prescribing education for the next two (2) bienniums; 2020-2021 and 2022-2023.

The Cincinnati Dental Society is pleased to offer a 2-hour opioid prescribing education on
Saturday, May 2, 2020 with Dr. Harold Crossley!

This course will satisfy the requirement for the biennium 2020-2021!

Don't wait until 2021 – Take it now and forget about it!

Location: Sharonville Convention Center, 11355 Chester Road, Cincinnati, OH 45246

Schedule: 7:15 to 8:00 am – Registration and Continental Breakfast
8:00 to 10:00 am – Program

Fee: CDS Member and Associate Member - \$45 each **CE:** Two (2) Hours
Non-Member - \$70 each
Dental Hygienists - \$25 each

Registration Deadline: April 24, 2020 **Cancellation Policy:** No refunds for this course.

The Cincinnati Dental Society is an ADA CERP Recognized Provider approved by the Ohio Dental Association.

REGISTRATION FORM FOR 5/2/20

Dentist Name: _____ Phone #: _____

Dental Hygienist Name(s): _____

Number Attending _____ Total \$ _____ Check Made Payable To: Cincinnati Dental Society

AMEX/DISC/MC/VISA Credit Card #: _____

Exp. Date: _____ CVV #: _____ Zip Code of CC Billing Address: _____

Please fax or mail registration form to the:

***Cincinnati Dental Society's Executive Office, 9200 Montgomery Rd., Suite 21-A,
Cincinnati, OH 45242 – Fax 513-984-3047.***



INTEGRITY
SOLUTIONS GROUP

Dental Computer Support Since 1995

513 252 0500
isgcare.com


MIDWEST
PAYMENT PROCESSING

513.274.2600
www.midwestpay.com

CINCINNATI DENTAL SOCIETY EXCLUSIVE PROGRAM

- Local Cincinnati Based Merchant Service Provider
- Fixed Pricing At A Low Cost
- Next Day Funding On All Transactions
- EMV Card Acceptance Compliant
- PCI Compliant
- Flexible Contract Terms



Disclosure: This partnership is a profit sharing program for the Cincinnati Dental Society.



Introducing Midwest Payment Processing

"The Cincinnati Dental Society is pleased to announce another payment processing option for our members. Midwest Payment Processing, a Cincinnati based company, has put together an exclusive program for Cincinnati Dental Society members only! Log onto <http://www.midwestpay.com/Cincinnati-dental/> to see how Midwest can help you reduce your current payment processing fees!"

Victoria J. Nixon
Cincinnati Dental Society
Executive Director

MEMBERSHIP NEWS JANUARY 2020

WELCOME NEW MEMBERS!

Please take a moment and welcome them as new members and invite them to our next CDS Member Event!

Ayres, Michelle, DDS, general dentistry practice at 9339 Candy Lane, Cincinnati, OH 45231. Dr. Ayres graduated from The Ohio State University College of Dentistry in 1992.

Fullenkamp, Bret, DDS, general dentistry practice at 1051 Commerce Center Drive, Franklin, OH 45005. Dr. Fullenkamp graduated from Case Western Reserve University College of Dentistry in 2011.

Lopez, Angel, DDS, practices general dentistry at 3333 Burnet Avenue. Dr. Lopez graduated from Texas A&M University College of Dentistry in 2019.

Sackrider, Tanya, DDS, general dentistry practice at 8881 Governors Hills Dr., Cincinnati, OH 45429. Dr. Sackrider graduated from The Ohio State University College of Dentistry in 2006.

Schamel, Kevin, DDS, general dentistry practice at 4157 Hunt Road, Cincinnati, OH 45236. Dr. Schamel graduated from The Ohio State University College of Dentistry in 2018.

Currently attending the University of Cincinnati Medical Center's AEGD Residency Program:
Alexander Sikora, DDS, Hubbell Smith, DDS, Nicole White, DDS and Kelsey Wilson, DMD.

Congratulations!

Dr. Rachel Tepe Twyman and her husband, Ted, are proud parents of a little boy born on November 26, 2019 weighing in at exactly 6 lbs. They brought Robert Reed home on Thanksgiving Day! Congratulations on the new addition to their family!

Fennel, Baron & Yoxthimer, DDS, Inc. is **NOW** Fennel, Yoxthimer & Associates, DDS, Inc. Dr. Thomas J. Baron retired in 2019.

CLASSIFIED ADS - January 2020

GENERAL DENTISTS

At Drs. Sirkin, Kruger & Associates, we are seeking a full-time Dentist to join our practice in Blue Ash, Ohio.

Dentists are the core of our team! We have an opportunity for skilled, personable, team-oriented Dentist to add to the success of our practice! Our ideal dentist has experience in a cosmetic or general high-end practice, feels comfortable diagnosing and presenting comprehensive treatment plans, values relationships with patients and team members, and the ability to manage a productive work schedule. In addition, candidates should be proficient in performing diagnostic exams and complex dental procedures such as crown and bridge, composite fillings, cosmetic dentistry in general and be willing to grow further with our practice. This position is a fantastic opportunity for a current associate to grow into a sole leading provider and be mentored through our high-end practice.

Job Requirements

- Dental Doctoral degree from an accredited dental school
- State license and regional boards, and eligible to practice dentistry in the state of Ohio
- CPR

Full-time employees of Cordental Group and its affiliated dental practices enjoy competitive compensation packages, health and welfare benefits after 30 days of employment, as well as matched 401(k) retirement plans. We are passionate about high quality patient care, and believe the best care as well as the best team environment starts with our COR values: Collaboration, Optimization, and Respect. Drs. Sirkin, Kruger & Associates is a proud affiliate of CORDENTAL Group.

Please send credentials to:

barrygibberman@cordentalgroup.com



GENERAL DENTIST NEEDED! Rapidly growing practice in Cold Spring, Kentucky seeks GENERAL DENTIST to work alongside hygienist and dental assistant performing general procedures, including basic endodontia and simple extractions. We are a small, non-corporate practice (4 operatories) with a friendly staff and strong patient base! Please contact our office directly at 859-441-0600 or email nkygentledentistry@gmail.com

SPACE AVAILABLE FOR SPECIALISTS

Beautiful 1700 sq. ft. dental office that is filled with natural light is available for lease. It is a freestanding brick building on the corner of a very busy intersection. It has 4 operatories and is plumbed for water and nitrous. Specialists only please. It is located at 8881 Governors Hill Drive, Cincinnati, OH 45249. Please contact Dr. Minocha at 13-607-5176.

DENTAL PRACTICE AVAILABLE

Searching for a busy, successful office located in a shopping center in the Greater Cincinnati area? Our 7 chair office has been serving our patients since 1981 and continues to thrive. In addition, our corporate office is available as an excellent location to conduct your administrative business and expand/grow your existing practice.

We have retired from other locations and have an extensive selection of Adec operations including patient chairs, cabinetry, doctor & assistant stools and consoles, operatory lights, Intraoral xrays, Gendex sensors, compressors, vacuums and reception room furniture. Instrumentation and small equipment is also available.

All at very reasonable prices. Photos available.

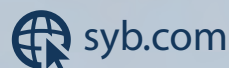
Please contact us at:

m.themare@gmail.com 513-403-4010

fdca1.jmf@gmail.com 513-505-9987

We look forward to speaking with you.

FAMILY DENTAL PRACTICE FOR SALE (Includes Building) A family dental practice with significant growth potential is for sale in an up and coming area of Norwood, Ohio. There are three fully equipped operatories with room for possible expansion. The dental practice is well-established and has been in operation since 1980. For further information, please email dficker3@cinci.rr.com.



Healthy Habits.

You don't have to bank here and we know it. In fact, you can bank anywhere you are—call us and we'll come to you! With over 110 years of serving the dental community we are a full service bank providing our customers with a full suite of financial services including:

EXCLUSIVE PRODUCTS FOR DENTAL PROFESSIONALS

- MEDICAL BANKING ACCOUNT
- MEDICAL EQUIPMENT LEASING
- ACQUISITION FINANCING
- MEDICAL PRACTICE LOANS
- REMOTE DEPOSIT
- ONLINE BANKING
- MERCHANT SERVICES

- STOCK YARDS BROKERAGE SERVICES
- WEALTH MANAGEMENT GROUP

NOT FDIC INSURED
MAY LOSE VALUE
NO BANK GUARANTEE

Stock Yards[®] Bank & Trust

A TRUSTED PARTNER since 1904

CINCINNATI / NORTHERN KY:

101 W. Fourth Street
Cincinnati, OH 45202

2651 Observatory Avenue
Cincinnati, OH 45208

7124 Miami Avenue
Cincinnati, OH 45243

4790 Houston Rd.
Florence, KY 41042

2635 Alexandria Pike
Highland Heights, KY 41076

**Call a Private Banker
today at 513-824-6177**

Member FDIC. Equal Housing Lender

**greater "C" dental
laboratory**

3719 Struble Road
Cincinnati, Ohio 45251

(513) 385-4222

(800) 434-5199

fax (513) 385-4291

email: greaterc@fuse.net
greaterc.com



Cincinnati Dental Society
9200 Montgomery Road, Suite 21A
Cincinnati, Ohio 45242

Non-Profit
U.S. POSTAGE
PAID
Cincinnati, OH
Permit NO. 6666

Metal-Free Frameworks

Improving the esthetics of denture clasps

greater "C" metal-free frameworks are designed with our in-house mill, ensuring accuracy and quality control



VisiClear

- clear clasps
- extra flexibility
- ability to reline & repair
- tissue supported

Zirlux Acetal

- strong, durable material
- low moisture absorption
- no discoloration or odor
- ability to reline & repair
- tooth colored shades
- tooth supported

