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

Dear Colleagues,

I know that it is hard to believe, but summer has passed and we now find ourselves getting ready for the beginning of fall. This time of year means many things to many people (including back to school for all of our members who are parents), but to many DCDS members the most significant part of the fall is the return of our monthly meeting series! The 2018-2019 continuing education program will kick off next Tuesday, September 11 with a presentation by Dr. Nathaniel Lawson entitled “Contemporary Dental Materials”. Dr. Lawson, who is the Director of Biomaterials at the University of Alabama Birmingham (UAB), is one of the most qualified individuals in the country to speak on this topic. In addition to his work at UAB, Dr. Lawson serves on the editorial board of Compendium and Dental Product Report and was recently nominated to the ADA Council on Scientific Affairs. This is sure to be a very popular event, so register before the meeting to guarantee your spot.

Since assuming the office of President in June, one of my priorities that I have been devoting considerable thought time to is how to improve new member engagement across the Society. In particular, I want to ensure that new members feel included at DCDS events, the most prominent of which are our monthly meetings. After discussions with the Membership Committee and DCDS staff, we have decided to implement a New Member Buddy Program starting at this month’s CE meeting. Any members who are interested will be able to sign up at the registration desk and either choose or be assigned to a new member who will be attending the next meeting. Once at the meeting, you will be responsible for showing the member around, introducing them to other members, and just generally ensuring that they feel welcomed and included. It is as simple as that! As in the past, new members will be identified with blue ribbons on their name badges so even if you are not a designated buddy, make sure you introduce yourself! Please contact the office by email or by phone at 202-367-1163 if you are interested in participating in the Buddy Program.

(Continued on Page 2)
Of course before we have new member engagement, we need to have new member recruitment. To get a better picture of our current position with regards to membership, I recently asked staff to do an in-depth analysis of the demographics of our membership. Forty percent of our total membership is comprised of “mature members”, that is long-standing members who have moved into the ADA retired and life member categories. In comparison, just seven percent of our members are “growth members”, or members who pay no or reduced dues because they have recently graduated from dental school or took advantage of an ADA recruitment discount.

As the new member profiles in the newsletters attest, we have had a great deal of success this year in recruiting new members (including six just in the past month!), but we can always do more. Our growth and success as a society ultimately rests on our ability to attract and retain new members, so I would like to urge all of you to continue speaking to your friends and colleagues about the benefits of DCDS membership. In addition to helping your Society, you can also be recognized for your efforts through the ADA’s Member-Get-A-Member campaign. Under this initiative, members who recruit a dentist to the Society can receive a $100 gift, up to a total of $500! To find out if you are eligible for this program, please see the DCDS website.

If you have read the last few issues of the newsletter, you know that there are some exciting changes coming to our continuing education program this year. Most prominent of these changes is the fact that each CE presentation will now be split into two sessions, which can be attended together or separately (attendees of the last December monthly meeting will be familiar with this format). This allows us to offer more flexibility to attendees, as well as hold an earlier networking dinner. We’re also implementing an online evaluation tool starting at this monthly CE meeting. This new tool will allow registered attendees to evaluate the session and download and print their CE certificate immediately after the event. Read on to find out more information about these changes from Education Committee Chair Dr. Eugenia Prokopets starting on page five.

See you at the September Monthly Meeting!

Sincerely,

Chris Loukaitis, DDC, MS, FICD, FACD
President, DC Dental Society

(Continued from Page 1)
Welcome New Members

**Dr. Valencia Barnes**—Dr. Valencia Barnes received her dental degree from the University of Maryland Dental School, Baltimore College of Dental Surgery in June 2017. Following this, she enrolled in a residency program at New York Presbyterian Hospital, which she completed this past June. Dr. Barnes found DCDS through one of our happy hours and is currently seeking employment in Washington, DC.

**Dr. Luke Cantamessa**—Dr. Cantamessa is a graduate of the University of Pittsburgh and the University of Pennsylvania School of Dental Medicine in Philadelphia, PA. He completed an Advanced Education in General Dentistry program and served six years as a general dentist in the United States Air Force. He went on to receive his specialty Certificate in Endodontics from Albert Einstein Medical Center where he developed a strong interest in dental trauma and regenerative endodontics. Dr. Cantamessa practices at Advanced Endodontics alongside several other DCDS members.

**Dr. Sanju Jose**—Born in India, Dr. Sanju Jose immigrated to the United States with his family at the age of 9 and grew up in Maryland. He attended University of Maryland Baltimore County, majoring in Biology, and then went on to obtain his Doctor of Dental Surgery degree from University of Maryland School of Dentistry. Following this, Dr. Jose worked in Virginia for a year and was a member of the Northern Virginia Dental Society before transferring his membership to DCDS. He currently works at DC Perio and implants near Farragut Square.

**Dr. Payal Patel**—Dr. Payal Patel attended dental school at the Case Western Reserve University School of Dental Medicine, graduating in 2010. She then went on to complete a graduate program at the University of Tennessee Medical Center, which she completed in 2011. Dr. Patel practices in Northeast Washington, DC.

**Dr. Daniel Winokur**—Born and raised in New Jersey, Dr. Daniel Winour attended George Washington University for his undergraduate studies and pursued a career in Finance in New York and later in London. After returning to the United States, Dr. Winokur received a graduate degree in Biology and Chemistry from the University of North Carolina and went on to complete his DMD at The Arizona School of Dentistry and Oral Health. Throughout his dental training, he organized multiple humanitarian trips to Central and South America to provide dental care to those in need. Dr. Winokur practices at Fairfax Oral & Maxillofacial Surgery in Fairfax, VA and serves as one of the team oral surgeons for D.C. United. He has joined DCDS as a metropolitan member.
How to Incorporate New Materials Into Your Practice

*September Monthly Meeting*

The September DC Dental Society monthly meeting will be held Tuesday, September 11th at the Westin Georgetown and will feature a presentation by Dr. Nathaniel Lawson entitled “Contemporary Dental Materials: How to Incorporate New Materials Into Your Practice.”

**Session Abstract**

The first part of this course will teach you how to select and handle different types of ceramic materials that are currently used in dentistry that will be much less confusing than typical marketing rhetoric. We will discuss the types of ceramic materials on the market and when/how to bond to these ceramics.

The second session will cover advances in restorative materials including universal adhesives, bulk fill composites, bioactive materials, SDF, and microabrasion.

**Learning Objectives**

Session 1 (1 CE):
- What are the different ceramic systems on the market and how to best use them clinically
- How to bond all ceramic restorations

Session 2: (1.5 CE)
- What are the clinical techniques and best practices for adhesive bonding
- How to perform posterior restorations with new materials, bulk fill composites, bioactive liners and SDF
- How to diagnose and treat anterior discolorations with microabrasion and resin infiltration

For more information on Dr. Lawson or to register for the September Monthly Meeting, please click [here](#). Space is limited, so as always members are encouraged to register as soon as possible. Pre-registration ends Monday, September 10th at 5pm.

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 CE, Session Two for 1.5 CE, and both sessions for 2.5 CE.
Exciting Changes Planned for 2018-2019 Monthly Meetings Series

*By Eugenia Prokopets, DDS, Education Committee Chair*

We hope to see you at the upcoming September monthly meeting! There are several exciting changes to this year’s CE program. The CE program starts in September and continues through May. This year, there will be six in-person monthly meetings at the Westin Georgetown on the second Tuesday of September, October, November, December, January, and March. In addition, we are piloting two webinars for February and May.

The Education Committee chose all topics carefully based on results from last year’s educational needs assessment survey, an annual tool we use to find out what topics are of interest to members. This year’s speakers include nationally known experts in current dental materials, practice management, oral cancer, implants, and digital dentistry.

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<td>Sept 11, 2018</td>
<td>Contemporary Dental Materials: How to Incorporate New Dental Materials Into Your Practice</td>
<td>In-Person Meeting (2.5 CE)</td>
<td>Nathaniel Lawson, DMD, PhD</td>
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<td>October 9, 2018</td>
<td>Improving Case Acceptance: Moving Beyond Insurance Entitlement</td>
<td>In-Person Meeting (2.5 CE)</td>
<td>Mark Murphy, DDS</td>
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<td>November 13, 2018</td>
<td>Digital Dentistry and Occlusion: How Can We Simplify It?</td>
<td>In-Person Meeting (2.5 CE)</td>
<td>Dean Vafiadis, DDS</td>
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<td>December 11, 2018</td>
<td>Suspicious Oral Lesions: Recognition and Management</td>
<td>In-Person Meeting (2.5 CE)</td>
<td>Kitrina Cordell, DDS, MS</td>
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<tr>
<td>January 8, 2019</td>
<td>Implant and Implant Restoration for the GD</td>
<td>In-Person Meeting (2.5 CE)</td>
<td>George Priest, DMD</td>
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<td>February 12, 2019</td>
<td>Dental Practice Agreements</td>
<td>Webinar (1 CE)</td>
<td>John Murphy, Esq.</td>
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<td>March 12, 2019</td>
<td>Restoration of Endodontically-Treated Teeth</td>
<td>In-Person Meeting (2.5 CE)</td>
<td>Steven Morgano, DMD</td>
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<td>May 14, 2019</td>
<td>Practice Transitions</td>
<td>Webinar (1 CE)</td>
<td>Tom Snyder, DDS, Henry Schein Practice Transitions</td>
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Check out the session abstracts, learning objectives, and speaker information [on the website](#).

**More CE Choice**

Starting with the first monthly meeting on September 11, members will notice some changes designed to increase the value of the meeting for members.

- The amount of CE a member can earn will increase from 2.0 units to 2.5 units.
- A thirty-minute dinner intermission will occur at approximately 7pm instead of after the presentation.
- Members may register to earn 1.0 CE, 1.5 CE, or 2.5 CE. Choose whatever is best for you!

*(Continued on Page 6)*
How will this work?
Each Monthly Meeting will have two sessions: before dinner and after dinner. The new schedule is:

5:45pm  DCDS Business Meeting
6:00pm  CE Presentation – Session One (1.0 CE)
7:00pm  Dinner Break
7:30pm  CE Presentation – Session Two (1.5 CE)
9:00pm  Presentation Ends

New! On-Line Evaluation System Will Make Life Easier for Members
We are pleased to announce that DCDS is entering the 21st century with a new on-line evaluation system for all in-person continuing education programs. This on-line system will streamline cumbersome manual processes and cut down on staff time. The new system also includes these benefits:

- **No more waiting!** Members may download, print or e-mail their CE certificate immediately after finishing the on-line evaluation.
- **Easy to use!** Members will be able to complete the on-line evaluation on their smartphone, tablet, or computer.
- **No new login required!** Members will be able to use their ADA number to access the on-line evaluation.

DCDS staff will continue to upload monthly meeting CE automatically to your DCDS member record. Step-by-step instructions in how to use the new system will be provided at the meeting.

Get Ready to Take a Quiz!
Starting with the September Monthly Meeting, participants will need to answer quiz questions on the meeting evaluation about the lecture material in order to receive CE credit.

By answering quiz questions, members will be able to assess their mastery of the material. All DCDS continuing education evaluations will now include up to four questions with multiple-choice answers. **Don’t worry - the online evaluation system will accept only the correct answer!** This means that if you make a mistake, the system will prompt you until you get it right. In addition, DCDS will be providing the quiz questions in advance to all registered participants. You will be able to follow along with the speaker and mark the correct answer for use later when doing the evaluation.

This change will bring the DCDS continuing education program into alignment with major dental meetings and other ADA CERP providers. We know that by meeting ADA CERP’s rigorous standards, we are ensuring not only the excellence of the continuing education, but the DC licensing board’s acceptance of the CE credits. Thank you for understanding that this is a necessary change, and we look forward to seeing you at an upcoming monthly meeting.
ADA Campaigns Against DIY Dentistry

As an organization for doctors of oral health, the ADA's top concern is for patient safety. As a result, the ADA strongly discourages do-it-yourself (DIY) and direct-to-consumer dentistry. This follows the ADA's firmly held belief that dentist supervision is critical to all phases of dental treatment.

In order to help discourage this dangerous trend, the ADA took out a full page ad in the August 3rd issue of The Wall Street Journal, a first step that seeks to educate the public about how dentists are essential to patient care. If you would like to read more about the ADA’s campaign, you may do so here. Any members with questions or comments about the ADA's position on DIY dentistry may contact the DCDS office at 202-367-1163 or info@dcdental.org.

ADA Webinar on Geriatric Health September 19

The ADA News (8/22) reports that the ADA will host an online webinar, Treatment for the Geriatric Patient, from 2:00 -3:00 pm CST on Sept. 19. Dr. Gregory J. Folse, a member of the National Elder Care Advisory Committee, will lead the webinar and focus on “the ins and outs of treating geriatric patients, including the ‘Deadly Five’ conditions that stop or delay oral care: potential osteonecrosis, anticoagulants, recent acute medical conditions, severe infections and high blood pressure on the day of surgery.” The discussion will also examine “how these conditions can affect treatment planning decisions” and give “answers to many dental, medical, pharmacological and psychological concerns.”

For more information on dental care for the elderly, the ADA has additional resources available online for both patients and dental professionals.

Adventure Awaits: International Dental Volunteer Opportunities

In September 2017, DCDS member Dr. Pirooz Zia traveled to a refugee camp in Jordan for families fleeing the civil war in nearby Syria. There, he treated residents of the camp, trained local dentists, and ultimately left behind thousands of dollars’ worth of dental equipment for use by the dental staff of the camp. For his efforts, Dr. Zia was recognized by DCDS as the 2018 DCDS Foundation Humanitarian of the Year at the annual Awards Dinner in June. In his acceptance speech, he spoke about the importance of the work being done by international volunteers, and gave an impassioned call to action to his fellow DCDS members.

As healthcare professionals, we know that our members share a dedication to helping others and giving back to their communities. One way to give back outside of your own community is by taking advantage of the numerous opportunities for dentists, hygienists, and dental assistants to volunteer internationally. The ADA has compiled a listing of these programs in its website for members looking to help at risk communities around the world. The listing is sortable by location, opportunity type, and even by religious affiliation, so finding a program that fits your goals could not be easier. Do not miss out on the opportunity to change a life!
Dental Practice Success

The Summer 2018 issue of Dental Practice Success is now available from the ADA! In this issue you will find:

- Advice for maintaining your practice’s cash flow
- Tips to help your office go green
- Relationship-building using emotional intelligence
- How to safeguard your practice’s digital information
- And more!

To read the full issue for free, please click here.

Oral Health in Sports

The return of fall means that many of your younger patients will be returning to school and beginning fall sports. Whether they play football, soccer, field hockey, or any other sport, make sure to remind them of the importance of wearing a mouth guard. Mouth guards are cheap, easy to find, and drastically help reduce the risk of oral injuries that can come in any number of ways when playing a sport. For more information, direct kids (and parents!) to this Mouth Healthy website about the importance of mouth guards.

Membership Spotlight

The DCDS Membership Committee is on a mission: help all members get to know each other better! Any member can participate in the Member Spotlight by answering a few brief questions on-line. This month, we are highlighting Dr. Daniel Jones.

Name: Dr. Daniel Jones
Dental School: Howard University
Years in Practice: 15
General Practice or Specialist? General Practitioner
DCDS Member Since: 2003
Why I became a dentist: It sounds cliché, but there is no better profession where you get to help people every day and have fun. I love it.
What DCDS means to me: DCDS means camaraderie, friendship, learning together, helping each other and most importantly, being a part of an organization that is working to bring people together for the greater good of our profession.
Favorite Vacation Spot: Brazil
Any hobbies? To eat and cook different world cuisines
One thing people would be surprised to know about me: I have a second degree black belt in Shotokan Karate.
Should Your Practice Be on Instagram?

These days, many dental practices have taken the step of creating a Facebook or Twitter account for their practice. However, some dentists are now moving to the next popular social media platform: Instagram. This picture-sharing website (which is owned by Facebook) can be perfect for adding a visual component to your practice’s marketing efforts. For more information on how your practice can leverage Instagram for marketing success, check out this post on the ADA’s New Dentist Now blog. Also, be sure to take a look at the account of RCT Endodontics (@rctendodontics) to see how DCDS member Chayne Coston is using Instagram to promote his practice.

Starting Your Own In-Office Dental Plan

In-office dental plans appear to be growing in popularity. Patients with a benefit plan may be more likely to accept your treatment plans. Studies show that patients who have a dental benefit are more likely to visit a dentist.

Your office can set up an in-office plan with an annual or monthly fee that covers preventive services along with a discount on other services of your choosing. Plans are customizable and offer a valuable alternative for patients reporting cost as a barrier to seeking dental care.

Interested in creating an in-office plan for your patients? Start with this on-demand recording of the ADA’s July 19 webinar, “Increase Value in Your Practice! How? Start Your Own Dental Plan.” Then check out this toolkit developed by the ADA’s Council on Dental Benefit Programs to help dentists implement their own in-office plan. Lastly, read what dentists who have successfully implemented their own plans had to say about the impacts on their practices in ADA News.
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 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: (1.5 CE)
- 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.

Presentation Topic

Improving Case Acceptance: Moving Past Insurance Entitlement

Schedule

5:00 p.m. — Registration
5:45 p.m. — Business Meeting
6:00 p.m. — Session 1
7:00 p.m. — Dinner
7:30 p.m. — Session 2

Location

Westin Georgetown
2350 M St NW
Washington, DC 20037

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

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HOWARD UNIVERSITY COLLEGE OF DENTISTRY
CONTINUING DENTAL EDUCATION PROGRAM
AND MIDATLANTIC AIDS EDUCATION AND TRAINING CENTER

Present:
“Engaging HIV Care in the High-Risk LGBTQ Population”
Deborah Dunn, MBA, PA-C

“The Epidemiology of HIV and Other Sexually Transmitted Diseases in Washington, DC and Beyond,”
Amanda D. Castel, MD, MPH

For 2 Hours of Continuing Dental Education at Howard University College of Dentistry, on October 31, 2018 from 12 noon until 2 PM on the Fifth Floor - Lecture Hall #2

Link to Register: https://www.maaetc.org/events/view/11731

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RSVP to Ms. Deborah Chin at deborah.chin@howard.edu

Dentists, Hygienists, and Dental Office Staff are welcome. The presentations are at no cost although donations to HUCD CDE are accepted. There is NO food service provided.

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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.
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ADA Member Advantage
As an ADA and DCDS member, you receive many benefits, including discounts and special deals from endorsed companies through ADA Member Advantage.

Go to www.adamemberadvantage.com and check out all of the great deals today. It’s a good idea to regularly check the website from time to time, because new services and companies are offered throughout the year.

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Drs. Emery, Retana, and Difabio
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**Featured! Farragut North Office! Practice Management Free!**
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**General Dental Practice for Sale in Washington, DC**
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**GENERAL DENTIST**
State of the art practice in the heart of Arlington, looking for an experienced general dentist. Established practice with the latest dental technology and well-trained staff. Qualifications: Valid malpractice liability insurance and VA license.
Contact Malika Azargoon at 703-932-9633 or Malika@zardentalconsulting.com.

**Practice for Sale**
Contact Tom Bonsack, DDS, at 410-218-4061 or Tom@midatlanticdentaltransitions.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 prosthio, extractions, and endo. Please send resume to louis@fideldentalgroup.com
Contact Juliana Benini at 202-362-7413 or juliana@fideldentalgroup.com.

**Temporary Dentist Needed 4 days/week October 22-November 30**
Dentist Needed 4 days/week (Monday-Thursday) to fill in on Maternity Leave from October 22-November 30. Please send your resume and contact information.
Contact Dr. Kari Barnes at 909-496-3151 or kariogenic@gmail.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.