

# Cincinnati Dental Society

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## Cincinnati Dental Society

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to our original mission today  
as when we were created—  
**TO HELP PATIENTS**  
afford quality dental care.

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



In 1789, Benjamin Franklin wrote to Jean-Baptiste Le Roy, "Our new Constitution is now established, and has an appearance that promises permanency; but in this world nothing can be said to be certain, except death and taxes." If Franklin were writing today, he would have to include, "change", as being certain and constant. While most things throughout history change, one could argue that the profession of dentistry has changed more than most.

The history of dentistry can be traced back to 7000 BC in the Indus Civilization (now Pakistan). Bead craftsmen used a drill made of flint heads to remove tooth enamel and rotting dental tissue. This procedure was surprisingly effective.

In the 13th century in Europe, priests and monks could read medical texts but were forbidden to perform invasive procedures. Pope Alexander III declared, "shedding of blood is incompatible with the cleric's holy duty to God." Thus the barber-surgeon was born. Barbers were recruited because of their skill with razors, lances, and scissors, to perform surgical duties such as extracting teeth, bloodletting, embalming the dead, and cutting hair, at the direction of the physician-priest. The physician was considered superior to the lowly barber-surgeon (dentist) proving that some things never change.

Pierre Fauchard (1678-1761) of France began his surgical training in the French Navy at age 15. After leaving the Navy, Fauchard began practicing as a dental surgeon and attracted patients from all over the country. His treatise included a detailed description of methods for removing decay and restoring teeth, treating periodontal disease, performing orthodontic surgery, and tooth replacement. He laid the groundwork for the future of dentistry and is known today as the "Father of Modern Dentistry."

Dentists are responsible for the discovery of nitrous oxide anesthesia, the invention of the foot pedal-operated pneumatic drill, high-speed air rotor drill, and electric drill. Dentists have created restorative materials such as amalgam (originally shavings of silver coins, tin, and mercury in a paste), gold foil, composites, toothpaste, toothbrushes, etc. The list goes on and on.

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History tells us that  
dentists are among  
the most resourceful,  
adaptable, smartest  
people in the world.

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Early in my career, the AIDS epidemic began. There was no cure for HIV. It was a death sentence. Dentists went from wearing no PPE, to wearing gowns/scrubs, gloves, masks, and protective eyewear. Dentists did not give up. They did not quit. They adapted.

Today, we are all living through the COVID-19 pandemic. I had an acquaintance who owns several dental labs tell me that he believes in the next 10 to 20 years that the private dental practice will die out. He believes that with all the new equipment and PPE that will be required, dentistry will only be performed in a hospital-like setting.

I couldn't disagree more. History tells us that dentists are among the most resourceful, adaptable, smartest people in the world. They can close our offices for six weeks. They can make it difficult to obtain PPE. They can institute new guidelines for the practice of dentistry. But they can't take away our spirit, our heart, our soul.

One privilege I have as president, is the opportunity to speak to many dentists. There are already dentists who are producing as much or more than they did before and are practicing above the new guidelines. I am not surprised. If I may paraphrase Winston Churchill, future generations will look back at this time and declare, this was dentistry's finest hour.

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BY VICTORIA J. NIXON, MSA  
Executive Director

So, what I have learned since COVID-19 began? I have learned that not everything is important or urgent. I have learned that I need people, I need more quality time with my friends, my family, and more quality time on my own. I would have to guess that I may not alone when it comes to all the above, but most importantly I have learned that you and I are strong and will survive this craziness. I have no idea what it has been like for you, our members, and their staff, to be just “shut-down”, just like that, with no idea when you can start to do what you do best, providing quality dental care to your patients. I know for me, since I live alone and just lost my dog in March, that I have had my share of feeling lonely, scared and nervous about the life we may have to live in the future. As all of you had time to catch up on household projects (The Honey-Do-List), cleaning out your offices, signing up for PPP loans and trying to secure PPE supplies, your Society has continued to work on your behalf. Yes, as the cover of this Bulletin demonstrates, we have been meeting via Zoom and I will have to say it was wonderful to see all of those faces on May 18th. I felt like I belong again. Just seeing them made me feel like I can go on and do my job the best that I know how. To go and take more time for my family, friends, and for me is what I commit to doing more going forward. To go and get another dog, well, not quite there yet, but I guess what I am saying is, “Thank

you for allowing me to be part of the Cincinnati Dental Society family. And, thank you to all of you that have been working hard, hanging in there, and getting back on your feet. I, we, are here for you, so if you need us, don't hesitate to reach out!

Even though we may be conducting more of our committee meetings via Zoom, I do encourage you to remember that we need to be with people, learn from our colleagues and be there for your fellow dentists, so take the time to attend a “real future CDS CE program or event”. I am sure you will enjoy seeing those that you have not had a chance to see in the last few months. Our October CDS Member Event will be the perfect time for just that!

Be reassured that we will conduct all future programs and events with the social distancing requirements, which may require some tweaking as we go along, so continue to visit our website for updates.

*Take care, stay safe,  
until the next time...*



**In this Bulletin you will find information on all upcoming programs and events from July to October for both dentists and staff. Please pay close attention to the details as venues have changed. Additional information for November and December will be provided in a separate publication.**



## JOHN B. BENNET, DDS, BULLETIN EDITOR

Dentistry is a stressful occupation during normal times. We work in a small environment, in close proximity to patients who don't want to be worked on. We run a small business with all the attendant hassles of regulations and taxes and employee issues. It's hard to maintain our mental health even under the best circumstances, and this year has been anything but normal. With all the problems

accompanying the global pandemic, the closing of our offices for seven weeks, and the stock market decline, you may be feeling depressed about your life circumstances and need some assistance. Organized dentistry is aware of the problem and has some resources for you. The ADA has provided some links below that may be of help to you as we all struggle to get through this crisis.

"Got Grief? Four tasks to help you recover from the coronavirus blues"

<https://tinyurl.com/yav6o2g7>

Keeping calm in the coronavirus crisis: You've got this!

<https://tinyurl.com/y8lpvqrm>

Overcoming Fear and the Battle in our Brains

<https://tinyurl.com/ybtttywq>



### CDS Cares!

Having a hard day at work?

Stress getting to you?

If so, give our

Executive Office a call

**(513) 984-3443**

to see how we can help!





## The Cincinnati Dental Society's Medical Emergency Recognition Course

*Instructor: Jimmie L. Harper, Jr., D.D.S.*

***\*The Ohio State Dental Board requires RDH's, EFDA's and CDA's to complete this course if their dentist plans to have them practice when he or she is not physically present in the office.***

***This course has been approved by the Kentucky Board of Dentistry for RDH's practicing in the State of Kentucky!***

**Date:** Wednesday, September 16, 2020 **CE Credits:** (4) Hours  
**Time:** 11:30 am – Registration \*\* 12:00 to 4:00 pm Program  
**Location:** CDS's Executive Office Conference Room, 9200 Montgomery Rd., Suite 20-A, 45242  
**Fees:** \$75 for CDS Members (Includes Associate Members)  
\$90 for ADA Members and \$110 for Non-Members

**Course Description:** The Medical Emergency Recognition Course covers the identification and prevention of potential medical emergencies and includes the following:

1. Medical History;
2. Recognition of common medical emergency situations;
3. Office emergency protocols;
4. Basic airway management;
5. Prevention of emergency situations during dental appointments; and
6. Recognition of symptoms, first aid treatment and possible outcomes for patients who exhibit bleeding injuries, cardiovascular disease, insulin reaction, diabetic coma, shock, syncope, epileptic seizures and allergic reactions.



The course is **four hours** in length and fulfills the Ohio State Dental Board's requirement of Dental Hygienists, Expanded Function Dental Auxiliaries, and Certified Dental Assistants practicing under general supervision as well as the Kentucky Board of Dentistry's requirements for Dental Hygienists practicing in the State of Kentucky.



**Additional Information on Back of this Page.**

# The Cincinnati Dental Society's Medical Emergency Recognition Course

Wednesday, September 16, 2020

**About the Instructor:** Dr. Jimmie Harper, Jr., graduated with a DDS degree and a certificate in training in Oral and Maxillofacial Surgery from The Ohio State University. He has been a member of the Cincinnati Dental Society since 1989. He served as Assistant Professor of Clinical Surgery and Program Director for the Division of Oral and Maxillofacial Surgery at University of Cincinnati. Dr. Harper became board certified by the American Board of Oral & Maxillofacial Surgery in March of 1988. In July of 1999, he was approved by the Ohio State Dental Board to teach the Medical Emergency Recognition Course for the Cincinnati Dental Society.

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

## **REGISTRATION FORM for September 16, 2020** **Deadline to Register September 9, 2020**

***Cancellation Policy: No refunds if cancelled after September 9, 2020***

Name(s): \_\_\_\_\_

Dentist Name: \_\_\_\_\_

**\$75 for Staff of CDS Members (Includes Associate Members)**  
**\$90 for Staff of ADA Members and \$110 for Staff of Non-Members**

Make check payable to: ***Cincinnati Dental Society***

Mail this form to: ***9200 Montgomery Rd., Suite 21-A, Cincinnati, OH 45242***

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**THANK YOU VERY MUCH – WE LOOK FORWARD TO SEEING YOU ON THE 16TH!**



**Only Two Will Be Held in 2020!**

## **The Cincinnati Dental Society's 2-Hour Radiography Update Session**

***Instructor: Jamie Carpenter, EFDA, CODA***

These 2-hour review sessions are designed to give a brief overview of fundamental concepts in dental radiology. Emphasis of the course will be proper registration and inspection of radiology equipment. They meet the Ohio State Dental Board's biennial certificate renewal requirements. Radiology certificates will expire as of December 31, 2020, so plan to attend one of these two sessions in order to keep your certificate current.

**First Option:** Thursday, September 17, 2020, Registration at 6:00 pm, Program 6:30 to 8:30 pm

**Second Option:** Friday, September 18, 2020, Registration at 7:30 am, Program 8:30 to 10:30 am

**Location**

**For Both Options:** Cooper Creek Event Center, 4040 Cooper Road, Cincinnati, OH 45241

**Food:** Light refreshments will be provided for both options.

**Fees:** \$80 for First Staff of CDS Members (Includes Associate Members)  
\$60 for Each Add'l Staff of CDS Members (Includes Associate Members)  
\$95 for ADA Members and \$110 for Non-Members

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

**REGISTRATION FORM for BOTH OPTIONS \*\* Deadline to Register is September 4, 2020**

***Cancellation Policy: No refunds if cancelled after September 4, 2020***

Name(s): \_\_\_\_\_

\_\_\_\_\_

Dentist Name: \_\_\_\_\_ Total Attending: \_\_\_\_\_

Make check payable to: **Cincinnati Dental Society** Date of Option Selected: \_\_\_\_\_

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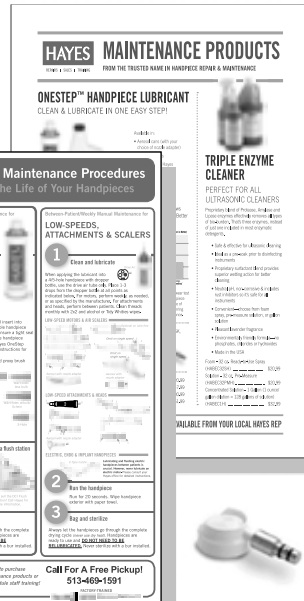
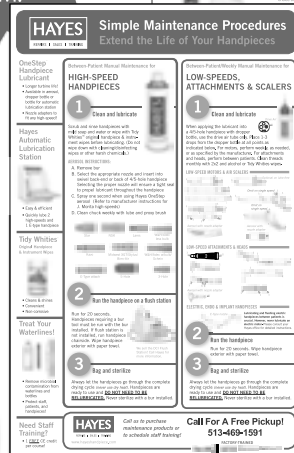
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# The Cincinnati Dental Society

## February 3, 2020 Council Meeting Minutes

Secretary: Dr. Wayne R. Wauligman

### Call to Order:

The February Council Meeting was held Monday, February 3, 2020 at the Cincinnati Dental Society Executive Office. President, Dr. Thomas Perrino, called the meeting to order at 6:53 pm. The CDS Mission and Antitrust Statements were presented to Council prior to the order of business.

### Roll Call:

**Members Present:** Drs. Bennet, Chopra, Heck, Kelley, Khetarpal, Murphy, Newby, Osterday, Perrino, Wauligman, and Yauss.

**Members Absent:** Drs. Bartish, Brandt, Dorr, Hudepohl, Parker, Poole and Schaeffer.

The minutes from the December 2, 2019 Council Meeting were accepted as posted.

Dr. Perrino introduced two guests to speak first. They were Dr. Joe Crowley, past president of the ADA, and Chris Rotella, COO of ODASC (ODA Services Corp), the for-profit arm of the ODA, and Director of Finance of the ODA.

Mr. Rotella first introduced the Ohio DDS Group Purchasing Organization (GPO). Started this past October, the purpose of the organization is to purchase discount dental supplies. Two hundred thirty-five members have signed on so far with about one hundred currently purchasing. Savings per dentist are approximately 15%. There is no fee to sign. ODA membership is required.

Mr. Rotella second described the Dental HQ in-office membership program. It is user friendly and their staff helps set it up for the ODA members. It is a cloud-based platform that allows member dentists' patients to make monthly payments for services. Management of the plan by Dental HQ costs 6.5% per charge. It is a marketing platform, designed to retain patients, and very customizable. Dr. Crowley noted this is designed for patients that do not have dental insurance. Since Medicare dental plans have shortcomings making them undesirable, this in-house program is particularly appealing to the Medicare population that has lost insurance. He further reported that patients losing dental insurance decide not to go to the dentist. This would help bring them back or retain them.

### President's Report by Dr. Thomas Perrino:

- With ODA Subdistrict 9 (CDS and Keely) charged with appointments to various ODA committees and councils, nominees were asked for the Access to Care, Dental Care Program and Dental Practice, Membership, and Peer Review. Dr Chris Heck accepted nomination to the Council on Dental Care Programs and Dental Practice.

### Treasurer's Report by Vicki Nixon:

- There is nothing to report as the accounting company has not yet released the IRS Forms 990.

### Executive Director's Report by Vicki Nixon:

- The April CDS Member Event is Monday, April 6, 2020 with the AEGD residents' table clinics at Cooper Creek Event Center.
- Saturday, May 2nd is the required Opioid Prescribing Course voted in by the ODA and approved by the State of Ohio Dental Board. Dr. Crossley agreed to stay over from his course the day before to conduct this course. As dental hygienists also are required to have two hours of Opioid Awareness, this is designed for them also.

## February Council Meeting Minutes (continued)

- Monday, May 11 is the Member Event at the Kenwood Country Club with a speaker on Economic Forecasts.
- The two-hour radiography update session, required for the Assistant Radiographer License, will be held Thursday September 17<sup>th</sup> in the evening and on Friday September 18<sup>th</sup> in the morning. The Radiographer License expires December 31, 2020.
- The Emergency Medical Recognition Course will be held 11:30 to 4 pm on September 16<sup>th</sup> at the CDS Executive Office.
- Friday, November 6<sup>th</sup> is the annual OSHA course to be held at the Sharonville Convention Center.
- November 8<sup>th</sup> is the CDS Roundtable discussions on Modern Concepts in Dentistry.

### CDS Committee Updates:

- *CDS Oral Health Foundation:* Ms. Nixon reported for Dr. Ken Brandt. At the Foundation Board Meeting on January 6, 2020, it was decided to have another 5K race as a fundraiser. Funds raised would be in conjunction with the school based dental center concept, with Roberts School as the intended beneficiary this year. Roberts is the next school selected for a school based dental center. We will go back to the Tooth Fairy logo.
- Consider nominating someone for the Jack Gottschalk Notable Service Award. The award event will be held Thursday, May 7, at the Kenwood Country Club.
- *Membership Committee:* Dr. Rick Yauss presented three new members, Drs. Joyce Crowe, Stephanie Gans, and Daniel Schmidt. Dr. Dan Kelley is heading a CDS new member event. No date has been set yet.
- *Program Committee:* Dr. Dennis Murphy reported their Committee meeting was last Monday. They are in good shape currently. Scouting is being done at various educational events such as the upcoming Hinman Meeting.

### ODA Updates:

- *Access to Dental Care:* None
- *Annual Session:* None
- *Dental Care Programs and Dental Practice:* Drs. Manny Chopra and Ruchika Khetarpal: Dr. Chopra reported the State of Ohio Dental Board is preparing a Strategic Planning Report. Board audits of continuing education are random every year. The Biennial Sponsor system changes in 2022. Rules are being re-worked. It may be necessary to register through a local dental society. The CDCPDP is working with the Ohio Opioid Education Alliance is developing response to Resolution RC07-19(Utilization of Effective Drug Disposal system by dentists in Ohio. It is now mandatory that Ohio dentists and hygienists obtain two hours of opioid prescribing continuing education in the next two biennia. The May 13<sup>th</sup> ODA Day at the Statehouse will be critical this year to promote passage in the Senate of the Non-covered Services Bill. No Dental Therapist bill has been introduced this year. Delta Dental has been sued by the ADA regarding geographic restrictions. Ohio House Bill 203 has passed the house and is in Senate committee, this bill will require mobile dental facilities to register with the OSDB and require them to educate patients on their right to their dental records from the mobile facility. The Ohio State Dental Board is finalizing the teledentistry rules. Autoclave nose cones and their base motors must be autoclaved if they have the markings on them indicating they are designed to be autoclaved. Further, anything that is made to be heat sterilized must be, including slow speed motors that the manufacturer indicates are to be sterilized.

## December Council Meeting Minutes *(continued)*


- **ODA Finance and Executive Committees:** Dr. Manny Chopra, ODA Treasurer, reported the income from the ODA Annual Session and ODASC (ODA Services Corporation) offsets dues income and lowers membership dues. No dues increase has occurred since 2015. Another issue considered is a change in the dues structure back to a longer discounted period for new graduates. Discussion centered on what a dentist needs to know regarding a DSO or other employment contracts.
- **ODA Membership:** Dr. Rick Yauss reported they meet this Friday. Discussion will focus on tripartite dues retention and plans for person to person contact for increasing membership.
- **ODA Foundation Board:** Drs. Ken Brandt and Manny Chopra: Dr. Chopra said Raffle tickets to support the ODA Foundation are now available. The prize of a car lease is eliminated, and plans are for cash and/or a dream vacation.
- **ODPAC:** No report
- **Sub-council on New Dentists:** Dr. Chris Heck noted the dentist recruitment and retention event will again be held at the Columbus Zoo in July. It is a family-oriented event. A new dentist social at the Leadership Institute this March 27 will feature a Top Golf event for young dentists less than ten years out. There will again be a 'Match Event' at the Leadership Institute to align retiring dentists with young dentists seeking a practice or employment. Drs. Heck and Zimmerman will go to OSU to present a 'lunch and learn' for organized dentistry.

### New Business:

- Dr. Chopra presented a letter from 1908 with fees for an upper complete denture at \$14 and a child filling at \$.50! A fun fact from years ago.
- Dr. John Bennet is now the Bulletin Editor.

Announcements: The next Council Meeting will be March 30, 2020.

With no new or old business, the meeting adjourned at 8:55 pm.



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# 2020 Calendar of Events

## JULY – NOTHING SCHEDULED

## AUGUST

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### Meetings

**August 3:** Nominating Committee Meeting begins at 6:30 pm.

**August 31:** Subdistrict 9 Meeting

## SEPTEMBER

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### Meetings

**September 14:** 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](mailto:vicki@cincinnatiadental.org).

### Continuing Education

**September 16:** Medical Emergency Recognition Course with Dr. Jimmie Harper, Jr. See page 7 of this Bulletin and on our website, [www.cincinnatiadental.org](http://www.cincinnatiadental.org) for details.

**September 17-18:** 2-Hour Radiography Update Sessions with Jamie Carpenter, EFDA, CODA. See page 9 of this Bulletin and on our website, [www.cincinnatiadental.org](http://www.cincinnatiadental.org) for details

## OCTOBER

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### Meetings

**October 5:** Finance Committee Meeting begins at 6:30 pm.

### CDS Member Event

**October 8:** “Speedy CE-Modern Topics in Dentistry” – details to follow on our website.

### Continuing Education

**October 2:** “ENDO FOR GPs: Better, Faster, & Safer Root Canals” and “ENDO FOR GPs: Treating Pediatric and Geriatric Patients” by Manor Haas, DDS

**Location:** Delta Hotels by Marriott, 11320 Chester Road, 513-771-2080  
(Across from Sharonville Convention Center)

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

### Sponsored

**In Part by:** Cincinnati Insurance Company, GlaxoSmithKline and Superior Dental Care

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

**CE Credits:** 6.5 CE Credits

### About the Program

#### First Course Description

If you are nervous about performing root canals, or changing your clinical protocols, then this course is for you. It will be practical, honest and engaging! You'll see how root canals have become less stressful and more predictable. The program is tailored to novice and experienced GPs, very informative, easy to follow and clinically relevant. Numerous clinical cases are presented along with HD and 3D videos to highlight key points.

#### Learning Objectives

- BETTER. Learn how to better: access teeth, locate and instrument cal'd canals, follow canal curvatures, anesthetize (hot) teeth, improve intra-canal medications.
- FASTER. Learn how to more efficiently: locate canals (including MB2), instrument and obturate with fewer steps, and one vs two appointment endo.
- SAFER. Learn how to separate less files, prevent perforations, avoid canal ledging / blocking, prevent obturation extrusion, reduce post-op pain.

*Continued on Next Page*



## Second Course Description

This practical course is tailored for novice and experienced dentists who want to know how to better, safer and more efficiently treat pediatric and geriatric patients. Many tips and tricks will be discussed along with medical and dental considerations specific for the very young and old. These will include management of very large vs. calcified canals, treatment planning, dental trauma management, pre and post treatment medications, and restoration of endo treated teeth.

## Learning Objectives

- Learn how to instrument, medicate, obturate and restore teeth with immature apices, calcified and curved canals (including MB2) and prevention and management of endo complications.
- Learn about pre and post treatment medication protocols (antibiotics, analgesics) and drug interactions in young and old patients.
- Understand treatment protocols for dental trauma, facial swellings, and when to endo vs. exo/implant

## About the Speaker

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.

October 2, 2020

Full Series Registration and Cancellation Deadline: September 25, 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: September 25, 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.

## 2020 Calendar of Events *(continued)*

**October 3:** Half-Day CE Program specifically designed for new dentists by Manor Haas, DDS. See page 21 of this Bulletin and on our website, [www.cincinnatiadental.org](http://www.cincinnatiadental.org) for details.

**October 29:** “Achieving Financial Independence” by John McGill

**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, Henry Schein Dental and Stock Yards Bank & Trust

**Staff Invited:** Spouses, ONLY IF attending with dentist.

**CE Credits:** 6.5 CE Credits

### About the Program

Join the 5% of dentists who can afford to retire at age 65. Using these winning financial strategies, you can develop a game plan to increase your net worth, reach financial freedom, and reduce stress, and ultimately assure a successful retirement. This jam-packed program contains strategies and tips that you simply can't find elsewhere - gleaned from over 30 years of working exclusively with the dental profession. Highlights include:

- Creative strategies to slash taxes
- Practice building and overhead control to boost profitability
- Winning saving and debt reduction strategies
- How to cut children's educational costs by 50% or more
- Tax-deductible retirement savings strategies
- How to maximize tax-free income
- Strategies for increasing business tax deductions
- When can you afford to retire?
- Meeting cash flow needs in retirement
- Social Security timing to maximize benefits

### About the Speaker

John K. McGill is a tax attorney, CPA and MBA. He serves as CEO of The McGill & Hill Group, LLC in Charlotte, NC, and a partner with the law firm of McGill & Hassan, P.A. He is also President of John K. McGill & Company.

Mr. McGill has been providing customized tax and business planning services exclusively for the dental profession for over 30 years. During this time, he has helped over 975 dentists across the country achieve financial independence, for reduced stress and greater peace of mind. He is also the Editor of the McGill Advisory Newsletter, a monthly publication enjoyed by over 7,500 dentists nationwide helping them increase profits, reduce taxes, and achieve their financial goals. Mr. McGill has also been a contributing editor to Dental Economics magazine for over 25 years.

Mr. McGill has presented hundreds of programs to local, state, and national dental organizations including: ADA and AAO National Conventions, Thomas P. Hinman Dental Meeting, Super Schulman Orthodontic Study Club, AAO Orthodontist as CEO, Southern Association of Orthodontists, Southwestern Society of Oral Surgeons, and American Academy of Dental Practice Administration.

He believes in giving back and serves on the Board of Directors and is a corporate sponsor of Smile for A Lifetime Foundation ([www.s4l.org](http://www.s4l.org)), a non-profit organization providing free orthodontic services to underserved children, with more than 137 chapters in 42 states and Canada. He is also a corporate sponsor for Missions of Mercy, a nonprofit organization providing free dental care to the underserved.

October 29, 2020

## Full Series Registration and Cancellation Deadline: October 23, 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: October 23, 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.



## KUDDOS TO THE ODA STAFF!

These past few months have been tough on all of us, but I would guess that not one person can say that the ODA staff has not done an incredible job at answering members questions on PPP loans, PPE requirements, CDC requirements, OSHA requirements, we can go on and on. They have worked around the clock making sure they have the correct answers to your questions and have been pro-active at providing the most current, accurate information to members of the ODA. The Cincinnati Dental Society members and their Executive Office THANK YOU, the ODA Staff, for doing a fantastic job and for taking precious time from your families working behind the scenes in the evenings and weekends.



# Practice Impact

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## Thinking About Retirement?



*Dr. Bradley McCormack recently purchased the Upper Arlington practice of Dr. Dante Colosimo. Practice Impact would like to congratulate both doctors on a successful transition.*

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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



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# MEMBERSHIP NEWS - JULY 2020

## WELCOME NEW MEMBERS!

Please take a moment and welcome them as new members and invite them to our next CDS Member Event, WHICH WILL BE HELD AT HARD ROCK CASINO ON THURSDAY, OCTOBER 8, 2020!



**Crowe, Joyce, DDS**, general dentistry practice at 2767 Erie Avenue, Cincinnati, OH 45202. Dr. Crowe graduated from The Ohio State University College of Dentistry in 2019.



**Krupp, Kevin, DDS**, general dentistry practice at 175 Lyness Avenue, Hamilton, OH 45030. Dr. Krupp graduated from The Ohio State University College of Dentistry in 1988.



**Kulwin, Alexandra, DDS**, general dentistry practice at 1291 Kemper Meadow Drive, Cincinnati, OH 45240. Dr. Kulwin graduated from Indiana University School of Dentistry in 2017.



**Kumar, Nishir, DDS**, general dentistry practice at 1222 Nordica Lane, Cincinnati, OH 45255. Dr. Kumar graduated from Indiana University School of Dentistry in 2013.



**Meister, Brian, DDS**, general dentistry practice at 5380 Pleasant Ave., Suite 3B, Fairfield, OH 45014. He is a 2006 graduate of the New York College of Dentistry.



**Nadikuda, Swapna, DMD**, general dentist and graduated from University of Louisville School of Dentistry in 2014.



**Roemisch, David, DDS**, general dentistry practice is located at 311 N. Breiel Blvd, Middletown, OH 45042. Dr. Roemisch is a 2016 graduate of The Ohio State University College of Dentistry.



**Shartzer, Allison, DDS**, general dentistry practice at 1149 Stone Drive, #300, Harrison, OH 45030. She graduated in 2010 from The Ohio State University College of Dentistry.



**Stigall, Rodney, DMD**, oral and maxillofacial surgeon with a practice at 720 East Pete Rose Way, Suite 305, Cincinnati, OH 45202. Dr. Stigall is a 2002 graduate of the University of Louisville College of Dentistry and a 2007 graduate of the University of Cincinnati Medical Center's Oral Surgery & Maxillofacial Surgery.



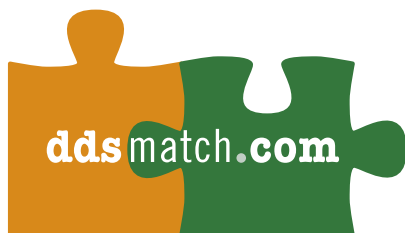
**Thankaraj, Sophia, Dr.** graduated with her dental degree from India and did her post-doctoral training in a general practice residency at Miami Valley Hospital in Dayton, Ohio. Dr. Thankaraj practices at 5900 West Chester Road, West Chester, OH 45069.



**Ulma, Raquel M., DDS, MD**, practices at the Cincinnati Children's Hospital on Burnet Avenue. Dr. Ulma graduated in 2008 from the University of California, Los Angeles School of Dentistry.



**White, Nicole, DDS**, will be graduating in June from the University Hospital's Advanced Education of General Dentistry program. She received her DDS from The Ohio State University College of Dentistry in 2019.



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**Join Dr. Manor Haas on Saturday, October 3, 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, October 3, 2020 **CE Credits:** Three (3) Hours

**Location:** Delta Hotels by Marriott, 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, September 25, 2020 \*\* No Refunds after September 25, 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***





# CDS Calendar 2020 and 2021 Summary to Date!



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**July – Nothing scheduled.**

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## **August**

- 3 Nominating Committee Mtg.
  - 31 Subdistrict 9 Mtg.
- 

## **September**

- 14 Council Mtg.
  - 16 Medical Emergency Course
  - 17 2-Hour Radiology Update Course
  - 18 2-Hour Radiology Update Course
- 

## **October**

- 2 CE w/Dr. Manor Haas
  - 3 Half-day CE w/Dr. Manor Haas
  - 5 Finance Committee Mtg.
  - 8 CDS Member Event
  - 29 CE w/John McGill
- 

## **November**

- 2 Council Mtg.
  - 13 Annual OSHA CE Course
  - 16 Program Committee Mtg.
  - 20 CE w/Karen Davis
- 

## **December**

- 4 CE Bonus Course w/Dr. Harold Crossley
- 5 Opioid CE Course w/Dr. Harold Crossley
- 7 Council Mtg.
- 14 CDS Oral Health Foundation Mtg.



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## **January**

- 8 CDS New Year's Celebration & Awards Night
- 

## **February**

- 5 CE w/Dr. Susan Muller
- 

## **March**

- 24 CE w/Dr. Jeffrey Okeson
- 

## **April**

- 23 CE w/ Dr. Josh Austin
- 

---

**May thru September - Nothing scheduled yet.**

---

## **October**

- 29 CE w/Dr. David Rothman
- 

## **November**

- 19 CE w/Kirk Behrendt

*Upcoming Events*  
 **and Programs!**

# 4 new membership benefits provide added value

By ODA Staff

Over the last several months, the ODA has rolled out some exciting new programs – all of which are providing ODA members with significant benefits for their practices.

## Members are saving money through our group purchasing organization

The Ohio Dental Association Services Corporation (ODASC) created Ohio Discount Dental Supplies (OhioDDS), a group purchasing organization or “buying group” in fall 2019.

OhioDDS allows ODA members to join together and leverage purchasing power to receive discounts on supplies, equipment and services. It is a free program available exclusively to ODA members.

More than 700 ODA members have signed up for OhioDDS, and members on average save 14% on their purchases, with an average savings of \$5,000.

“I saved over \$2,000 my first quarter using OhioDDS,” said Dr. Bruce Grbach, a general dentist in Mentor. “You have the freedom to order your supplies through OhioDDS or your current supplier, whichever is less expensive. On-line ordering is very easy, and we have a fantastic rep that will help in our office.”

ODA members can sign up for OhioDDS at no charge or obligation to order products by visiting [odasc.com](http://odasc.com) and choosing OhioDDS under Practice Resource Products.

## Members are utilizing our comprehensive guide to ensure they are in compliance with regulations

The ODA has put together the

most comprehensive regulatory compliance manual for Ohio dentists, “The Ohio Dentist Advisor: Your Guide to Regulatory Compliance.” This electronic manual is a one-stop shop for all regulatory compliance needs for dental offices.

There are sections on dental license and CE requirements, employment laws, environmental and infection control regulations, prescribing rules, and much more. This user-friendly guide includes forms to assist member dentists to establish their X-ray Quality Assurance Plan, OSHA Exposure Control Plan and OSHA Hazard Communication Plan. The manual also includes various checklists to make regulatory compliance and documentation easier than ever.

The guide has been downloaded by over 1,200 members.

Download the free guide at [oda.org/member-resources/resource-guides/](http://oda.org/member-resources/resource-guides/).

## Members are fulfilling their opioid CE requirement with our online course

The Ohio State Dental Board is now requiring all dentists to complete two hours of continuing education on opioid prescribing and related issues. The rule requires two hours of CE for each of the next two bienniums in order for dentists to renew their license in Ohio and went into effect Jan. 1. This requirement applies to all Ohio licensed dentists, whether or not they write prescriptions.

To help ODA members meet this requirement, the Ohio Dental Association has created a free online CE course, “A Dentist’s Guide to Recognizing and Understanding Addiction and Engaging in Responsible Prescribing Practices.”

The two hour course on opioid prescribing and other addiction-related information is available at [www.oda.org](http://www.oda.org) exclusively to ODA members as a benefit of membership.

“The ODA has been a great resource for making sure I am in compliance and have the most current information,” said Dr. Lisa Davison, an orthodontist in Columbus. I recently completed ODA’s complimentary online opioid course and CE, which is required by the Ohio State Dental Board for license renewal. Little things like this are nice perks of our membership!”

More than 800 members have completed the course so far.

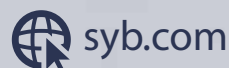
Access the free course at [oda.org/account/continuing-education/](http://oda.org/account/continuing-education/).

## Members are providing their patients with an alternative to traditional insurance with in-office membership plans

The Ohio Dental Association Services Corp. (ODASC) endorsed DentalHQ, a platform to help dentists create, customize and automate their in-office membership plans in the fall of 2019.

In-office membership plans provide alternatives to traditional dental insurance and third-party discount plans. They allow dentists to offer their uninsured patients the ability to join the plan and pay a monthly or yearly fee directly to the dental practice in exchange for services and discounts created by the dentist.

To learn more, sign up for a free web demo, and enroll in the ODASC In-Office Membership Plan powered by DentalHQ, visit <https://www.dentalhq.com/ohio>. ODA members receive nearly 20% off the management fee of DentalHQ.



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