A Letter from the DC Dental Society
President Chris Loukaitis, DDS

Dear Colleagues,

After a long summer, it was wonderful to see so many of you at the September monthly meeting. Clearly the strong attendance numbers that we saw last year were not an aberration. Indeed, we once again nearly hit our capacity for attendees in September! Credit for these strong attendance numbers is owed to the Education Committee, who have been very effective at finding engaging and thought-provoking speakers. The monthly meeting series is one of the greatest values that our Society offers, so I would encourage all members to consider bringing one of their non-member friends or colleagues to a meeting this year (free of charge!) to experience what DCDS membership provides.

Those who were in attendance at the September monthly meeting (as well as anyone who has been reading the monthly newsletter) will know that the format of this meeting was slightly different than in past years. In the weeks since the meeting, the DCDS staff has been carefully looking at the feedback received from the meeting surveys and working with leadership to determine how best to implement the received feedback moving forward. Please see the article from Education Committee Chair Dr. Eugenia Prokopets in this issue of the newsletter which will detail the modifications that we are incorporating for October based on your feedback. This year’s monthly meeting series is still evolving, and we value your input so that we can further improve the attendee experience. Please continue sharing your ideas!

Last month the Board approved a break-even operations budget for FY2019. The operations budget includes support for the membership and operational aspects of the Society, including a professional staff that supports the board and committees to further our strategic priorities.

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It also includes staffing to support members, including maintaining member CE records, keeping up a professional website, producing a monthly newsletter, managing and ensuring the integrity of the member database, coordinating Society business with ADA headquarters and maintaining the Society’s CERP accreditation. The budget also includes holding the DCDS Licensure Symposia in the spring.

As part of the budget, the Board approved a modest $20 increase in DCDS dues for the coming year. The Board determined this increase was necessary to maintain the financial well-being of the Society. Even with this modest increase, DCDS dues will remain considerably less than the dues paid by our colleagues in Northern Virginia and Southern Maryland. In addition, the monthly meetings and the increased CE being provided this year will remain complimentary to members. As per the Society’s bylaws, increases to membership dues must be approved by the membership so we will be holding a vote on the $20 increase at the November Monthly Meeting. I want to thank the Finance and Advisory Committee and the Board for their efforts to put together a budget that allows the Society to live within its means, while at the same time piloting new initiatives that give the organization the opportunity to increase its non-dues revenue in the future.

Earlier this year, the board passed a new investment reserve policy which ensures the continued long-term growth of the reserves while at the same time providing annual income to support Society offerings. In addition, the policy set a floor value for which the total reserves cannot fall below. This year’s monthly meeting program will again be funded through the Society’s reserves funds, but at a significantly lower cost as a result of the modifications that have been implemented with the 2018-2019 CE program.

Finally, I would like to formally announce that DCDS will be hosting a networking happy hour on Wednesday, November 7 at 5:30 PM. As with past happy hours, this event will be held at Mission Dupont (1606 20th St NW) in Dupont Circle and will be a great opportunity to mingle with your DCDS colleagues in a relaxed social environment. It is also open to all dentists and dental students in the District, so it is a great opportunity to introduce your nonmember friends and colleagues to DCDS. Come out and have a drink with us on November 7th!

See you at the October Monthly Meeting!

Sincerely,

Chris Loukaitis, DDS, MS, FICD, FACD

President, DC Dental Society
Welcome New Members

Dr. Shaun Alex—Dr. Alex attended Howard University College of Dentistry, graduating in 2008. He then completed a residency at the University of Illinois in Chicago before returning to the Washington, DC area. Dr. Alex is fluent in three languages—English, Spanish, and Malayalam—which enables him to serve a diverse community of patients. Dr. Alex practices at District Cosmetic Dental in Northwest.

Dr. Faith Hayden—Dr. Hayden attended Howard University for her undergraduate studies, graduating in 2004 with a degree in Chemistry. She then entered the workforce for several years before returning to Howard for dental school. Dr. Hayden received her DDS from Howard in 2014.

Dr. Steven Feldman—Dr. Feldman completed his undergraduate studies at Brandeis University in Massachusetts. He received his Doctorate of Dental Surgery from the University of Maryland School of Dentistry in 2017, before completing a graduate program at Kingsbrook Jewish Medical Center in New York. During this time, he has received several honors and been involved in numerous advocacy groups. Dr. Feldman is the son of DCDS member and Past-President Dr. James Feldman.

Dr. Avionne Hill—Dr. Hill was born in the Caribbean island nation of Trinidad & Tobago. She received her undergraduate degree in Biology from Howard University and her DDS from the University of Maryland School of Dentistry. She returned to Howard University to complete a two-year post-doctoral residency in pediatric dentistry. Dr. Hill founded Hill Pediatric Dentistry in Silver Spring, where she has practiced since 2007. She is a member of the MSDA and is joining DCDS as a Metropolitan member.

Dr. Timothy Kunkle—Dr. Kunkle received both his M.D. and D.D.S. degrees from Columbia University in New York City and completed his residency in Oral and Maxillofacial surgery at New York Presbyterian Hospital. During his residency and education, Dr. Kunkle competed multiple dental mission trips to Cambodia, Colombia, and Panama. He finished his residency as the Chief Resident of Columbia’s Department of Oral and Maxillofacial Surgery. Dr. Kunkle practices alongside DCDS Past-President Dr. Clarence Lindquist and DCDS member Dr. Charlie Park at Chevy Chase Implant and Oral Surgery.

Dr. Allison Marmon—Dr. Marmon completed her undergraduate studies at Tulane University in New Orleans. She attended dental school, at the University of Maryland School of Dentistry, where she was a member of multiple honors societies, volunteered at a clinic in Honduras, and participated in the Maryland State Dental Association’s “Mission of Mercy” program. Upon her graduation in 2016, she completed a residency at Wellspan York Hospital in York, PA. Dr. Marmon is joining the practice of DCDS member Thomas Wall near Farragut Square.

Dr. Larry McNair—Dr. McNair is a native of Washington D.C., attended McKinley High School in Northeast DC and graduated from Howard University College of Dentistry in 1984. Dr. McNair practices in Northeast DC.

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Dr. Anastasia Mischenko—Dr. Mischenko received her B.S. degree in Biology and graduated summa cum laude from Villa Julie College in 2000. After receiving her degree in dental medicine from the University of Maryland School of Dentistry in 2004, Dr. Mischenko completed the general practice residency program at the Veterans Affairs Medical Center in Washington, DC. She went on to complete a three-year endodontic residency and Masters program through the University of Maryland School of Dentistry where she now serves as a Clinical Assistant Professor in the Department of Endodontics, Prosthodontics, and Operative Dentistry.

Dr. Amelia Orta—Dr. Orta attended dental school at Georgia Regents University in Augusta, Georgia, receiving her DMD in 2015. She then completed a three-year postdoctoral training program in prosthodontics at The Medical College of Georgia, which she completed earlier this year. Dr. Orta is joining the practice of DCDS member Dr. Neil Starr in Northwest.

Format Changes for the October Monthly Meeting

By Eugenia Prokopets, DDS, Education Committee Chair

Thank you to all of you who attended the September Monthly Meeting, and let us know through the evaluation tool what you thought about the format changes. We so appreciate it!

It turns out that the earlier dinner was a big hit with just about everyone. Attendees also liked the fact that they could earn more CE, and that they could still get CE even if they could not attend both sessions. There were concerns about how long the meeting went (it ended shortly after 9pm) and yes, those buffet lines were too long!

At its September meeting, the DCDS board discussed attendee feedback and will be piloting the following changes for the October meeting:

- The buffet will now be available before the meeting, when registration opens
- There will be two buffets with four lines total so that attendees can obtain their dinner more efficiently
- Eating is allowed during the business meeting (at 5:45pm) and the first session (starting at 6:00pm)
- The first session will now be the 90-minute session; attendees will be able to earn 1.5 CE
- At 7:30pm, there will be a 15-minute coffee and dessert break
- Session two will start at 7:45pm and end at 8:45pm; attendees will be able to earn 1.0 CE

Thank you for your patience as we continue to tweak the monthly meeting format to figure out the best format for our members. Keep giving us your thoughts through the evaluation tool – we read every comment!

Revised Monthly Meeting Schedule

5:30 p.m. — Registration/Buffet Opens
5:45 p.m. — Business Meeting
6:00 p.m. — Session 1
7:30 p.m. — Break
7:45 p.m. — Session 2
8:45 p.m. — Event Ends
Improving Case Acceptance: Moving Past Insurance Entitlement

October Monthly Meeting

The October DC Dental Society monthly meeting will be held Tuesday, October 9th at the Westin Georgetown and will feature a presentation by Dr. Mark Murphy entitled “Improving Case Acceptance: Moving Past Insurance Entitlement.”

Session Abstract

We live in a cynical time that rewards quick fixes, fast food, ATM’s and instant everything. Taking time to help our patients WANT what we know they NEED, drives the economic and reward engine of our practice. Help more patients have better health, do more of the dentistry that fulfills and stimulates you and be more successful in your practice. Mark provides an entertaining program full of useful tips and ideas that you can put to use right away. By utilizing excellent communication skills, patients will say yes more often to you and then to your treatment plans. He will demonstrate how to improve the educational value of the examination experience and overcome the insurance entitlement behavior that patients often exhibit.

Learning Objectives

Session 1 (1.5 CE):
- Choose behaviors and communications that support better patient education and choice
- Develop a more co-discovery, curiosity-inducing new patient examination experience

Session 2: (1.0CE)
- Develop your own scripts for common patient touch points
- Help patients understand the true role of dental ‘insurance’

For more information on Dr. Murphy or to register for the October Monthly Meeting, please click here. Space is limited, so as always members are encouraged to register as soon as possible. Pre-registration ends Monday, October 8th at 5pm.

This is a practice management course, and regular ADA CERP CE will be offered. Please note that the DC Board of Dentistry accepts only CE from clinical courses for license renewal.

ADA CERP® Continuing Education Recognition Program

The DC Dental Society is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The DC Dental Society designates Session 1 for 1.5 CE, Session Two for 1 CE, and both sessions for 2.5 CE.
How You Evaluated the September Monthly Meeting

By Eugenia Prokopets, DDS, Education Committee Chair

Last month, the DC Dental Society debuted a new on-line evaluation tool for the monthly meeting. This new technology allows attendees to complete the meeting evaluation on their smartphones, tablets or computers and download their CE certificate immediately.

After an unfortunate first day glitch, which the vendor fixed immediately, the new on-line evaluation process went very smoothly. Staff did not receive as many tech support calls as expected. Some highlights from the evaluation data:

- Many dentists suggested more topics on practice management. Other topics suggested include cosmetic dentistry, orthodontics, implant restoration, and oral surgery for the general practitioner.
- Attendees ranked the speaker, Dr. Nathaniel Lawson, as very good to excellent.
- 86% said that the meeting enhanced their current knowledge or skill.
- 73% thought that the evaluation tool was “easy to use.”
- Almost 30% of dentists participating were new dentists, with less than 10 years in practice – the highest percentage of new dentists who have ever participated in a monthly meeting evaluation.

Please continue to let us know what you think of the meeting format, and send in your ideas for topics. Because all registered attendees receive the live evaluation link via e-mail once the meeting starts, you can do it right on your smartphone while you are still at the Westin. There is an iPad available at the registration desk for your use as well, and staff is happy to help you if you need it.

We really appreciate all of your feedback, and we read every comment. See you at the next meeting!

DCDS Member Vote on Dues Increase

The DC Dental Society Board of Directors has proposed a membership dues increase of $20 for 2019. Per the bylaws, the membership must vote on any dues increase. This vote will take place on November 11, 2018 during the business meeting immediately prior to the monthly CE program. The business meeting will start at 5:45pm.

This would make the active member annual dues for DCDS $650. The Board has determined that this modest increase is necessary for the Society’s ongoing fiscal health. Because DCDS members do not have to pay state dues, members still pay less than their Maryland and Virginia counterparts, but have access to the same amount or more educational programming.

The November monthly meeting is at the Westin Georgetown, 2350 M Street NW, Washington, DC 20037. To register for the meeting, click here.
A Message from ADA President Dr. Joseph P. Crowley

Dear ADA Members,

Recently a joint task force of the American Dental Association, the American Dental Education Association and the American Student Dental Association, released its groundbreaking report supporting the modernization of the dental licensure process, marking the culmination of over two years of research, discussion and collaboration between the organizations.

The report addresses two priority concerns with the existing licensure process in place in most states: 1) the use of single encounter, procedure-based examinations on patients as part of the licensure examination, and 2) mobility challenges that are unduly burdensome and unnecessary for ensuring patient safety.

It proposes a contemporary approach to initial dental licensure with requirements that include:

- Completion of a D.D.S. or D.M.D. degree from a university-based dental education program accredited by CODA, which requires documentation of clinical competence and the assessment of psychomotor skills ("hand-skills")

- Passage of the NBDE, a valid and reliable written test of didactic knowledge

- Successful passage of a valid and reliable clinical assessment that does not require single encounter, procedure-based exams on patients

The report also aims to enhance the professional mobility and success of the approximately 200,000 active licensed dentists through increased portability of licensure. Currently, only half of the states accept passing results from all five regional testing agencies.

I commend the Task Force's monumental effort and thank them for charting a path to modernize the dental licensure process. Please take a moment to familiarize yourself with the report, and let's work together to advance its recommendations.

New On-Demand CE Courses Available from the ADA

Stay ahead of the curve on new topics in oral health with the ADA’s On-Demand online CE program! For less than $50 per credit hour, ADA members can access an extensive library of content that is constantly being curated and updated with the most recent developments in dentistry. Interested in starting a new course but not sure where to start? Check out the new multi-part series from known expert Dr. Geza Terezhalmy on various facets of Pharmacology. This course series includes:

- Top 200 Prescription Drugs - Part 1 - Introduction
- Top 200 Prescription Drugs - Part 2 - Cardiovascular Agents
- Top 200 Prescription Drugs - Part 3 - Endocrine Agents
- Pharmacology of Anti-bacterial Agents - Clinical Implications
- Pharmacology of Analgesics - Clinical Implications
- Pharmacology of Local Anesthetics Agents

Click here to browse the ADA’s full catalog of on-demand CE courses.
ADA Visa Cardholders Can Earn 2x Points on Great-West Financial

Association members using the ADA Preferred Rewards Visa from U.S. Bank when making their ADA member’s insurance plan premium payments to Great-West Financial will receive double rewards points, ADA Member Advantage announced in June.

The ADA Preferred Rewards Visa, the only card endorsed by ADA Member Advantage and DCDS, was updated last year with additional member benefits, including the removal of foreign transaction fees and additional opportunities to earn extra reward points.

ADA members already receive double bonus points on purchases made with DCDS and select ADA Member Advantage companies including Lands’ End, AHI Travel, HealthFirst, PBHS websites and others. Members also earn five times bonus points on all purchases made with the ADA, such as the CDT code book, registration for ADA 2018 – America’s Dental Meeting in Honolulu and ADA continuing education courses.

For more information on the ADA Preferred Rewards Visa card, visit adavisa.com or call 1-888-327-2265 ext. 39495. For information on the ADA members Group Insurance Plans though Great-West Financial, visit insurance.ada.org or call 1-866-607-5330.

ADA Scholarship Applications

The application for the ADA’s annual student scholarship is now open! The ADA Foundation Dental Student Scholarship Program is designed to recognize dental students who are strong academically and who demonstrate outstanding promise in leadership, public service/volunteerism, and/or research. Eligible students have from now until November 9th to apply for a scholarship worth up to $20,000 for the furtherance of their dental education. To be considered for this scholarship, an applicant must:

- Be a U.S. citizen;
- At the time of application, be enrolled full time in the second year of study in a U.S. CODA-accredited dental school;
- Have a minimum cumulative grade point average of 3.4 based on a 4.0 scale (Pass (P) or Satisfactory (S) academics are equivalent); and
- Demonstrate financial need.

For more information about this scholarship and to apply, click here

Notice: ADA House of Delegates Nominations

According to the D.C. Dental Society bylaws, nominations for the Society’s one open delegate and one open alternate delegate position must take place at the monthly meeting immediately following the ADA Annual Meeting being held later this month. Therefore, nominations will be taken from the floor during the November 13th, 2018 Monthly Meeting. Members may self-nominate or have another member nominate for them if they are not able to attend. The office will then confirm eligibility. If necessary, elections for contested positions will occur at the January 8th, 2019 monthly meeting.
Digital Dentistry and Occlusion: How Can We Simplify It?

November Monthly Meeting
The November DC Dental Society monthly meeting will be held Tuesday, November 13th at the Westin Georgetown and will feature a presentation by Dr. Dean Vafiadis entitled “Digital Dentistry and Occlusion: How Can We Simplify It?”

Session Abstracts

Session 1 (1.5 CE): CAD/CAM technology has the advantage of reducing clinical chair-time and reducing laboratory costs. The accuracy of these techniques has improved to the point where they are now comparable to conventional techniques. This presentation will review the current technology, which allows the fabrication of an anterior incisor in one visit protocol. In addition, these techniques can also be used to fabricate implant restorations. Digital acquisition impressions of implant and ceramic restorations will be demonstrated. Anterior and posterior restorations using Cad/Cam technologies and impressions will be discussed. Utilizing a variety of intra-oral scanner we can plan our guided surgeries, use digital wax-up and finalize restorations using 100% digital work flow.

Session 2 (1 CE): Since our dental school education we were always told that “we could not open the bite”. Many clinicians avoided treating the “worn dentition” others had great success. This program will help de-mystify with practical methods of how to restore VDO position up to 10 mm. The long term success of these patients with these techniques has been documented and recorded both radiographically and with photographs with up to 10 year results. Using sound prosthodontic principles and digital analysis these OVD restorations can become standard in our private practice. Anterior determinants and posterior determinants can show us the way through this gray area of dentistry.

For more information on Dr. Vafiadis or to register for the November Monthly Meeting, please click here. Space is limited, so as always members are encouraged to register as soon as possible. Pre-registration ends Monday, November 12th at 5pm.

Presentation Topic | Location
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Digital Dentistry and Occlusion: How Can We Simplify It? | Westin Georgetown 2350 M St NW Washington, DC 20037

Schedule

5:30 p.m. — Registration/Buffet Opens
5:45 p.m. — Business Meeting
6:00 p.m. — Session 1
7:30 p.m. — Break
7:45 p.m. — Session 2
8:45 p.m. — Event Ends

Parking at the Westin
Before 5:00 p.m.: $15
After 5:00 p.m.: $10

ADA CERP® | Continuing Education Recognition Program

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Halloween: What You Need to Know

October is here, which means the biggest holiday for dentists is rapidly approaching: Halloween. On the ADA website, there are many articles available that offer advice on how to minimize the impact of Halloween on oral health. A good place to start is this article, 12 Tips for a Healthy Halloween, which lays out some easy ways for parents to prepare their kids before, during and after Halloween night.

Are all treats created equal? According to the ADA, not so much. On the same website, you can find guides on which candies to steer your patients towards, as well as which to avoid. For more information, be sure to check out Your Dental Health Survival Guide from the ADA and the Top 5 Worst Halloween Candies from Readers’ Digest.

Finally, visit the ADA’s MouthHealthy Kids Halloween Headquarters. On this page, specifically geared towards Halloween, you will find even more content at your disposal including articles, instructional videos, and activities for kids. Be sure to keep checking back throughout the month for more tools and information!

Travel Discounts for DCDS Members

Though summer has ended, it is never too early to start planning your next vacation! Through the ADA’s partnership with AHI Travel, DCDS members can get great discounts on incredible guided trips all over the world. Now through October 30th, book with the code SAVE1030 to receive up to $1,000 off of these select programs in Sicily, Southeast Asia, and more. To view a full catalog of AHI’s trip offerings, click here. AHI Travel brochures will be available at the October Monthly Meeting – pick one up at the registration desk.
Volunteer Opportunity: Remote Area Medical

On Saturday November 3rd and Sunday November 4th, Remote Area Medical (RAM) will be conducting a Mobile Medical Clinic in Gloucester, VA. The clinic will be held at:
Ware Academy
7936 John Clayton Memorial Highway
Gloucester, VA 23061

These clinics, which RAM operates through the United States, are designed to offer free medical care to the impoverished and underserved, and this includes oral health. To register for this event or to find out more information, please see this page on the RAM website.

Senate Overwhelmingly Passes Opioid Package

Per the ADA News (9/18), The Senate overwhelmingly passed legislation Sept. 17 aimed at ending the nation’s opioid epidemic. The Opioid Crisis Response Act of 2018 authorizes additional funding for continuing education and improving the integrity and interoperability of state prescription drug monitoring programs.

The bill also intensifies federal research into new pain management therapies and promotes more convenient ways for consumers to dispose of their unused medications. Congressional leaders next must reconcile the Senate bill with its House companion, HR 6. Both bills authorize a series of grants, studies and other activities to address the opioid crisis. The House passed its version in June.

FDA Launches Ad Campaign Against Youth Vaping

USA Today (9/18, O’Donnell) reports the FDA is launching a public service campaign targeting teen vaping. The FDA plans to place ads in 10,000 school restrooms and on websites. The campaign follows FDA Commissioner Scott Gottlieb’s announcement that teen e-cigarette use is an “epidemic.” Gottlieb said that the restroom ads are being placed there because it’s “a place we know many teens are using e-cigarettes or faced with the peer pressure to do so.”

On its website, CNN (9/18, Lamotte) reports the campaign is aimed at the “nearly 10.7 million teens at risk for e-cigarette use and potential addiction, the agency said Tuesday.” Gottlieb explained, “We’re in possession of data that shows a disturbingly sharp rise in the number of teens using e-cigarettes in just the last year.” Kathy Crosby, who directs the Office of Health Communication and Education at the FDA’s Center for Tobacco Products, said, “For the first time ever, we are bringing the campaign into high schools to the point of contact where they are doing the behavior.”

The ADA Foundation offers a resource on e-cigarettes, which can be found here.
DCDS Welcomes Sandy Spring Bank As Premier Partner

The District of Columbia Dental Society is pleased to announce that Sandy Spring Bank is a 2018 - 2019 Premier Partner and a valued supporter of the dentistry profession in the District.

Members will have the opportunity to speak to Sandy Spring Bank trusted experts at several DCDS events. As a local banking partner, Sandy Spring Bank understands the unique challenges and opportunities facing D.C. dental practices and the industry. Specifically for dental practices, Sandy Spring Bank provides financing for working capital as well as practice acquisition, mortgages, leaseholds improvements/expansions and more.

For over 150 years, Sandy Spring Bank has been at the heart of its community, deeply rooted in understanding the goals of every individual, family or business it helps throughout their lifetime. As the largest locally headquartered community bank in the Greater Washington region, Sandy Spring Bank offers a comprehensive set of sophisticated products and services.

Members can call 877-815-9713 or go on-line for information specific to dental practices and needs.
DCDS Welcomes
R.K. Tongue, Co. Inc.
As Premier Partner

The District of Columbia Dental Society is pleased to announce that RK Tongue, Co. Inc. is a 2018 - 2019 Premier Partner, a DCDS-endorsed partner since 1998, and a valued supporter of the dentistry profession in the District.

Members will have the opportunity to speak to RK Tongue’s trusted experts at several DCDS events. As a local insurance agency, brokerage, and administrator with thousands of dentists as clients, RK Tongue Co., Inc. understands the needs of dental practices. RK Tongue is proud to offer the Professional Protector Plan® for Dentists, a leader in the market for developing a unique and comprehensive professional liability and business insurance plan for dentists. The PPP offers more coverage and services than ever before, along with tools to keep your office operating during an unforeseen loss. Please see our ad in the DCDS October newsletter for more details. Additionally, RK Tongue is a full-service agency and brokerage that offers all types of insurance and employee benefits, often with special discounts or concessions available only to endorsing associations like the DCDS.

Named after its founder Raymond K. Tongue, Baltimore-based R. K. Tongue Co., Inc. has been continuously in operation as an independent insurance agency since 1911. Today, the agency remains independent and is privately held under the leadership of its Principals, Edward K. Gerner Jr., J.D., CLU, CPCU, E. Andrew Gerner, CFP, and Timothy A. Girard, CLU. RK Tongue has been a long-term supporter of the DC Dental Society, and is now pleased to be recognized as a Society Premier Partner.
The Professional Protector Plan® for Dentists has always been a leader in our market for developing a unique and comprehensive insurance program for dentists. With our new carrier partner, we have continued to evolve the PPP into a program that meets the needs of today’s dentists.

The PPP property policy has been widely regarded for its coverage being designed specifically for a dental office. No dentist in the PPP has a generic property policy protecting their dental office. With our new carrier partnership, the PPP has expanded the strength of its property policy, offering you more coverage and services than ever before, along with tools to keep your office operating effectively even during an unforeseen loss.

NEW PRACTICE-OWNER DISCOUNT
An industry first, the PPP now discounts a portion of property insurance costs by 10% for first-year dental practice owners. Dentists who start-up or acquire a practice for the first time often experience cash-flow concerns. The PPP understands the economic reality that dental entrepreneurs confront. In addition to the first year new practice-owner credit, the PPP also offers package discounts as high as 15% when malpractice insurance is packaged with commercial property insurance.

TEMPORARY DENTAL SERVICES
When a loss does happen, rest assured the PPP’s exclusive temporary dental services team is standing by ready to help. This may involve a consultant evaluating equipment to determine if it can be salvaged, repaired, or if it must simply be replaced. In the event of a catastrophic loss, temporary relocation of your dental practice is secured for you while repair work is done, so you do not lose patients or revenues in the interim.

PPP PROPERTY CHECK-UP
A complimentary service to all property insureds, whether owner or tenant, professional property inspectors can provide a building and general liability analysis, emergency services evaluation, interior and exterior safety checks, and assessment of key building updates. Recommendations are made to keep your property in tip top shape and provide advance warning of potential issues that may impact your practice’s livelihood or result in catastrophic losses.

RISK MANAGEMENT EDUCATION
Our Risk Management program addresses common dental practice claims, costs, and best practices for general liability, cyber liability, and property exposures.

Visit www.protectorplan.com to access our educational risk management articles.
Classifieds

Featured! Farragut North Office! Practice Management Free!
Share or partner with an industry leader in Advanced Dentistry. Premier, 9 room, state of the art facility: Surgical Suite, Digital X-rays, CEREC, Intraoral Cameras, & Sedation. Perfect for those considering a lease renewal. Inquiries confidential. Contact Dr. Stuart Ross at 202-223-6300 or sross@CitySmilesDC.com.

Seeking General Dentist—(Friendship Heights)
Office in Friendship Hghts seeks outgoing associate for position 3 days/wk. Must be strong team player. Great patient base. Position requires 3 yrs of experience in prosthodontics, extractions, and endodontics. Please send resume to louis@fideldentalgroup.com. Contact Juliana Benini at 202-362-7413 or juliana@fideldentalgroup.com.

Advertise with DCDS
Classified ads in the DCDS Newsletter are easy. Simply submit your ad through the online form. We will then send you an invoice. Payment must be received prior to the publication date.

Deadlines:
The Newsletter is usually distributed on the first Wednesday of every month. Ads are due to the Society two weeks prior to the publication date.