

Cincinnati Dental Society

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Save-the-Dates

Pgs 6

Oral Health in Pregnancy & Children

Pgs 23-24

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Ohio Dental Association's 2020 and 2021 Awards of Excellence



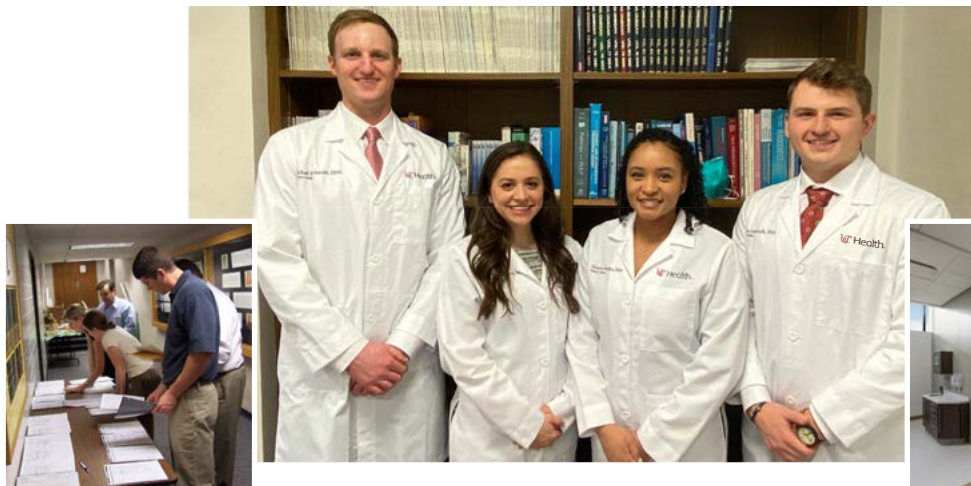
Mark E. Bronson, DDS

*2021 Joseph P. Crowley
Distinguished Dentist Award Recipient*



Michael T. Schaeffer, DDS

2021 Achievement Award Recipient



University of Cincinnati Medical Center

UC Health Dental Center and its Advanced Education in General Dentistry Residency Program

2020 Access to Dental Care Program Award Recipient



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Nick Voynovich – Midwest Payment Processing

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Cincinnati Dental Society

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ARTICLES

President's Message	3
Vicki's Voice	5
Highlights from 2021 ODA House of Delegates, 2021 Callahan Award Dinner & Celebration and the October CDS Member Event	6
June Council Meeting Minutes	7-10
Report of the Nominating Committee for 2022	11
Looking for an Associate or Planning to Retire? CDS can help!.....	12
Free Educational Webinars for October	12
2021 Calendar of Events	13-18
CDS November Member Event.....	19-20
Membership News	21
Oral Health in Pregnancy & Children	23-24

OUR ADVERTISERS

AFTCO	10
Cincinnati Insurance Co.	4
Classified Ads	21
Greater Cincinnati Dental Laboratories, Inc.	OBC
Hayes Handpiece Repairs	22
Integrity Solutions Group.....	18
Midwest Payment Processing	IFC
Stock Yards Bank & Trust	IBC
Superior Dental Care	2
Transworld Systems (TSI).....	22



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Things I Think I Know

As the end draws near on my last year as President of our illustrious Society, I just wanted to share a few things that I've come to believe I know, (maybe). Or maybe just my opinions, but it's my column, so sit back and be amazed.

- 1) **Dentistry is a great profession** and still has an amazing future, even though it is constantly under attack from government entities, insurance companies, DSOs, etc. We can't afford to sit back and watch control of our profession taken from us by non-dentists. Be active in organized dentistry.
- 2) **There are not enough new full-time dentists** to continue the traditional model of solo practitioner owned practices, and the number is decreasing. The corporate model may be the future of practice if we can't convince our younger brothers and sisters the joys of working for yourself.
- 3) **There are not enough well-trained auxiliary members** willing to work at current wage and benefit levels, mostly due to the pandemic. Employees are just being stolen from their existing employers due to the competition. This is not good for us.
- 4) **We are not developing enough young and diverse leadership in our profession.** I'll just leave that here. It will cost us dearly if we don't get this right, quickly.
- 5) **Ergonomic issues are important.** Musculoskeletal issues of the neck and back take out more dentists before their time than anything else. Take care of yourself and don't scrimp on the right equipment for you and your staff.
- 6) **Taxes and inflation are going to rise** for the foreseeable future. These are not the good old days of less than 3% CPI raises. Keep an eye on the office overhead and put that money into your retirement first.
- 7) **I'm old and tired** (and get off my lawn). I have pains in places that I didn't know existed and the sounds when I get up after laying down or sitting for too long are awe inspiring. Who knew?
- 8) **Don't put off doing things till you retire.** You'll never regret taking that vacation over sitting in the office making money. I've seen way too many friends retire only to develop dementia or other health issues way too quickly. Life is short and tomorrow isn't guaranteed.
- 9) **Covid isn't over....**take care of each other, get vaccinated, and don't be a jerk about masks, it's very easy to do and will make everyone else feel safer, even if it violates your constitutional rights, (and it doesn't)
- 10) **If you haven't met Victoria Nixon,** go out of your way to introduce yourself. She cares more about CDS, ODA, and ADA dentists than pretty much all the rest of us put together. She has dedicated her life to serving dentist's and their patient's best interests for most of her adult life. Don't take my word for it, sign up to help our Society and experience it for yourself. You won't regret it.

Thanks for letting me serve you for all these years and if you read this far, you're probably an ex-officer of the Society, so thanks for your friendship and support over the long haul.

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BY VICTORIA J. NIXON, MSA
Executive Director



I saw a phrase the other day that some of you may know, “Be a rainbow in someone’s storm”. Wow, that made me think. Have I ever been a rainbow in someone’s storm? Can I be a rainbow in someone’s storm? Yes, I feel as though I have and mostly with the work our Society and Foundation does to help children and veterans that need us through our Children’s Specialty Dental Care and “Leave No Vet Behind” programs. It makes my day when I get an email or phone call from one of our volunteers telling me how appreciative the family or veteran is because they were able to change their lives. Or receive a before and after picture of a veteran that now has teeth for the first time in years. What could be better! I know all of you give back to the community, not necessary through our programs, but in other ways. Thank you, and to all our volunteers that have continued to support our programs. We could not have done it without you.

So, ask yourself, have I or can I be a rainbow in someone’s storm? And I am certain the answer will be yes. My message is slightly sentimental this time but please be kind to each other. Everyone has something in their life they are dealing with and just a little bit of kindness may be just what they need for them to survive their storm...



Highlights™

2021 ODA House of Delegates



Dr. Manny Chopra Installed as 2021 ODA Vice President



Cincinnati Dental Society and Keely Dental Society Delegation

L to R: (Drs.) Dennis Murphy, Ken Brandt, Steve Moore, Andy Dorr, Mark Bronson, Eric Hickman, Terrence Poole, Shawn Dornhecker, Cathy Graves, Mike Schaeffer, David Vorherr, Rick Yauss, Jesal Patel, Wayne Wauligman, Tom Perrino, Chris Heck, John Bennet, Jr., Manny Chopra, Kim Oberlander, Rob Ghering, April Sprague, Ruchika Khetarpal, Rachel Tepe, and Dan Kelley.

2021 Callahan Award Dinner and Celebration



October CDS Member Event with Dr. Gary Robins

“Non-Odontogenic Toothache & Conditions That Mimic TMD”



The Cincinnati Dental Society

June 1, 2021 Council Meeting Minutes Via Zoom

Secretary: Dr. Wayne R. Wauligman

Call To Order:

The third 2021 Council Meeting was held Monday, June 7, 2021 via Zoom. President-elect Dr. Ruchika Khetarpal called the Council Meeting to order at 6:35 pm. The Order of Business and the CDS Mission and Antitrust Statements were presented to Council prior to the order of business via email from Executive Director Ms. Vicki Nixon.

Roll Call:

Members Present: Drs. Brandt, Chopra, Dagher, Dorr, Khetarpal, Murphy, Newby, Osterday, Perrino, Wauligman, Wessel and Yauss.

Members Absent: Bennet, Heck, Kelley, Parker, Poole, and Schaeffer
Executive Director Ms. Vicki Nixon present.

A quorum was present. With no corrections, the March 29, 2021 Council Meeting Minutes were approved.

After an Executive Session to discuss Dr. Robert Buchholz's request to place an op-ed in the Cincinnati Dental Society Bulletin, Dr. Wauligman made a motion, seconded by Dr. Chopra, to allow or not allow his op-ed to be placed. Council voted unanimously to not allow placement of his op-ed in the Bulletin.

President's Report by President-elect Dr. Ruchika Khetarpal for Dr. John Bennet in his absence:

- Dr. Khetarpal announced honorees for the ODA Awards of Excellence; "Joseph P. Crowley, DDS Distinguished Dentist" and "Achievement" Awards.

Treasurer's Report by Ms. Nixon for Dr. Chris Heck in his absence:

- Ms. Nixon reported our 2020 IRS Form 990 is not yet finished by Barnes Dennig. When it is ready to review, we will schedule a meeting of the Finance Committee. It will then be ready for Council in September.
- Ms. Nixon explained that in the first five months of the year our income is down by thirteen percent, which is the result of not receiving all membership dues yet. We are not in bad shape as our expenses are down 50% at this point. Considering our Covid situation last year, our financial situation is good.

Executive Director's Report by Vicki Nixon:

- Ms. Nixon reported our new website platform is being developed, but it is unknown when it will be completed.
- Our June CDS Member Event is this week and a total of 32 have registered to date. We had to cancel one of the tables due to a lack of attendees signing for it. The other three tables are full. It will be held at the Hard Rock Casino.
- Dr. Khetarpal has selected as a venue for the January 7, 2022 "CDS New Year's Celebration and Awards Night", the Transept across from Washington Park and next to Music Hall.

June Council Meeting Minutes (continued)

CDS Committee Updates:

- *CDS Oral Health Foundation:* Dr. Brandt reported we have a June 14th meeting, but to date we have a good working relationship with the Cincinnati Health Network Dental Center. Dr. Kim Oberlander, who created and organized the seven-chair clinic, is the Director. The Foundation contributed \$35,000 to the Cincinnati Health Network Foundation to help cover the cost of small dental instruments and dental supplies. We also have an agreement and partnership with them for our "Leave No Vet Behind" program. We have begun referring veterans to their dental center. Ms. Nixon reported the need for a new copier as the old one is not repairable any longer. The cost of \$2200 is to be borne by the Foundation if approved at the June 14th meeting. It will benefit both the Foundation and the Society.
- *Membership Committee:* Dr. Rick Yauss reported the Committee is looking to schedule social events at different breweries. Financing for these events has been budgeted. We have a task force meeting June 23rd with the goal of recruiting dentists that fall into the category of diversity. Upon planning for such an event in 2022 we will come back to Council with a budget. Hopefully from the ODA we can secure a grant for this event. We have a new member joining the Cincinnati Dental Society, Dr. Neelum Jadeja.
- *Program Committee:* Dr. Dennis Murphy reported at the Committee's May 24th meeting, the evaluations received back from the three speakers were rated good to very good with Dr. Crossley as excellent. Dr. Crossley expressed a desire to come back so we will sign him up for 2023. Since lecturers are designing their seminars around three-hour programs, such as at the ODA Annual Session, we will be cutting our programs back to six hours from six and one-half. We have been contacted by Heather Ferris, director of the U. C. Blue Ash EFDA Program, that she is interested in being a sponsor for one of our continuing education programs in the future.

ODA Updates:

- *Access to Dental Care:* No report.
- *Annual Session:* Dr. Chopra reported that the Annual Session will be a hybrid meeting, but the House of Delegates will be held in person. In July, registration will be open. There is a position open on the Annual Sessions Committee.
- *Council on Dental Care Programs and Dental Practice:* Drs. Khetarpal and Dr. Chopra reported the council formed a special sub-committee to assist in developing an action plan (which is now being implemented) to address the ODA's concerns that Delta Dental needs to institute a fee increase. The council is working to submit resolutions to the 2021 ODA House of Delegates to address insurance companies' use of dentist rating systems, dentistry as essential healthcare. The council also put forth a recommendation of an ODA member dentist to serve on the Ohio Bureau of Workers' Compensation's Health Care Quality Assurance Advisory Committee.
- *Executive Committee/Finance:* Dr. Chopra presented the ODA Treasurer's report. There is a zero percent change in revenue since last year, and expenses are down 7%, so the overall news is good. The Ohio State Dental Board has proposed some new anesthesia and sedation rules outlining requirements for general, deep, and moderate sedation. They are trying to finalize these rules which will include education and fees. The board has hired new legal counsel who is working on their backlog of cases. The non-covered services bill will be sponsored by Rep. Jason Stephens. There is no update news on the dental therapist issue at this stage. The last two legislative sessions saw no activity or sponsorship with any dental therapist bill. The Telehealth Bill is getting hearings and the Smile Direct Club is requesting new amendments to teledentistry.

The current law allows synchronous but not asynchronous (store and forward) communications. The e-Prescribe Bill, regarding Schedule II prescriptions, will require electronic prescriptions, and has currently passed in 23-24 states. The ODA is trying to get dentists exempt if they write less than a certain number of these prescriptions. The number suggested is fifty per year. Only two states have this exemption in place. The e-Prescribe bill will pass as it is becoming the policy throughout the country.

The North-east Ohio Medical University is planning to open a new dental school in Ohio in the Canton area. They have requested \$1 million per year over the next two fiscal years from the State of Ohio in the budget bill. It will be based upon the Community Health Center concept, where two years are spent in traditional learning with labs and didactics, and with the two following years practicing out in the community. It was formed to fill the need for having dentists in the underserved areas, thinking there are not enough dentists. The ODA informed them there is not a dentist shortage but rather a distribution shortage. On the issue of congressional redistricting, the State of Ohio will have a two-year map that will be released in August. It is thought it will be challenged at the Ohio Supreme Court. Dr. Matthew Messina has been reappointed as executive editor of "ODA Today". Speaker of the House of Delegates will be Dr. Denise Hering for 2022. Vice Speaker will be Dr. Kelly Roth. Dr. James Fanno, who has been our parliamentarian for fifty years, will be retiring. CDCPDP, the Council on Dental Care Programs and Dental Practice, before Covid, considered the idea of dentists giving flu shots to the public. The Council decided to recommend to the Executive Committee that it is not a good, feasible model due to extensive requirements. Therefore, it was not recommended to do this. But now, considering dentists being essential workers, the governor asked if dentists would do Covid vaccinations under emergency authorization. Since this time CDCPDP has been asked to evaluate the need and viability of dentists giving all types of vaccines. This would be in their offices and would not be mandatory. Dr. Chopra took a poll of the twelve CDS Council members present, and all indicated they would not offer vaccinations in their offices. Discussion then followed from Dr. Khetarpal's question about who can or should sponsor such events as the Leadership Institute. Dr. Chopra explained we need to fund for example, the Leadership Institute, as there are significant expenses involved. An issue not discussed at the latest meeting is when and if meetings can be held in person at the ODA. The Executive Committee has met virtually for the past year. Discussion then followed about the further need for wearing masks and if posting the mask sign is still required.

- *ODA Membership:* Dr. Yauss reported the last meeting was in May. The list of members with unpaid dues has been dwindling. The next meeting is in August and after that meeting there will be more to report.
- *Sub-council on Diversity Inclusion:* Dr. Khetarpal reported the Council has met and first defined who they are and to let others know they exist. Short- and long-term goals were discussed. They will pair up with the Women's Symposium at the ODA with speakers Dr. Canise Bean, Dr. Billie Sue Kyger and Dr. Kathy O'Loughlin, outgoing director of the ADA. This will help get the word out. A CDS Event will be planned.
- *ODA Foundation Board:* Dr. Brandt reported a fundraiser called the "Beard Chop" brought in about \$20,000 for the Foundation. The raffle system has a prize of free membership in the tripartite ADA, ODA, and local dental societies. The Foundation hopes to be back to normal next year. Dr. Chopra brought up Dr. Brandt's attendance on this Board has been twelve years and deserves congratulations for doing so. Council so thanked him.

June Council Meeting Minutes *(continued)*

- *ODPAC*: No report.

Old Business/New Business:

- Dr. Don Willen, Secretary of the Greater Cincinnati Dental Study Club, was putting together his CE for the Club in 2022, and he spoke with Mindy Franks, who handles continuing education at the OSDB. He found that in July, the Ohio State Dental Board will require study clubs to register through permanent sponsors, such as the dental societies, to achieve credit for their continuing education credits. For the CDS, this issue will be brought up first at the CDS Program Committee. Approval, if instituted, would go through this Committee, and involve applications and time and effort of the Committee members. Dr. Perrino noted the Ohio State Dental Board does not want to be in the business of approving courses. The ODA, as well as the dental colleges, also could approve continuing education credit for the study clubs.

Announcements:

- August 11, 2021 is the CDS only Subdistrict 9 meeting.
- September 13 is the next Council Meeting, live and in person at the CDS office.
- September 23 will be the joint Subdistrict 9 meeting for both CDS and Keeley delegates and alternates to the ODA House of Representatives.

Dr. Khetarpal adjourned the Council Meeting



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Report of the Nominating Committee for 2022

This report was approved by Council on September 13, 2021. By email Council will ask the Cincinnati Dental Society membership for additional nominations before the final vote.

PRESIDENT:	Ruchika Khetarpal, D.D.S.
PRESIDENT-ELECT:	Andrew J. Dorr, D.D.S.
VICE PRESIDENT:	Christopher F. Heck, D.M.D.
SECRETARY:	Mary Ann Hanlon, D.D.S.
TREASURER:	Monica L. Newby, D.D.S.
IMMEDIATE PAST PRESIDENT:	John B. Bennet, Jr., D.D.S.

COUNCIL MEMBERS:	3-Year Term
	Daniel J. Kelley, D.D.S.
	Thomas J. Perrino, D.D.S.
	Wayne R. Wauligman, D.D.S.
	Richard A. Yauss, D.D.S.
	1-Year Term Joseph A. Dagher, D.D.S.
	1-Year Term Jacob S. Stadiem, D.M.D.

ODA DELEGATES:	3-Year Term
	Daniel J. Kelley, D.D.S.
	Ruchika Khetarpal, D.D.S.
	Monica L. Newby, D.D.S.
	Thomas J. Perrino, D.D.S.
	Jeffrey R. Wessel, D.D.S.

ODA ALTERNATE DELEGATES:	3-Year Term
	Rachel L. Tepe, D.D.S.

FINANCE COMMITTEE:	None Needed in 2022
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Submitted by 2021 Nominating Committee:

Thomas J. Perrino, D.D.S. (Chair) – John B. Bennet, Jr., D.D.S. – Christopher F. Heck, D.M.D.
Dennis M. Murphy, D.D.S. – Michael T. Schaeffer, D.D.S.

Looking for an Associate or Planning to Retire? CDS can help!

Dentist Name _____

Location/Address _____

____ Associate ____ Planning to Retire ____ Other, please indicate below in details.

____ Yes, please share my information with those interested

____ Please provide me information on those interested. I prefer that my information is not shared.

Contact Information _____

Please provide additional details. _____

Fax this form to Vicki Nixon at 513-984-3047.

Thank you and please remember your information will be kept strictly confidential.

Free Educational Webinars Brought to You By Two of the Cincinnati Dental Society's 2021 Preferred Providers!

Midwest Payment Processing and Transworld Systems, (TSI)

Just a few minutes of your time may save you money and help your bottom line!



October Schedule

Midwest Payment Processing

"Contactless Payment Processing-Keep Your Patients and Staff Safe During the Pandemic!"

Presented by Julie Joseph, Account Executive

Date: Wednesday, October 20, 2021

Registration Deadline: Friday, October 15, 2021

Log-on Period: 1 to 1:10 pm

Webinar: 1:15 to 1:30 pm

Transworld Systems, (TSI)

"How to Automate Your Collection Process"

Presented by Laurie Boisclair, Senior Sales Team

Date: Wednesday, October 27, 2021

Registration Deadline: Friday, October 22, 2021

Log-on Period: 1 to 1:10 pm

Webinar: 1:15 to 1:30 pm

How do you register for these free webinars?

Simply complete the section below and return to the Cincinnati Dental Society office by the registration deadline either by fax, 513-984-3047 or email, vicki@cincinnatiadental.org.

A link to join the webinar will be sent to all attendees the day before the event.

The webinars will be conducted using Zoom. **PLEASE CIRCLE THE WEBINAR(S) ABOVE THAT YOU WISH TO ATTEND.**

If you have any questions, please contact Vicki Nixon at 513-984-3443.

Dentist _____ Attendee Name _____

Email _____ Phone # _____

2021 Calendar of Events

OCTOBER

Meetings

October 25: Finance Committee meeting at 6:30 pm.

Continuing Education

October 29: “The 4 P’s of Pediatric Dentistry: Physiology, Pharmacology, Psychology and Phamily” and “You Want to Do What to My Child?” by David Rothman, DDS

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, Dental Career Connect and Superior Dental Care

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

CE Credits: 6.5 CE Credits Hours



David Rothman, DDS

First Course Description

Are you overwhelmed with angst when you know children will be coming to your office? This presentation will reveal many of our secrets for making the day a pleasant one with children. We will discuss what factors of a child's growth and development and family involvement will help you plan appropriate behavior management for the Child and the Parent in this day of linked in, wired and overtired kids. We will review the nonpharmacologic (and sometimes pharmacologic) tips and techniques needed to get the child through a dental visit despite the parents' protestations otherwise.

Learning Objectives

- Understand and manage the behavior of the under parented, overstressed, no limits child of the new decade.
- Review how family and social influences are redefining and shaping the child and the family relationship.
- Understand the developmental milestones and their application to appropriate behavior management.
- Review the pharmacology and physiology of nitrous oxide/oxygen sedation in children.

Second Course Description

Training the Parents for a Caries Free Child You're either a new grad or a seasoned professional who has kept up on trends in restorative and implant dentistry but now there's a kid sitting in the chair and all you remember is Prevention 101 and those 15 hours of Ped Dent clinic and lectures in dental school and you are panicking. We'll be evaluating evidence-based research on the issues of caries, hygiene, diet, risk assessment, prevention, and a primer on how to manage the family (it's not just the child) for the initial evaluation and follow up visits to create the "caries-free kid".

Learning Objectives

- Know what to look for during the initial intake, counseling, and exam.
- Develop a preventive strategy based on current understanding of the interrelationship between diet, frequency, carcinogenicity, and inconsistent parenting.
- Understand diagnostic modalities appropriate to children and factors that influence development of child and how they can help treatment at the various developmental stages.

2021 Calendar of Events (continued)

About the Speaker

Dr. Rothman received his B.A. cum laude from the SUNY at Buffalo and his D.D.S. from NYU College of Dentistry. He completed a General Practice Residency at Albert Einstein Medical Center in Philadelphia, Anesthesia Residency at the Medical College of Pennsylvania, and a Pediatric Dentistry Residency at Children's Hospital/Oakland and the University of California, San Francisco. He was Director of the Pediatric Dentistry Residency program at UCSF and in 1989 assumed the Chair of the Department of Pediatric Dentistry at the University of the Pacific School of Dentistry. He left academics in 1998 to pursue a full-time career in private practice.

Dr. Rothman is a Diplomate of the American Board of Pediatric Dentistry and is a Fellow of the American Academy of Pediatric Dentistry. He is a member of Pierre Fauchard Society and the International College of Dentists and the ADA, CDA, ADSA, AAPD and the California Society of Pediatric Dentistry. He is past president of the College of Diplomates of the American Board of Pediatric Dentistry, the California Society of Dentistry for Children, and the California Society of Pediatric Dentistry. He has also served on the boards of Support for Families of Children with Disabilities, the Dental Health Foundation, and the Jewish Community Center of SF. He is a member of the medical staffs of Children's Hospital/Oakland, California Pacific Medical Center and Kaiser Permanente Medical Center.

Dr. Rothman speaks nationally and internationally to dental and medical groups on the topics of anesthesia, sedation, pediatric dentistry, and dentistry for people with special needs. He and his wife have three children, and he plans on working forever while enjoying hiking, skiing, and the arts scene in San Francisco.

October 29, 2021

Full Series Registration and Cancellation Deadline: October 22, 2021

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 22, 2021

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.

NOVEMBER

Meetings

November 8: 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.

Continuing Education

November 5: “Regulatory Compliance Checkup for the Dental Office”, speaker Christopher A. Moore. See pages 19 and 20.

November 19: “Being All That We Can Be: Changing Perspective to Change Reality” by Kirk Behrendt

Location: Delta Hotels by Marriott, 11320 Chester Road, directly across the street from the Sharonville Convention Center.

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

Sponsored

In Part by: Cincinnati Insurance Company, Dental Career Connect, Stock Yards Bank & Trust, and UC Blue Ash Dental Hygiene Technology Program

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

CE Credits: 6.5 CE Credits Hours



Kirk Behrendt

First Course Description

During this valuable day we will examine what it truly means to be all that we can be for our patients. We use words like excellence, commitment, and service, but do we really give all that we can give to the people we serve? See how some of the best dental practices are tapping unused resources to deepen their connections with patients, increase their personal passion, optimize their performance, increase their production, and boost their profitability in the current economy. Without the proper focus it is easy to experience burnout. See the new techniques and business model that complete clinician teams are using to truly be all they can be for the people they serve.

Learning Objectives

- Diagnose the elements that make a successful practice and promote continual growth.
- See the steps to create more significant and powerful relationships with patients.
- Preparing for the “stage” of great performance and how to set your practice up to succeed.
- Use a step-by-step diagnostic tool to identify (and correct) specific areas of the practice that suppress production and limit new patient growth.
- See how to authentically inspire your team to stay “fully engaged” with patients.
- How to produce more as a team and “let go” to grow.
- Managing the emotional undertones and physical systems for optimal performance.
- Examine the secrets of coaching your team to an inspired and winning season every year.

About the Speaker

Kirk Behrendt is the Founder of ACT Dental, a customized coaching company for dentists. He has invested his entire professional life studying the top dental practices in the world and the leadership that guides them. As the founder of ACT, his vision is driven by the commitment to provide highly personalized care to the dental profession. By creating a talented team of experts, Kirk and his team continue to positively impact the practice of dentistry one practice at a time. His personal mission is to use up every ounce of his potential. He lectures all over the world to help individuals take control of their own lives. Kirk has been recognized as one of Dentistry Today as one of the Top Leaders in Dental. Dr. Peter Dawson called him “THE best motivator I have ever heard.” Kirk has competed internationally in 4 Ironman Triathlons and 9 Half-Iron Triathlons. He currently trains with some of the best triathletes competing in the world today. His feeling is that there is no greater parallel to optimal business performance than optimal athletic performance. He loves cycling, basketball, stand-up comedy, and most of all, spending time with his wife, Sarah, and children Kinzie, Lily, Zoe & Bo.

2021 Calendar of Events (continued)

November 19, 2021

Full Series Registration and Cancellation Deadline: November 12, 2021

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: November 12, 2021

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.



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2021 Calendar of Events *(continued)*

DECEMBER

Meetings

December 6: 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.

December 13: CDS's Oral Health Foundation Board meeting begins at 6:30 pm.

Continuing Education

December 10: "Red, White, and Ulcerative Lesions of the Oral Cavity" What are they? How to treat?" by Susan Muller, DMD

Location: Delta Hotels by Marriott, 11320 Chester Road, directly across the street from the Sharonville Convention Center.

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

Sponsored

In Part by: Cincinnati Insurance Company, Dental Career Connect, and Superior Dental Care

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

CE Credits: 6.5 CE Credits Hours



Susan Muller, DMD

First Course Description

Fasten your seatbelts! This lecture will be heavy on pictures with the goal of guiding the health care provider through the differential diagnosis, treatment, and management of commonly encountered oral soft tissue growths and ulcers in the dental office. Differentiating oral ulcers based on the clinical presentation, duration and location is imperative for appropriate management. Subjects include the differential diagnoses of white lesions including leukoplakia and lichen planus and red lesions including erythroplakia and geographic tongue. Emphasis on the clinical presentation of oral dysplasia or early cancer will be discussed. Diagnosis and treatment algorithms of lichen planus and other vesiculo-erosive conditions that can affect the oral mucosa will be presented. Biopsy techniques including biopsies for direct immunofluorescence will be reviewed. Diagnosis and treatment options for Burning Mouth/Tongue Syndrome will be discussed and tips on separating this entity from other causes of burning, including candidiasis and reactions to topical agents such as cinnamon, mints, and other agents. Differentiating oral ulcers based on clinical presentation, duration and location will be discussed, with special reference to aphthous ulcers and oral herpes. A review of HPV infections that affect the oral cavity both benign and malignant will be discussed. The presentation of oropharyngeal carcinoma in contrast to oral cavity cancer will be illustrated. And the role of oral health care providers in screening for these cancers will be discussed

Learning Objectives

- 1) How to develop a differential diagnosis for common oral growths.
- 2) Understand how color, shape and size can aid in identifying the growth.
- 3) Learn which lesions are normal variations and when to refer for biopsy.
- 4) Be familiar with the terminology of leukoplakia and erythroplakia and how to distinguish these entities from masqueraders.
- 5) How to develop an organized approach to oral examinations and recognize the most common areas for oral cancer development.
- 6) Understand the role of HPV in cancer.

About the Speaker

Prior to her current practice at Atlanta Oral Pathology, Dr. Susan Muller served on the faculty of the Emory University School of Medicine from 1995-2015, holding joint appointments in the Department of Otolaryngology, Department of Pathology, and the Winship Cancer Institute. Dr. Muller completed her oral and maxillofacial pathology training at Emory and a head and neck pathology fellowship at the University of Pittsburgh under the tutelage of Dr. Leon Barnes. She has lectured extensively on oral pathology both nationally and internationally, has more than 175 peer-reviewed publications and abstracts, and has contributed more than 35 chapters to textbooks on head and neck pathology. She has held offices in various organizations including the American Academy of Oral and Maxillofacial Pathology and the American Board of Oral and Maxillofacial Pathology and has served on the editorial boards of such journals as Head and Neck Pathology and Oral Surgery, Oral Medicine, Oral Pathology, Oral Radiology

2021 Calendar of Events *(continued)*

December 10 2021

Full Series Registration and Cancellation Deadline: December 3, 2021

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: December 3, 2021

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.



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THE CINCINNATI DENTAL SOCIETY'S

Regulatory Compliance Checkup for the Dental Office

Speaker: Christopher A. Moore

DATE: Friday, November 5, 2021

CREDITS: 3.0 CE Credits

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

TIME: 7:45 a.m. Registration & Continental Breakfast
8:30 a.m. Program by Christopher A. Moore

This course includes information about HIPAA compliance, so we have increased the total time of the course from 2 to 3 hours.

FEES: First Person \$80 for CDS Member * * \$95 for ADA Member * * \$120 for Non-Member
Additional Person(s): \$50 each

COURSE DESCRIPTION:

Every dental office would like assurance that it is compliant with all the laws and regulations governing the practice of dentistry. Becoming and staying compliant, however, can be an arduous and confusing process. This seminar will provide attendees with practical information and guidance to help them meet their regulatory obligations including the latest state and federal regulations affecting the practice of dentistry, common areas of non-compliance, HIPAA compliance and required annual training for OSHA.

Learning Objectives

- Understand current regulatory issues impacting Ohio dental practices.
- Learn action steps to practically address regulatory compliance issues.
- Meet the annual training requirement of the OSHA Bloodborne Pathogens Standard.

SPEAKER: - Christopher A. Moore

Christopher A. Moore, ODA Director of Dental Services. Chris Moore currently serves as director of dental services for the Ohio Dental Association. He has served at the ODA for 32 years and currently administers the association's third-party payer, peer review, dental practice, and regulatory compliance programs. Chris received a Bachelor of Arts degree from Case Western Reserve University and a Master of Arts degree from Kent State University.

THE CINCINNATI DENTAL SOCIETY'S
Regulatory Compliance Checkup for
the Dental Office

Registration Form for November 5, 2021

Please Note:

- One Form Per Dental Office Please.
- Registration Deadline is October 29, 2021.
- **Cancellation Policy:** A \$25 cancellation fee will be charged if registration is cancelled after October 29, 2021.

Dentist: _____ Phone Number: _____

Dentist or First Person: _____

Names of Additional Staff Members: _____

FEES: First Person \$80 for CDS Member * * \$95 for ADA Member * * \$120 for Non-Member
Additional Person(s): \$50 each

**To register for this course, please make check payable to Cincinnati Dental Society and mail with this form to: 9200 Montgomery Road, Suite 21-A, Cincinnati, OH 45242.
Or fill out credit card information and fax to 513-984-3047.**

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

Name on Card: _____ Amount: _____ CVV#: _____
Business or Personal Card? (Please circle one.)

If personal card, please provide your complete address: _____

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

MEMBERSHIP NEWS

Welcome New Members!

Budde, Savannah, Dr., general dentist practicing at 16 E. Main Street in Addyston, OH. She received her DDS degree from The Ohio State University in 2021 resides in Amelia.

Kim, Mi Young, Dr., practicing at 222 Piedmont Avenue, Suite 8300 and is a 2015 graduate with a Maxillofacial Prosthodontics Fellowship both from the University of Alabama at Birmingham.

Ly, Jeffrey, Dr., general dentist, and a graduate of the Midwestern University in Illinois. He practices at HealthSource of Ohio in Mt. Orab.

Malenfant, Carlyn, Dr., general dentist and 2019 graduate of LECOM College of Dental Medicine, practicing at Afinia Dental.

Strawman, Brittany, Dr., general dentist and 2015 graduate from University of Michigan, returned to Cincinnati with her husband Dr. Kyle Tangney.

Tangney, Kyle, Dr., general dentist and 2015 graduate from University of Michigan, returned to Cincinnati with his wife, Dr. Brittany Strawman.

Congratulations Corner!

President of the American Association of Dental Boards, Dr. Robert Zena, recently appointed Dr. Frank Recker to the Commission of Dental Accreditation for a four-year term. We wish Dr. Recker are very best and much success with this new appointment.

Drs. Margaret Ernst, Mark Gerome and Bryan Osterday recently received their certification as a Diplomate of the American Board of Dental Sleep Medicine, an independent, nonprofit, self-designated board certifying licensed dentists who treat sleep-related breathing disorders. To become a Diplomate those dentists duly licensed by law must successfully complete the certification requirements established by the American Board of Dental Sleep Medicine. Congratulations on this achieving "the Gold Standard of Excellence in Dental Sleep Medicine"!

CLASSIFIED ADS

Full-time associate needed

Full-time associate needed in a well-established, Family/Implant/Cosmetic practice in the highly desirable Norwood area. The practice averages 52 new patients a month with a total active patient base of 5,775. The patient base is a mix of Self-Pay/PPO only. The office has a total of 9 operatories and averages \$2.4 million a year in collections and has an EFDA on staff, as well as a dedicated practice manager to help the office perform at its best. The owners are looking for an associate to replace two part-time retiring dentists with one full-time associate and to keep up with growing patient demand. Two senior dentists will provide mentorship to ensure growth and success. The office keeps most procedures in-house, does same-day crowns with CEREC, and relies heavily on the latest technology for optimal patient care. Compensation is negotiable on experience. Join a tenured, caring staff, and successful office in an exciting, newly renovated location today. Interested candidates can email ahaverkamp@fyasmile.com.

Associate Dentist - Partnership Opportunity

Dental Associates of West Chester is a full-service family and cosmetic dental office in West Chester, OH. Established in 1990, our practice is privileged to provide outstanding dental care to West Chester and the surrounding areas of Mason and Sharonville. Our practice is currently seeking a qualified dental associate to fulfill a full or part time role. The ideal candidate would be ready to hit the ground running in a busy office with 50+ new patients per month and an active patient pool of over 4500. Managing dentist is seeking a candidate interested in partnership opportunity. Our senior doctor has just retired after 30 years of full-time practice and our current associate is relocating to a different state. We are a busy office with an exceptional, loyal patient base. Our privately owned practice has just been fully remodeled, inside, and out, with all new equipment and 11 operatories. This would be a great opportunity for a dentist who is looking for a long-term position in a wonderful, friendly office that is highly respected in our community. • Compensation based on percentage of collections with starting minimums • Malpractice coverage provided • 401k & Profit Sharing

Please send resumes to Dr. David Manegold, dmanegold@dentalassociatesWC.com

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Transworld Systems (TSI)
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<https://GoTSI.com/laurieboisclair>
Phone Number: (513) 260-3207
Toll Free: (888) 852-8878
Email: laurie.boisclair@transworldsystems.com

Company Background:

Transworld Systems(TSICO) leader in dental practice collection, our diplomatic approach to collections recovers more of your revenue while maintaining patient relationships. Our industry-leading focus on compliance ensures you, your patients and your data are protected. Our low flat –fee pricing or contingency fee traditional services coupled with our ease of use integrations with most dental practice management systems, helps practices like yours save more while recovering more. TSI works with 10,000+ dentists nationally! Single dental practices and multi sites served.

Exclusive to CDS Members:

- Fixed fee pricing per account and Contingency fee Collection-CDS Association Discount
- Choose between Pre-Collections, Soft & Hard Collections: Accelerator, Profit Recovery & Collections
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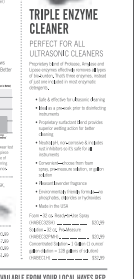
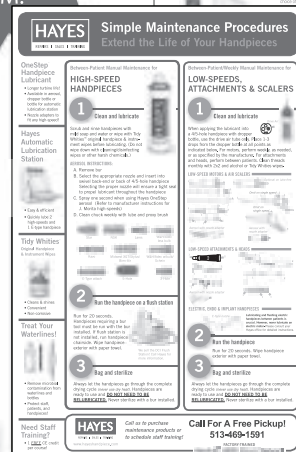
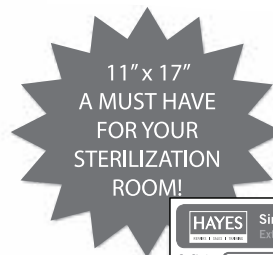
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Oral Health in Pregnancy & Children



Oral health IS health, yet oral health is either absent or underrepresented in conversations about overall health.

Oral Health is Essential in the Prenatal Period

1. Nearly 60 to 75% of pregnant women have gingivitis, which occurs when gums become inflamed due to changing hormones during pregnancy.¹
Periodontitis (gum disease) has been associated with poor pregnancy outcomes, including preterm birth and low birth weight.¹
2. Improved oral health of pregnant women can reduce children's future risk of tooth decay. Children are 3x as likely to have tooth decay if their mothers have high levels of untreated tooth decay.
3. Dental checkups and cleanings can reduce oral health problems in pregnancy.²
 - In 2018, fewer than **50%** had a dental cleaning during their pregnancy. This number drops considerably for pregnant women of color and those with incomes below \$32,000/yr.
 - Only **35%** of black pregnant women had their teeth cleaned.³

The Effects of Untreated Tooth Decay

1. Every year, thousands of patients visit a hospital Emergency Department (ED) for preventable dental conditions. These visits cost taxpayers, hospitals, and the government about \$2 billion each year.⁴
2. These patients are often treated with antibiotics and pain medications, which do not address the underlying dental condition and are an inefficient use of resources.
3. 4,158 children with Medicaid visited the ED for non-traumatic dental conditions in 2019.⁵
 - **48%** had a follow-up visit in 7 days.
 - **57%** had a follow up visit in 30 days.
 - **68%** had a follow-up visit in 180 days.
 - **32%** had NO follow-up visit.

Oral Health is Essential to Children's Overall Health

1. Primary (baby) teeth are necessary to chew, smile, speak, and hold space for adult teeth.
2. Cavities in baby teeth need to be checked by a dentist.
3. Untreated tooth decay impacts childhood success, including academic readiness, absenteeism, career readiness, mental health and well-being.
4. Untreated tooth decay can lead to chronic pain and sleep and eating disorders.
5. Exposure to Adverse Childhood Experiences (ACEs) may be an important predictive factor for poor oral health. Early research shows exposure to 4+ ACEs was associated with a higher level of tooth loss and restorations at any age.

Oral Disease is a Burden for Children with Disabilities & Children in Poverty

1. Many children with disabilities are unable to cooperate with dental treatment and take medications which cause dry mouth (xerostomia), reducing saliva and increasing the risk of tooth decay.
2. Home health/personal care aides may not be trained in oral health, and there is a shortage of dentists trained to work with children with disabilities.
3. Low socioeconomic status is one of the strongest determinants of tooth decay in children.
 - **30%** of Ohio Appalachian children (ages 0-5) live in poverty.
 - **54%** of Ohio black children (ages 0-5) live in poverty.⁶

Sources:

1. CDC • 2. American Academy of Pediatric Dentistry • 3. 2019 Ohio Pregnancy Assessment Survey • 4. Dentistry Today, 2020 • 5. Ohio Department of Medicaid • 6. Groundwork Ohio

Primary care providers are critical players in oral health prevention.

- > **The well-child visit** is an ideal time for applying fluoride varnish to children's teeth beginning at the age of primary tooth eruption through age 5. Fluoride varnish is crucial to tooth decay prevention.
- > **Prenatal visits** can be used as an opportunity to encourage pregnant women to seek preventive oral health care during pregnancy.

Improving the economic security and well-being of infants, children, & families with low income

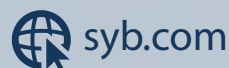
Supportive Medicaid Policies in Ohio:

12-month postpartum coverage.....	YES
Adult dental benefit in the Medicaid Program.....	YES
Two dental hygiene cleanings for pregnant women.....	YES
Application of fluoride varnish twice a year by medical providers	YES
Age 1 dental visit.....	YES
Dental examination every 6 months for children from birth through age 20	YES
<i>(including preventive, diagnostic and treatment services as medically necessary)</i>	



> **OralHealthOhio.org**

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