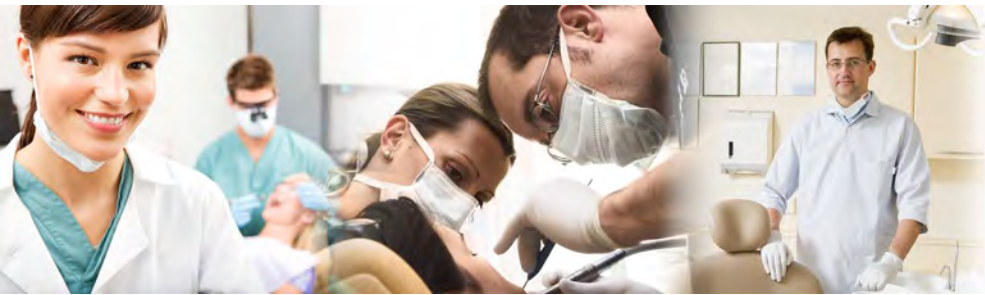


# Cincinnati Dental Society

[www.CINCINNATIDENTAL.org](http://www.CINCINNATIDENTAL.org)

Volume 92 | No. 3

April | 2023



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### **Contact Info for Midwest Payment Processing:**

- Julie Joseph
- 513.236.2851
- [julie@midwestpay.com](mailto:julie@midwestpay.com)

Julie Joseph – Account Executive, Midwest Payment Processing  
Nick Voynovich – CEO, Midwest Payment Processing

A handwritten signature in black ink, appearing to read "Victoria J. Nixon".

Victoria J. Nixon, Executive Director



# Cincinnati Dental Society

## B • U • L • L • E • T • I • N

APRIL 2023 • VOLUME 92 NUMBER 3 • EMAIL: [CDS@cincinnatiadental.org](mailto:CDS@cincinnatiadental.org) • [www.cincinnatiadental.org](http://www.cincinnatiadental.org)

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## CDS Cares!



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MEMBER PUBLICATION  
AMERICAN ASSOCIATION OF DENTAL EDITORS

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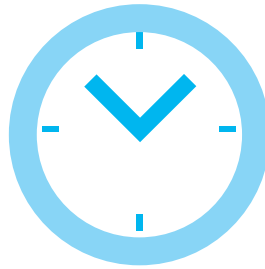
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ANDREW J. DORR, D.D.S.  
*President*



The last few weeks of February and the beginning of March brought Winter's last attempt to ruin what had been a relatively mild Winter. This attempt came in the form of high winds that uprooted trees and turned the power off for many. The change over from Winter to Spring led me to think of how dentistry has changed since I first started practicing 25 years ago.

Our methods of communication with patients relied on the telephone and direct mailings; whereas today we have automated services such as RevenueWell and LightHouse 360 that send texts and e-reminders that keep us in constant contact with our patients. Practice management software has streamlined administrative processes in a practice so we can spend more time on patient's needs. Many practices use Facebook, Twitter, and Instagram to communicate with patients.

Materials we use to restore teeth have seen major changes as well. Amalgam restorations, porcelain fused to metal crowns and gold crowns have been replaced by composite, Zirconia, and Emax. Improvements in implants have led to single tooth implant being standard of care for the replacement of a missing tooth as opposed to a three-unit bridge.

Orthodontics has seen changes as well. Although traditional braces are still commonplace, clear aligners have provided patients with another option to correct misalignment of their dentition.

X-ray technology has moved from film based with higher radiation, chemicals and a darkroom to digital x-rays that allow instantaneous feedback and less radiation exposure.

CBCT scans have become integrated in many offices, which have helped with implant procedures and difficult diagnosis.

Stone models are being replaced with 3D printed models. Alginate and polyvinylsiloxane impressions are replaced with intraoral scans. These scanners are now being produced by many different companies. CAD systems that provide in office restorations, which were a relatively new concept 25 years ago, have improved and are used in many offices.

One of the negative changes we have seen in the last 25 years is the cost of dental education. The average dental school graduate is burdened by an average of \$220,000-\$500,000 in student loan debt after completing four years of dental school. Dependent on whether the school is a private or public institution.

A change that has not occurred in the past 25 years is the yearly insurance benefit our patients receive from their insurance carriers. This has remained on average \$1000.00-\$1500.00 per patients annually for the past 25 years. However, this is a subject for another bulletin message.

I look forward to change in seasons. Moving from Winter to Spring is especially satisfying. Changes in dentistry will continue to occur and benefit our profession and our patients. Have a great spring everyone!

---

The average dental school graduate is burdened by an average of \$220,000-\$500,000 in student loan debt after completing four years of dental school.

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BY VICTORIA J. NIXON, MSA  
Executive Director

For this Bulletin, I'm taking Dr. Dorr's lead on his "winds of change" president's message.

I have been the Executive Director for 23 years, almost as long as Dr. Dorr has been in practice. Speaking of change, and what I have seen and experienced, of course, is different than the changes he has seen. Nonetheless, the changes are something to note and quite astounding, in my opinion.

First, membership. In 2006 our member renewal rate was 96.77%. We are now at a 88.89% member renewal rate. Higher than the national and state rate, but still down. Why is this? Perhaps we have not done a good job at listening to what our members need or want? Perhaps those that did not renew their membership didn't find a benefit of being a member of the tripartite? Or, perhaps we have a more transient society than years ago with dentists moving to another city or out of the state of Ohio? Knowing the reasons why a dentist does not renew their membership is hard to determine, but we try our very best to "please everyone." However, just think, can you please everyone? Can you please all your patients, staff, family, or friends? The answer is NO, we cannot. But as I said earlier we try our best, so please remember that and don't be hesitant to let our leadership or me know what we can do differently to help keep you as member of our Society!

Second, continuing education full-day lecture series. Typically, we had more than 135 of our members take advantage of our full-day lecture series, now we are lucky to have 30. Wow, that is definitely a big difference. I remember the year the Ohio State Dental Board changed how dentists and hygienists get their required CE hours; all can be done online. Our two main revenue resources are membership dues and continuing education. When the new OSDB rule took effect, we had to let go my support staff; one full-time and one part-time. It was not an easy decision to make, but with the CE income dropping by more than \$75,000 for the year, it had to be made. COVID did not help, with more CE being offered online really hurt. Our Society vowed to continue offering live CE lectures, because there is something to be said about attending a live lecture. I see the camaraderie that

takes place, sharing of ideas, questions, not one silly, answered by the speaker or even another dentist. To me, that is priceless. I love seeing the dynamics in the room, plus I love seeing our members! I know it is not always possible to take a CE course on a Friday, but if you ever have a chance to rearrange your patient schedule just once a year, it would be well worth it!

Third, CDS member events. For the newer members of our Society, these were conducted monthly and were called "Scientific Meeting" and there would be over 150, more before I started as I have been told. A sit-down dinner was provided before the speaker was introduced, and they were held at the same place downtown. We started seeing a decline in attendance and thought possibly the name of the event was turning our members off, especially our new, younger, members. So, we made a name change to CDS Member Event, tried to have them at different venues and add non-clinical topics to the mix. This helped some, but we know we will never see 150 at a CDS Member Event again, but it would be wonderful if we could have at least 60 members attend. These are complimentary, part of your membership dues, one hour of CE, and held at night, so taking a day off work is not needed. I know families are busier than ever these days, but once again, just attend one a year and you will find out how rewarding they can be.

In 2005, the Society started a foundation, named "Cincinnati Center for Children's Dentistry", and opened a two-chair dental clinic in the lower level of the Roselawn Lutheran Church to serve children ages 3 to 18 that were not covered by any dental insurance. We were opened just one day a week, Friday, and our volunteer dentists, hygienist, and dental assistants worked one-half day, and it was successful, and we helped a lot of children. When the Affordable Care Act was enacted in 2010, many more families were eligible for state funded



*Continued on page 10*

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**Krista Porter, VP Regional Healthcare Banker 513.260.6248 or [krista\\_i\\_porter@keybank.com](mailto:krista_i_porter@keybank.com)**



# 2023 Month of April Calendar of Events

## Meetings

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

**April 17:** Membership Committee Meeting begins at 6:30 pm.

## CDS Member Event

**April 13:** CDS Member Event at Kenwood Country Club on “The Cleft Patient in Your Dental Chair” by Dr. Khurram Khan. Additional information in this Bulletin and on our website. **THIS IS A THURSDAY, NOT A MONDAY EVENT!**

## Continuing Education

**March 3:** “How to Transition to a Wellness-Oriented Practice Starting Tomorrow” and “A Choreographed Hygiene Protocol” by Timothy Donley, DDS, MSD

**Location:** Delta Hotels by Marriott, 11320 Chester Road, Cincinnati, OH 45246.  
513-771-2080

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

### Sponsored

**In Part by:** Cincinnati Insurance Company, Haleon, and KeyBank

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

**CE Credits:** Six (6) CE Credits Hours



### ***“How to Transition to a Wellness-Oriented Practice Starting Tomorrow”***

Today’s dentistry must be about more than cleaning or saving patients’ teeth. We can help patients achieve better oral and overall health. Doing so opens an entirely new approach to educating and motivating patients to follow through with our treatment recommendations. This is not simply another oral-systemic link course. In this course you will learn how to use what we can say for sure about the effects that oral inflammation can have on specific systemic diseases to improve patient outcomes, practice incomes and personal job satisfaction. More importantly, you will leave with the materials necessary to immediately incorporate a wellness approach into your existing practice routines. This course presents an entirely new wellness narrative for dentistry based on current science. Inherent in this wellness approach is solid justification not just for periodontal services, but for all the services that you provide in your office. You will benefit, your practice will benefit, and your patients will benefit.

### Learning Objectives

1. Understand the new goal of dental care and how to frame treatment recommendations within this goal.
2. Learn how to get everyone in the office on the same page.
3. Develop effective methods to consistently communicate a better message to patients.
4. Develop a workable in-office “priority patient” approach.

### ***“A Choreographed Hygiene Protocol”***

Almost all of dentistry is bought and sold during the hygiene visit. Yet too many of us get caught up in the typical outdated recall mindset. There are now important reasons to help patients do more than just keep their teeth. The new goal of dentistry gives doctor and hygienist new opportunities to identify dental needs in patients and then motivate them to follow through. Doctor and hygienist will leave this course with a step-by-step exam protocol which makes it as easy as possible for both to reach their practice goals.

### Learning Objectives

1. Understand the new goal of dental care and learn how to communicate it effectively to every patient.
2. How to use long-term inflammation reduction and bone preservation to create patients who want a dentition that is: Functional, Esthetic, Inflammation Free, and Maintainable
3. Maximize the “moment of truth” when doctor comes into the room.
  - ✓ Making the hygiene routine efficient.
  - ✓ Four things doctors need to know immediately upon entering the room.
  - ✓ Powerful questions to ask patients to set the stage.
  - ✓ What to look for and what to say when you find it.

*Continued on next page*

## 2023 Month of April Calendar of Events *(continued)*

### About the Speaker

Timothy Donley DDS MSD is currently in the private practice of Periodontics and Implantology in Bowling Green, KY. Dr. Donley is a sought-after speaker whose courses are always highly rated. His forte lies in taking the latest research and packaging it in a way that makes sense. Dentistry Today recently listed him among its Leaders in Continuing Education. Dr. Donley co-authored the first-ever comprehensive textbook on ultrasonic debridement. He lectures and publishes frequently on topics of interest to clinical dentists and hygienists. He is the director of Collaboration for Change 2030 which is an international effort to co-create a better way forward for dentistry and dental hygiene.

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**April 21, 2023**

**Full Series Registration and Cancellation Deadline: April 14, 2023**

Dentist: \_\_\_\_\_ Phone: \_\_\_\_\_

Staff Names: \_\_\_\_\_

Fee: \$80 each

Check Made Payable To: Cincinnati Dental Society

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

CVV#: \_\_\_\_\_ Signature: \_\_\_\_\_

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**Individual Course Registration and Cancellation Deadline: April 14, 2023**

Dentist: \_\_\_\_\_ Phone: \_\_\_\_\_

Staff Names: \_\_\_\_\_

Fees: CDS and Associate Member: \$325, Non-Member: \$600

Staff: \$80 each

Check Made Payable To: Cincinnati Dental Society

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

CVV#: \_\_\_\_\_ Signature: \_\_\_\_\_

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**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.

By ODA Staff

## DENTAL MEDICAID, NON-COVERED SERVICES, DENTAL THERAPISTS TO BE DISCUSSED AT DAY AT THE STATEHOUSE

Day at the Statehouse, the Ohio Dental Association's most important grassroots advocacy event, will be May 3 in Columbus.

Day at the Statehouse gives dentists, dental residents and dental students an opportunity to speak with their legislators about issues important to dentistry and advocate for issues that impact their patients, their dental practices and oral health in Ohio.

Attendees will be asked to discuss several issues important to dentistry at this year's Day at the Statehouse.

A top priority for attendees this year will be talking to their legislators about prohibiting dental insurance plans from setting fees for dental services the insurance company does not cover for the enrollee. This practice is fundamentally unfair and unnecessarily interferes with the patient-dentist relationship.

Attendees will also be asked to talk to their legislators about dental therapists. Outside interest groups have been pushing for the creation of a new midlevel provider, or dental therapist, in Ohio for several years. A dental therapist would receive just three years of post-high school training and would then be able to perform a broad range of dental services without a dentist ever being physically present, including diagnosis and treatment planning and irreversible surgical procedures such as the cutting of tooth structure with a high speed drill, extractions and restorations. The Ohio Dental Association opposes this proposal because it presents an unnecessary risk to the health of vulnerable dental patients and is a diversion of scarce resources that are better utilized supporting programs proven to improve access to dental care. At Day at the Statehouse, attendees will

have the opportunity to educate legislators about why it is crucial that a dentist diagnose and treat patients for patient safety.

A third issue that attendees will be asked to discuss with legislators is a substantial increase in funding for Ohio's dental Medicaid program. Ohio's Dental Medicaid reimbursements have not had a substantial increase in over 20 years, and Ohio now ranks 42nd out of 50 states in terms of dental Medicaid reimbursements for child dental care services. These low reimbursement rates have led to fewer dentists participating in the dental Medicaid program, and studies show that increasing Medicaid dental fees closer to private insurance improves access to dental care and oral health outcomes. For more information, see page 3.

Day at the Statehouse will include a luncheon for attendees, briefings from the ODA advocacy team on current topics affecting dentistry in Ohio and tips on how dentists can effectively discuss those issues with legislators. The ODA check-in desk will open at 8:30 a.m., and attendees may attend a legislative briefing at 9 a.m. or noon. For full details, visit [www.oda.org](http://www.oda.org).

Attendees may also participate in an optional conference call the week before Day at the Statehouse that will provide an overview of the issues dentists will be asked to discuss with legislators during the event. Before the event, attendees will also receive written materials about the topics that will be discussed.

This year's event will be at the Athletic Club. To register or for more information, visit [www.oda.org](http://www.oda.org) or call the ODA at 800-282-1526. The deadline to register is April 19.

## HAVE A PROBLEM WITH A DENTAL INSURANCE SITUATION? THE ODA MAY BE ABLE TO HELP!

If you have been unsuccessful in resolving a third-party payer situation, you may want to consider submitting information to the Ohio Dental Association's Dental Insurance Working Group (DIWG) to determine if the ODA has a role in addressing the matter.

The DIWG is comprised of a dedicated group of ODA member dentists who volunteer their time to determine the ODA's formal role in addressing dental

insurance-related questions, concerns and complaints involving dental insurance and third-party payers that are submitted by ODA member dentists.

The working group has served for many years as an advocate and counselor to ODA members who have encountered problems with insurance companies and third-party payers.

*Continued on next page*

## ODA News Continued

The working group has assisted many ODA members to address problems they were unable to resolve on their own and has worked to facilitate the two-way flow of communication between the dental profession and Ohio-based dental insurance companies. The working group has addressed such issues as:

- Denials or limitations for certain services (such as core buildups, crowns, endodontic therapy, scaling and root planning and radiographs).
- Payment of non-contracting dentists.
- Applications of participating provider agreements.
- Application of least expensive alternative benefit clauses.
- Participating provider listings.
- Focused review, utilization review and other types of audits.
- Dentist rating systems.
- Overpayment recovery.
- CDT dental code usage.
- Unfair cuts to fee schedules.

While some insurance companies choose not to work with DIWG in a meaningful way, many are very responsive in addressing issues of concern ranging from clarifying their decisions to revising their practices.

There are several ways for members to submit an issue to the DIWG:

Via our secure online portal at [www.oda.org/member-center/resources/dental-insurance-assistance/](http://www.oda.org/member-center/resources/dental-insurance-assistance/).

Via email to [dentist@oda.org](mailto:dentist@oda.org).

Via fax at (614) 486-0381.

By mail to: ODA Dental Insurance Working Group  
1370 Dublin Rd.  
Columbus, Ohio 43215.

## Membership News

### Welcome New Members!

**Bordlee, Eric, D.,** a 2019 graduate of the Louisiana State University School of Dentistry practicing at 6204 Ridge Avenue.

**Cochran, Joshua, DMD,** graduated from the University of Pittsburgh School of Dental Medicine in 2022 and practicing at the Cincinnati Children's Hospital.

**Lambing, Celeana, DDS,** a 2022 graduate of The Ohio State University College of Dentistry in general dentistry.

### Congratulations!

On Saturday, March 18, 2023, Dr. Ruchika Khetarpal and Jeremy Smith were married by Aftab Pureval, Mayor of Cincinnati. Best wishes for a long, healthy, and happy life together!

### Condolences

Dr. John Blazic passed away after battling cancer for two years. He was an Oral & Maxillofacial Surgeon with practices in Fairfield and Harrison, OH. The Cincinnati Dental Society sends our deepest sympathy to his family and friends.

## April Classified Ads

### Matthew A Clemens Estate Auction

Dental/Office Equipment & Supplies  
Bid Online @ [AnglinAuctions.HiBid.com](http://AnglinAuctions.HiBid.com)

Auction Opens: Sunday, April 2<sup>ND</sup>  
Soft Close Begins: Tuesday, April 11th- 6:00 PM

Anglin & Associates, Auctioneers, LLC  
513-320-2277  
PE21-11-1338

## Vicki's Voice (continued from page 4)

insurance, which was a good thing. Because of this the number of children needing our service declined enough that we decided to close the dental center. It was great while it lasted, and I loved being there on a Friday seeing our volunteers interact with the kids. Then in 2009, the Foundation Board jumped at the idea of expanding our services to Veterans. Dr. Ken Brandt initiated the "Leave No Vet Behind" program. Hence, a name change was needed for our Foundation. It was difficult for me to ask for money or write grants for veterans with a foundation name clearly for children. Today, the Society's Foundation is the CDS's Oral Health Foundation. We continue to have our two

children's programs, Children's Specialty Dental Care and Foundation of Smiles. The success of our three programs is a result of our volunteers. We could not have provided, and continue to provide, many children and veterans with much needed dental care. THANK YOU FROM THE BOTTOM OF MY HEART!

So, that is enough for some of the changes I have seen. Although in many ways different, one thing that has not changed, is I still love my job and I get to work with some amazing people, that care and work hard to keep your Society alive and strong!





## MARK YOUR CALENDAR!

### October 9, 2023

CDS Member Event

Speaker: Dr. Richard Cohen, Academy

Chiropractic Clinic

Maggiano's Little Italy

### October 27, 2023

Continuing Education Course

with Dr. Brian Novy

"Offensive Dentistry" and "Nobody Caries"

Delta Hotels by Marriott

### November 17, 2023

Continuing Education Course with Dr. Jimmie Harper, Jr., and Dr. Deepak Krishnan

"Medical Emergencies in the Dental Office"

Delta Hotels by Marriott

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

*THIS COURSE WILL SATISFY THIS REQUIREMENT AND HAS BEEN APPROVED BY THE KENTUCKY BOARD OF DENTISTRY FOR RDH'S PRACTING IN KENTUCKY.)*

Additional information on the above events can be found on the CDS's website,  
[www.cincinnatiadental.org](http://www.cincinnatiadental.org)

## Membership Directory Corrections by Page

#### Page 15

Hellebusch, MaryEvan – last name spelled incorrectly in directory.

Hudepohl, Mary, 767 Columbus Avenue, Lebanon, OH 45036-1749, (513) 932-4806

Email: [drmary@testermandental.com](mailto:drmary@testermandental.com)

#### Page 17

Kim, Mi Yi, DMD (50) not (00)

#### Page 18

Larson, Jon, correct email is: [larsondds@zoomtown.com](mailto:larsondds@zoomtown.com)

Laungani, Aneesha, Blue Ash Dental Group

#### Page 19

McDavid, Erica, DMD  
Cedar Village Dentistry  
5212 Cedar Village Drive  
Mason, OH 45040  
(513) 770-4370  
Email : [drmcdauidcvd@gmail.com](mailto:drmcdauidcvd@gmail.com)

#### Page 23

Rhoades, Amanda,  
Email: [ehdcincy@gmail.com](mailto:ehdcincy@gmail.com)

#### Page 27

Toth, Chestine, Baker Square  
Periodontics & Implant Dental

#### Page 49

Add, Kim, Mi Yi (50)  
222 Piedmont Ave., Suite 8300,  
Cincinnati, OH 45219-3304  
(513) 475-8783

## April CDS Member Event - THURSDAY, APRIL 13, 2023

**Speaker: Dr. Khurram Khan**

**Kenwood Country Club, 6501 Kenwood Road, 45243**

### **"The Cleft Patient in Your Dental Chair"**

This presentation will equip you to better take care of these wonderful patients, in your practices.



Dr. Khan is a Board Certified Oral and Maxillofacial Surgeon with a fellowship in Pediatric Cleft and Craniomaxillofacial Surgery.

Apart from oral surgery services such as wisdom teeth and dental implants, his practice, "About Face Surgical Arts" in Cincinnati also focuses on the surgical reconstructive needs of patients with facial differences, including cosmetic surgery and complex implant reconstruction.

His military service in the United States Air Force, is what inspired naming his practice *About Face Surgical Arts*. "About face" is a military term that means to turn so as to face the opposite direction.

Dr. Khan and his team have the privilege to treat patients from all over the country.

#### **Schedule:**

6:15 pm                      Appetizers Served

7 to 8:00 pm              Presentation                      **CE:** 1 (One) Hour

**Complimentary  
for CDS  
Members!**

#### **Fee/Guest:**

Non CDS Members/Guest/Staff of CDS Member, \$35 each

#### **Menu:**

Stuffed Artichoke Beignet, Jack Daniels Meatballs, Roasted Beef Crostini, Charcuterie & Cheese Display, Deviled Eggs, Beef and Chicken Sliders

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

### **REGISTRATION FORM FOR THURSDAY, APRIL 13, 2023 - Deadline is April 7, 2023**

Dentist Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Guest/Staff Name(s): \_\_\_\_\_

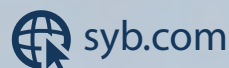
Number Attending \_\_\_\_\_ Total \$ \_\_\_\_\_ Check Made Payable to Cincinnati Dental Society  
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Card #: \_\_\_\_\_ Amount: \_\_\_\_\_

Exp: \_\_\_\_\_ CVV: \_\_\_\_\_ Zip Code of Billing Address: \_\_\_\_\_

***Please fax registration form to the Cincinnati Dental Society's Executive Office, 513-984-3047.***

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