

# Newsletter



May 2014

Vol.55 No.5

## May Monthly Meeting: Neuropathic Orofacial Pain – Part II



*Dr. David Sirois*

As a follow-up to his lecture at the September 2013 DCDS monthly membership meeting, Dr. David Sirois will give the second part of his presentation on neuropathic orofacial pain at the May Monthly Meeting being held Tuesday, May 13, 2014, at the Westin Georgetown. The lecture will begin at 6:00 p.m. and be followed by dinner and a business meeting. To register for this month’s DCDS lecture, please call the Society at 202-547-7613 or e-mail [info@dcdental.org](mailto:info@dcdental.org).

Dr. Sirois earned his D.M.D., Ph.D. in Neuroscience, and completed a Fellowship in Oral Medicine from the University of Pennsylvania. He is Associate Professor of Oral and Maxillofacial Pathology, Radiology and Medicine at NYU College of Dentistry, Associate Professor of Neurology at NYU School of Medicine, and a Diplomat of the American Board of Oral Medicine. His clinical and research areas of interest include comprehensive care of the medically complex patient, oral dermatology, oral oncology, and chronic orofacial pain. He is President of the Board of Directors of the International Pemphigus and Pemphigoid Foundation, is Co-Chair of the Medical Advisory Board of the Trigeminal Neuralgia Association, and is a member of the editorial board of several biomedical journals. Dr. Sirois is widely published and lectures internationally on topics of orofacial pain and oral dermatology. He is a funded investigator on several NIH, industry and foundation sponsored studies. He maintains a private practice limited to Oral Medicine in New York City.

## Doug Fesler Named Interim Executive Director of DCDS



*Mr. Doug Fesler*

The DC Dental Society leadership has appointed Doug Fesler as interim executive director following the resignation of Executive Director Todd R. Philbrick last month. Doug brings more than 17 years of experience working with medical/scientific associations and a proven track record of success managing complex projects

and staff teams. The DCDS Executive Director Search Committee is currently conducting the search for the new executive director which it hopes to complete this summer.

### Monthly Membership Meeting Reservation Form

Tuesday, May 13, 2014

Georgetown Westin Hotel | 2350 M Street NW

- |   |  |
|---|--|
| <input type="checkbox"/> Scientific Lecture<br>6:00 p.m. - 7:00 p.m.            | <input type="checkbox"/> Dinner Meeting<br>7:30 p.m. - 8:30 p.m. |
| <input type="checkbox"/> Active / Active Life / Metropolitan Member (No Charge) |  |
| <input type="checkbox"/> Guest (Dinner: \$50)                                   |  |

Name \_\_\_\_\_

Name of Guest \_\_\_\_\_

**D.C. Dental Society 502 C Street, NE, Washington, DC 20002**  
**Phone: 202-547-7613/ Fax: (202) 546-1482**  
**Email: [info@dcdental.org](mailto:info@dcdental.org)**

### A Look Inside . . .

New Member Spotlight..... 2  
 Avoid OSHA Penalties..... 3  
 ADA 28th New Dentist Conf. .... 4  
 Health Insurance Marketplace .....5

Community Volunteer Opportunities..... 6  
 Help the Foundation Raise Funds ..... 6

# New Member Spotlight

## Elizabeth Gidey, DDS

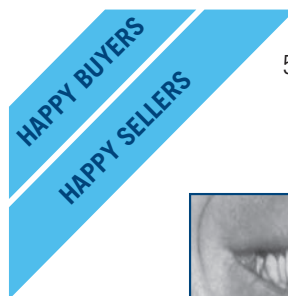
1712 I Street, NW  
Suite 910  
Washington, DC 20006  
202-861-7730  
gelsa3000@gmail.com  
Howard University, 2009  
General Dentistry Active Member

## Jeanette E. Suh, DMD

1221 Massachusetts Avenue, NW  
Washington, DC 20005  
202-628-7979  
jeannette.suh@gmail.com  
Tufts University, 2012  
General Dentistry Active Member

## Mary Telis, DDS

6428 Georgia Avenue, NW  
Washington, DC 20010  
202-723-0303  
mary.telis@gmail.com  
University of Maryland, 2013  
General Dentistry Active Member



5113 Lynngate Rd., Columbia, MD 21044  
[www.polcariassociates.com](http://www.polcariassociates.com)



OVER 25  
YEARS OF  
SERVICE

## POLCARI ASSOCIATES, LTD.

Practice Sales . Appraisals . Partnerships

- Free Consultation
- No Up Front Fees
- Appraisal Fee Included
- We Show Our
- Practices Locally
- Free Financing Help
- All Cash Sales
- Low Commission
- No Buyer's Fees
- Single Representation
- Dentist Owned

### BUYER SERVICES

For buyers looking at multiple practices we can analyze each inexpensively using DENTAPPRAISE™ our computer appraisal program that gives a “ballpark” appraisal value to see if the asking price is realistic.

800-544-1297 [info@polcariassociates.com](mailto:info@polcariassociates.com)

## Avoid OSHA Penalties by Taking Workplace Health Safety Seriously

The U.S. Department of Labor Occupational Safety and Health Administration cited MD Dental Center PC, doing business as Smile Center Dental for 26 serious violations—including exposing workers to BBP hazards—at the company's facility in DC. OSHA's inspection, initiated in response to a complaint, resulted in \$61,600 in proposed penalties.

Cited violations include worker exposure to blood borne pathogens with no exposure control plan or proper training, workers without eye protection when using chemicals to sanitize medical instruments, egress issues, exposure to electrical hazards and using inadequate personal protective equipment. The company failed to provide workers with Hepatitis B vaccinations within 10 days of employment, have an adequate hazard communication program and training in place, properly label chemicals and maintain material safety data sheets for chemicals used on-site. A serious citation is issued when there is substantial probability that death or serious physical harm could result and the employer knew, or should have known, of the hazard.

"Employers must protect workers who are occupationally exposed to blood or other potentially infectious materials," said Michael Stracka, Acting Director of OSHA's Baltimore/Washington Office. "Medical facilities have a duty to provide a safe and healthful workplace for their employees."

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to ensure these conditions exist for America's working men and women by setting and enforcing standards, and providing training, education and assistance. For more information, visit <http://www.osha.gov>.

**Do you want to be the #1 Dentist in Google?  
Are patients able to find your practice?**

We will make your practice more findable online so you can get more patients and customers coming to you!

Google bing YAHOO!

### 24/7 Online Support

- Local Search Engine Optimization
- Google Adwords Campaigns
- Google Maps and Google+ Optimization
- Local Citations and Blog Content Creation
- Monthly Ranking and Analytics Reports
- We work with you to build your brand online!

**saje**  
consultants

**Call Us: 202-656-7253**

Visit our Website: <http://www.sajeconsultants.com>

# Register Today for the ADA 28th New Dentist Conference

Registration is open for dentists and dental students to attend the American Dental Association (ADA) 28th New Dentist Conference, Here We Come!, which takes place at the Sheraton Kansas City Hotel at Crown Center, Kansas City, Mo., July 17-19. The hotel registration deadline is June 23 and the pre-conference registration deadline is July 2.

Dentists and dental students are invited to join colleagues for a weekend of networking, leadership development and continuing education at a conference that caters to the unique needs of new dentists — dentists less than 10 years out of dental school. Attendees will have the opportunity to earn up to 14 hours of continuing education (CE) credits with hands-on implant and endodontic workshops at the University of Missouri – Kansas City School of Dentistry and courses on crown and bridge dentistry, increasing production, dental team management and more. The conference

also offers a full day of leadership programming on leadership effectiveness, engaging students and new dentists in organized dentistry, pathways to leadership and a hot topics session in small groups with the ADA Board of Trustees.

Lunches and special events are included with the \$375 registration fee for ADA members. Conference attendees enjoy a discount when booking rooms at the host hotel. Those who enter by May 23 are eligible to win early-bird incentives such as free registration or lodging at the New Dentist Conference, or free registration or three nights lodging at ADA 2014 in San Antonio in October. Full conference details are available at <http://www.ada.org/newdentistconf.aspx>.



## Our Philosophy:

**Satisfied dentists are the key to satisfying our members.**

- Over 500,000 members
- Attractive fee schedules
- Aggressive marketing of participating dentists
- Simple, fast claims administration
- Secure online access to patient information
- Free electronic claim submission
- Signing up is easy!



Contact Provider Relations at 888-681-5100, ext. 3027 or go to [DominionDental.com/dentists](http://DominionDental.com/dentists) for more information.

**Dominion Dental Services We Work For Your Benefit.®**

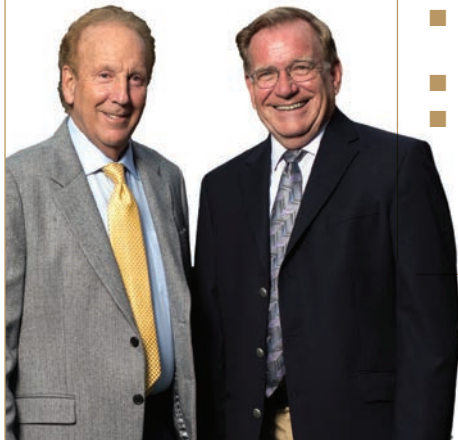
# ADA Report: Health Insurance Marketplaces Offer a Variety of Dental Benefit Options, but Information Availability is an Issue

The Affordable Care Act (ACA) will extend health insurance to millions of Americans. Recognizing the importance of oral health, pediatric dental services are one of the ten essential health benefits that all small group and individual market health plans are required to cover. Early estimates predict that almost 9 million children could gain dental benefits coverage due to the ACA. This Research Brief and infographic finds that there is considerable variation across states in how dental benefits are offered within the newly established health insurance marketplaces. In some marketplaces, pediatric dental benefits can be purchased only through stand-alone dental plans, while in others all medical plans include embedded pediatric dental benefits. There is limited information available to consumers on many key attributes of dental plans within the marketplaces, making it challenging to make meaningful comparisons and fully informed decisions. Stand-alone dental plans and medical plans with embedded dental benefits differ in several ways, including out-of-network coverage, deductible arrangements, and premiums. Further research is needed to study the implications of alternative marketplace set ups on consumer purchasing decisions and, ultimately, access to dental care.

Read the full report at <http://bit.ly/1cPUUuz>

## Selling or Buying a Dental Practice?

**Karpa Dental Brokerage** provides many benefits when you are selling or buying a dental practice



Dr. William Karpa

Dr. Bernard McDermott

- Servicing Washington, DC, Northern Virginia, and Montgomery and PG Counties
- Show all practices personally
- NO fees to the buyer
- ONLY seller fees: commission and valuation (if needed)
- All calls returned within hours if not immediately
- Fair commission rates usually lower than our competition

Visit [www.karpadentalbrokerage.com](http://www.karpadentalbrokerage.com) for more information or call 301.233.1814 or 202.320.0732 for a free consultation.



### Recent 2013 Purchases

Dr. Philip Maiese  
to Dr. Samantha Siranli  
Washington, DC

Dr. Samir Naik  
to Dr. Anita Kianimesh  
Falls Church, Virginia

Dr. Stephen Barsky  
to Dr. Arousha Jahangiri  
Washington, DC

Dr. Robert Shub to Dr. Sherman Telis  
Washington, DC

Dr. Ray Gottlieb  
to Dr. Antoinette Ramdath  
Silver Spring, Maryland

Dr. Leslie Sabo to Dr. Michelle Borrus  
Germantown, Maryland

Dr. Leslie Taylor to Dr. Sarah Wilmer  
Richmond, Virginia

Dr. Ivan Miller to Dr. Payam Haghghi  
Gaithersburg, Maryland

To view current  
available practices visit:  
[karpadentalbrokerage.com](http://karpadentalbrokerage.com)

## Community Volunteer Opportunities

---

The DC Dental Society Foundation regularly receives requests for member volunteers who are willing to participate in various community health fairs and health related programs. Listed below are current volunteer opportunities.

### June “Healthy Living Programs”

During the first 2 weeks of June, the Southwest Public Library is hosting a variety of “Healthy Living Programs” for adults and children. The events are geared towards families in DC and will feature hands-on fun activities that help to educate participants on good health habits. The library is looking for a dentist to speak about good oral health and healthy dental habits. If you are interested in volunteering please contact Ms. Nicole Loinaz, Children’s Librarian at the SW Public Library for more information (w) 202-724-4691 (c) 773-708-1933.

### Volunteer Periodontist and General Dentists Needed

The Catholic Charities Healthcare Network of Washington, DC is in need of a volunteer periodontist, as well as general dentists. The current volunteer periodontist is retiring in May. The Network links low income and uninsured people in the DC area with general and specialty dental providers. For thirty years, the volunteer dentists have seen referred patients in their offices and provided much needed dental care. Last year, the Network schedule over 3000 appointments and provided more than six million dollars of pro bono health care. If you are interested in volunteering with the Network, please call Ms. Sandra Maciuba, RN, MPH, Program Manager at the Catholic Charities HealthCare Network of Washington, DC. 202-481-1429 or Sandra.Maciuba@CatholicCharitiesDC.org.

## Help the Foundation Raise Funds!

---



America’s Most Convenient Bank®

Raising funds for the Foundation does not get any easier than this! The Foundation has an affinity program with TD Bank. This generous program can provide an annual sponsorship. All you have to do is open an account at TD Bank or link your existing account to the “**DC Dental Foundation**” code **A3891**. This potential sponsorship will

help the Foundation reach and treat more of our community’s at-need residents.

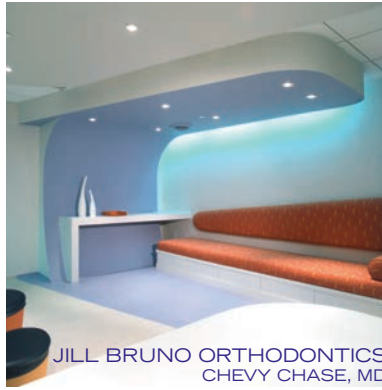
If you do not currently bank at TD Bank:

Any bank associate can help you open an account and join the Affinity Program. Any TD Bank customer can join the Affinity Program benefitting The Foundation, so ask your friends, relatives, and business partners with TD Bank accounts to call 888-751-9000 and join too.

**There is absolutely no cost to you.**



BLOO DENTAL  
BRAMBLETON, VA



JILL BRUNO ORTHODONTICS  
CHEVY CHASE, MD



OBEID DENTAL  
CHEVY CHASE, MD



CAPITAL ORAL AND FACIAL  
SURGERY CENTER  
WASHINGTON, DC



## TOP DOCTORS TOP DESIGN

Award-winning  
architecture firm  
FORMA Design  
partners with Washington's  
Top Doctors + Dentists  
to create stunning  
medical and dental spaces  
that build practice value.

**FORMAonline.com**

1524 U STREET, NW, DC 20009  
202 265 2625

# PARAGON

DENTAL PRACTICE TRANSITIONS

**PARAGON Makes  
Every Transition  
a Win-Win**



Our Dual Representation  
policy guarantees all  
parties emerge  
as winners.



Dual Representation

**CALL: 866.898.1867 | EMAIL: INFO@PARAGON.US.COM**



Your local PARAGON practice transition consultants are Kim Anderson, DDS and Paul Martin, MBA

# Classified Ads

## Practice For Sale Near DC:

ST. MARY'S COUNTY. Retiring. Long Established family practice near Naval Base. 3 ops on main road. Grossing over \$550K part time with high net; P.G. COUNTY-2/3 ops/ established. Digital x-rays grossing \$225k PT.; BALTIMORE COUNTY- Long time Shopping center Denture center/general practice grossing \$700K. Polcari Associates, Ltd (800)544-1297.

## Exciting Opportunities For Dentist in Washington DC!

Help enhance the quality of life for children by providing a positive dental experience right in the school setting. Excellent compensation. Monday—Friday. No evenings or weekends. For more information or to apply, visit [www.smileprograms.com](http://www.smileprograms.com).

## Practice For Sale NW DC:

Busy Two Dentist General Practice - Northwest DC, grossing \$1.8 million. 2900 active patients, 6 operatories, Eaglesoft software, 11 terminals. Leasing 1800 Sq. Ft. one block from Cleveland Park Metro. Street parking available. Sale By owners. Send CV to: [dentalsale@rcn.com](mailto:dentalsale@rcn.com).

## Practice For Sale NW DC:

Practice and Dentistry dedicated office for sale or rent, part-time or full, in tony Dupont Circle. Too many extras to list. Call Mark 202-250-1491.

## Rooms with a View! 4 Op Dental Suite:

Beautiful setting surrounded by nature. 4 fully equipped dental ops, 2 with digital xrays, computers in each op, consult room, separate lunch area for staff and spacious private office space. Seeking a like minded dentist who puts patients first, to share this oasis in the city. One of a kind space, great opportunity for the right person. \$3500/mo plus 1/3 of utilities and maintenance. Also willing to partner on staffing and supply costs. Looking to create a win-win. Office located in historic Takoma Park. Ample off street parking. Location 1 block from Red Line. For inquiries, please contact Lynn Locklear at 202-486-1964 or by email at [toothdoclock@gmail.com](mailto:toothdoclock@gmail.com).



## Dental Condominium For Sale:

JBS Ventures, LLC has a dental condominium for sale CBD, DC on 20th and M NW:

- Two levels of 3,500 SF each – Available now
- \$350.00 per SF (\$100,000.00 build out credit per level)

For more information call Sergio Guerrero Vivanco at 202-258-8860 or email at [Sergio@Jbsventures.com](mailto:Sergio@Jbsventures.com).

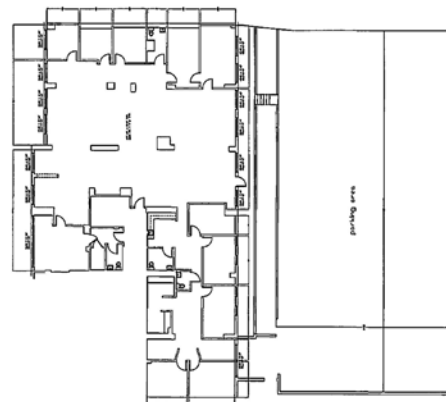


## Medical Dental Condo For Sale:

In the West End of NW DC:

- 5,500 SF – Available now ( space can be subdivided )
- \$450.00 per SF (\$100,000.00 build out credit)
- 15 surface parking spaces at the front door- \$75,000 per space. Buy as many spaces as you need.
- West End- 22nd & L, NW

For more information call Sergio Guerrero Vivanco at 202-258-8860 or email at [Sergio@Jbsventures.com](mailto:Sergio@Jbsventures.com).





# *When it's time to start thinking about tomorrow...*

*Practice Sales*  
*Practice Appraisals*  
*Transition Consultation*

We customize a plan FOR YOU to maximize patient and staff retention, minimize your tax liability, and ensure a smooth and successful transition.  
*Call us today for a free initial consultation!*



*Practice transition experts*



**NATIONAL PRACTICE  
TRANSITIONS<sup>SM</sup>**



## **NPT=Results**

**Congratulations to these doctors who trusted us with their practices when they were ready to take the next step!**

*Roger Stock, DDS -to- Smitha Reddy, DDS*  
*Langan & Frank, LLC -to- Confidential Buyer*  
*Bradford Pressley, DDS -to- Jeffrey Lamura, DDS*  
*Stephen Couet, DDS -to- Joseph Flaherty, III, DMD*  
*Warren Fitzpatrick, DMD -to- Robert Carnevale, DMD*

**Amanda Christy**  
*Regional Representative*  
[a.christy@NPTdental.com](mailto:a.christy@NPTdental.com)

**P: 877.365.6786 x 230**  
**F: 877.641.0808**  
[www.NPTdental.com](http://www.NPTdental.com)  
[info@NPTdental.com](mailto:info@NPTdental.com)

***We may not be the biggest, but we are committed to being the BEST!***