

District of Columbia  
DENTAL SOCIETY

# NEWSLETTER

December 2016, Vol. 61, No. 12



**Dr. Thomas Sokoly**

## *A Letter from the DC Dental Society President Thomas Sokoly, DDS*

Dear Colleagues:

As the year comes to a close, I am thankful for the opportunity to serve as President of this great society.

With 2016 behind us, the Society's focus has now shifted to making the 2017 Mid-Atlantic Dental Meeting a success. Members are the most important resource we have as an organization, and as such, I hope you are able to support our Society by attending the meeting on May 5-6, 2017 at the Walter E. Washington Convention Center. The meeting's new format, which includes lower and simplified registration rates, will allow members and nonmembers to bring their dental team at an extremely economical cost. [Registration is now open](#) and I encourage you all to take advantage of the early-bird registration rates.

The Society will be providing oral cancer screenings at the 2017 NBC4 Health and Fitness Expo again this year. Volunteers are needed for two-hour shifts on both Saturday, January 7<sup>th</sup>, and Sunday, January 8<sup>th</sup>. More information about the event as well as volunteer sign-up is can be found in the article on [page 6](#).

I hope you are able to join us on December 13<sup>th</sup> for the monthly meeting. We will have the opportunity to come together as friends and colleagues over dinner before the year ends. Dr. Uche Odiatu will be presenting on "The Wellness Advantage: New Strategies for You and Your Patients." The business meeting will start at 5:45 pm, with dinner following the presentation.

Finally, 2017 membership dues renewal invoices have been sent out this month. I urge you to remit your membership dues payments promptly to avoid any interruption in your membership.

*(continued on page 2)*

### **A Look Inside...**

- Registration Opens for 2017 Mid-Atlantic Dental Meeting .....3
- Universal Paid Leave Act Legislation Request .....4
- December 13 Monthly Meeting.....5
- January 10 Monthly Meeting .....6
- ADA Dues Increase and Notice About Dues Renewals .....7
- Announcement of Amendment to Section 5.H. of the ADA Code .....8
- CMS Recommends Reviewing Open Payments Data by December 31<sup>st</sup> .....8
- Volunteers Needed for January Event .....6
- ADA Business Resources Announces New Endorsement .....9
- Member News .....10
- DCDS Cautions Members About Fraudulent Invoices.....10
- Classifieds.....12

### **Reach Us**

DCDS Business Office  
2025 M Street NW  
Suite 800  
Washington, DC 20036

P: (202) 367-1163

F: (202) 365-2163

E: [info@dcdental.org](mailto:info@dcdental.org)

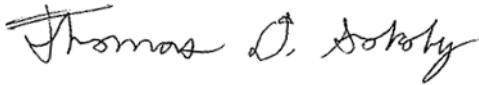


(continued from page 1) As always, please don't hesitate to reach out to me should you have any questions.

*We are DCDS: passionate about our profession, our community, and our future!*

Sincerely,

Thomas Sokoly, DDS



President, DC Dental Society

## Are Your Dental Assistants Registered?

[District of Columbia Dental Regulations](#) require that all dental assistants practicing in the District be registered with the DC Board of Dentistry. Dental assistants not in compliance with this regulation risk fine, as do their supervising dentists. For more information, please visit the DC Board of Dentistry [website](#).

# PARAGON

DENTAL PRACTICE TRANSITIONS

## The PARAGON Advantage

For more than 25 years PARAGON consultants have been dedicated to providing the best dental transition consulting services available in the country, guiding our clients through every step of the process.



Nationwide  
Coverage

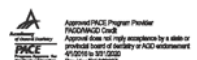


Dual  
Representation



Local Market  
Expertise

Your local PARAGON practice transition consultant is Chad Bruner



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

## Registration Open for 2017 Mid-Atlantic Dental Meeting

[Register now](#) and join us May 5-6, 2017 at the Walter E. Washington Convention Center for two days of learning best practices, exploring new products, and sharing with your peers.

Mid-Atlantic Dental Meeting highlights include:

- Education sessions taught by thought leaders. No matter your role or the size of your practice, there is something for the entire dental team!
- Dedicated time with exhibitors in the region's largest exhibit hall, where you'll find the latest technology and solutions to help your practice and techniques to enhance patient satisfaction.
- Opportunities to network with your fellow attendees and share experiences, including the Friday opening reception, first-timers speed networking, Awards Dinner, and many more!

This is the dental event to attend if you're looking for ways to keep your practice moving forward. Visit [our website](#) to learn more, view the [schedule of events](#), and [register today!](#)



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



**Practice Appraisals & Sales**



**Pre-Transition Consulting**



**Associate Placement**



**Practice Protection Plan**

◆ Free Practice Appraisal & Legal Drafts

◆ Face-To-Face Consultations & Practice Showings

◆ Structuring of Sale to Minimize Tax Liability

◆ No Up-Front Fees & Only Paid if Successful

◆ Founded & Owned by Two Successful Attorneys

◆ Single Representation- Not Dual Rep

**Amanda Christy**  
Regional Representative

LOCAL: 704-395-9286, x230  
TOLL FREE: 877-365-6786, x230

A.CHRISTY@NPTDENTAL.COM  
WWW.NPTDENTAL.COM

# Universal Paid Leave Act - Legislation Request

## Contact D.C. City Council and Mayor

By Eugene T. Giannini, DDS

Many of you have been following the recent DC City Council actions on the Universal Paid Leave Act. The DC Dental Society has made its position known to members of the City Council during the process that we are opposing the act and its payroll tax on employers.

The proposed act would provide 8 weeks paid leave for family care such as a sick child or parent, and 11 weeks paid parental leave. The wage replacement rate will be 90% for the lowest paid workers (earning below 150% of the minimum wage). For everyone else, the benefit is capped at \$1,000 per week.

The benefits will be funded entirely by a new 0.62% payroll tax on employers.

The final Council vote on the legislation will occur on December 20th. It is imperative that we as dentists and small business owners make our voices known to our respective DC Council member.

Some issues with the proposed legislation:

- There is a disparity in that private employers will have to provide 11 weeks of leave but the District government only provides its employees 8 weeks of leave.
- In the California paid leave bill there is a provision that allows only the primary caregiver to take leave, per qualifying event, for a family member. In the DC bill, any and all can take leave to care for the same individual.
- There is no cap on the tax paid by employers even though there is a cap on benefits.
- There is no provision that suggests that this benefit should be a benefit of last resort meaning the employee should have to exhaust sick and safe and other benefits first.

The councilmembers **need** to hear directly from DC employers who will be affected. Key points to include in your correspondence, contact information, and a drafted letter for the Mayor and Councilmembers can be found [on our website](#).

HAPPY BUYERS! HAPPY SELLERS!

**POLCARI ASSOCIATES, LTD.**  
[www.policariassociates.com](http://www.policariassociates.com)

### Practice Sales

#### WHEN YOU LIST WITH US:

- 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

### Practice Appraisal Services

- Full accurate market value appraisals for sales, purchase, mediation, partnership, estate, transition planning
- Especially For Buyers: **DENTAPPRAISE™** "ballpark" approximation of market value

OVER 30  
YEARS OF  
SERVICE

800-544-1297  
410-997-4427 (FAX)

[info@policariassociates.com](mailto:info@policariassociates.com)

# The Wellness Advantage: New Strategies for You & Your Patients

## December Monthly Meeting

The next DC Dental Society monthly meeting will be held Tuesday, December 13th, at the Westin Georgetown and will feature a presentation by Dr. Uche Odiatu, DMD, titled "The Wellness Advantage: New Strategies for You & Your Patients."

### Session Abstract

Want to add value to your patient experience? There is an avalanche of evidence demonstrating the connection between your patients' oral health and modern lifestyle habits: lack of sleep, shift work, poorly managed stress, overeating, and sedentary living. A recent article in *Dentistry Today* reported that patients appreciate the dental health professional who sees the bigger picture and truly understands the relationship between the body, mind and mouth.

Emerging research catapults inflammation into the ring as a key player in many systemic and oral diseases. Periodontal disease is one of the major sources of chronic inflammation that adversely influences the entire body. Stop the deadly cascade with specific dental and lifestyle solutions guaranteed to change your patient's health destiny. This fact filled and inspirational evening session is a 'call to arms' against inflammation – "let's douse the flames!"

For a full description and learning objectives, [click here](#).

### Biography

Dr. Uche Odiatu, BA, DMD, is a lifelong athlete, an NSCA-certified trainer and best-selling wellness author of the books *Fit For the LOVE of It* and *The Miracle of Health*. This busy dentist is also a member of the American College of Sports Medicine and has inspired people with his humor, insights and energy on national television (including Canada AM) and radio (KFAR Alaska to WGST Atlanta). He has lectured at all the major dental meetings in Canada, the United States, England, and Jamaica. Visit [www.DrUche.com](http://www.DrUche.com).

Members planning to attend the December meeting should RSVP [online](#), by phone at (202) 367-1163, or via e-mail at [info@dcdental.org](mailto:info@dcdental.org) by 5:00 p.m. on Monday, December 12. Monthly meetings are free to members as a membership benefit. Members may also bring one guest for free.



The DC Dental Society is an ADA CER-P Recognized Provider. ADA CER-P is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CER-P 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 this activity for 2 continuing education credits.

### Presentation Topic

The Wellness Advantage: New Strategies for You & Your Patients

### Schedule

5:00 p.m. — Registration Opens

5:45 p.m. — Business Meeting

6:00 p.m. — Presentation  
Dinner to Follow Presentation

### 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

# Stay Out of Jail: The Top Coding Errors

## January Monthly Meeting

Join us Tuesday, January 10th, at the Westin Georgetown for a presentation by Dr. Charles Blair, DDS titled "Stay Out of Jail: The Top Coding Errors."

### Session Abstract

Coding errors are predictable in today's dental practice. Learn the top coding errors – and how not to make them! You will also receive new, valuable information on some of the "hot" sections of the CDT code, which you can use to identify and "fix" coding problems that lurk in your practice. Most practices can expect legitimate net increases in cash flow immediately by learning how to do it right.

Based on several thousand dental practices studied, these common problems were identified:

- Consistent Coding Errors
- Clinical Protocol Issues
- Potentially Fraudulent Activities

Dealing with dental insurance is overwhelming but key coding strategies can save you time, prevent hassles, and keep you out of jail. Stop leaving money on the table as PPOs dominate the market place – a tipping point!

For a full description and learning objectives, [click here](#).

### Biography

Dr. Charles Blair is dentistry's leading authority on insurance coding strategies, fee positioning and strategic planning. He has individually consulted with thousands of practices, helping them identify and implement new strategies for increasing legitimate reimbursement. Dr. Blair's extensive background and expertise makes him uniquely qualified to share his wealth of knowledge with the dental profession. For more information about Dr. Charles Blair, [click here](#).

Members planning to attend the January meeting should RSVP [online](#), by phone at (202) 367-1163, or via e-mail at [info@dcdental.org](mailto:info@dcdental.org) by 5:00 p.m. on Monday, January 9. Monthly meetings are free to members as a membership benefit. Members may also bring one guest for free.



The DC Dental Society is an ADA CER-P Recognized Provider. ADA CER-P is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CER-P 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 this activity for 2 continuing education credits.

### Presentation Topic

Stay Out of Jail: The Top Coding Errors

### Schedule

5:00 p.m. — Networking

Reception (cash bar)

5:45 p.m. — Business Meeting

6:00 p.m. — Presentation

### 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

## Notice About Dues Renewals

Last month, members received in the mail their 2017 DCDS and ADA membership dues renewal information. Be sure to remain an active part of your national and local dental organizations to stay up-to-date and connected with peers in the field. You may renew online using your ADA login credentials. In addition to renewing your membership dues, please consider making voluntary contributions to the following DCDS-related entities:

- DCDS Foundation — charitable and philanthropic arm of the D.C. Dental Society that supports education, screenings and services for at-need District of Columbia residents. Donations to the Foundation are tax-deductible.
- District of Columbia Dental Political Action Committee (DCDPAC) — voluntary unincorporated committee of individual dentists that advocates on local issues of concern to the dental profession within the District of Columbia.
- American Dental Political Action Committee (ADPAC) — bipartisan voice of thousands of dentists who join together to help elect candidates to federal office who understand the importance of dentistry and dentistry's unrelenting commitment to improving oral health care in America.

For 2017, ADA dues are increasing by \$10, to a total of \$532. DCDS membership voted at the November Monthly Meeting to increase dues by \$100, to a total of \$605. The combined ADA and DCDS dues for 2017 is \$1,137.

If you do not renew your dues by December 31, 2016, your membership will enter a one-month grace period until January 31, 2017. You will still be able to attend the January Monthly Meeting and bring a guest for free. After January 31, you will be assessed a \$100 late fee in addition to your regular dues.

DCDS has numerous payment options to fit every member's need. Contact the DCDS business office at [info@dcdental.org](mailto:info@dcdental.org) for more information.



For over 75 years, dentists in the Mid-Atlantic have trusted R.K Tongue Co. to safeguard their financial wellbeing and professional reputations. The D.C. Dental Society officially endorsed us in 1998 and every year since then to provide a comprehensive suite of insurance and financial services to its esteemed membership. We remain steadfast in our commitment to protecting your assets and your reputation.

**WE'RE WATCHING LIKE A HAWK**



**Professional Protector Plan® for Dentists**  
(Exclusive, discounted, proprietary dental office & malpractice insurance package policy)

**Simplified shopping**—Broker/client relationship means we shop for you among many companies

**Exclusive discounts for DCDS members**  
malpractice, disability income, personal insurance

**R. K. TONGUE CO., INC.**

Contact Andrew Gerner CFP® or Mike Fitzpatrick III  
[eagerner@rktongue.com](mailto:eagerner@rktongue.com) | [fmfitzpatrick@rktongue.com](mailto:fmfitzpatrick@rktongue.com)

575 S. Charles St., #205, Baltimore, MD 21201  
(800)638.6353 | [info@rktongue.com](mailto:info@rktongue.com)  
[www.rktongue.com](http://www.rktongue.com)

## Announcement of Amendment to Section 5.H. of the ADA Code

The 2016 ADA House of Delegates has amended Section 5.H. of the ADA Code regarding the announcement of specialties. As amended, Section 5.H. of the Code states as follows:

**5.H. ANNOUNCEMENT OF SPECIALIZATION AND LIMITATION OF PRACTICE.** A dentist may ethically announce as a specialist to the public in any of the dental specialties recognized by the American Dental Association including dental public health, endodontics, oral and maxillofacial pathology, oral and maxillofacial radiology, oral and maxillofacial surgery, orthodontics and dentofacial orthopedics, pediatric dentistry, periodontics, and prosthodontics, and in any other areas of dentistry for which specialty recognition has been granted under the standards required or recognized in the practitioner's jurisdiction, provided the dentist meets the educational requirements required for recognition as a specialist adopted by the American Dental Association or accepted in the jurisdiction in which they practice.\* Dentists who choose to announce specialization should use "specialist in" and shall devote a sufficient portion of their practice to the announced specialty or specialties to maintain expertise in that specialty or those specialties. Dentists whose practice is devoted exclusively to an announced specialty or specialties may announce that their practice "is limited to" that specialty or those specialties. Dentists who use their eligibility to announce as specialists to make the public believe that specialty services rendered in the dental office are being rendered by qualified specialists when such is not the case are engaged in unethical conduct. The burden of responsibility is on specialists to avoid any inference that general practitioners who are associated with specialists are qualified to announce themselves as specialists.

---

\* In the case of the ADA, the educational requirements include successful completion of an advanced educational program accredited by the Commission on Dental Accreditation, two or more years in length, as specified by the Council on Dental Education and Licensure, or being a diplomate of an American Dental Association recognized certifying board for each specialty announced.

## CMS Recommends Reviewing Open Payments Data by December 31<sup>st</sup>

The Centers for Medicare & Medicaid Services is recommending healthcare providers review their Open Payments (Physician Payments Sunshine Act) data by December 31. "If there is anything inaccurate, make sure you dispute it quickly," [said CMS](#) in an e-newsletter. "This will let drug and device companies know that you disagree with their records and give you a chance to resolve the dispute."

For more information about reviewing and disputing public Open Payments data, visit [CMS.gov](#). The ADA has compiled a [list of frequently asked questions](#) about Open Payments for members (ADA login required).

## Volunteers Needed for January Event

The DC Dental Society Foundation will again be providing oral cancer screenings at the 2017 NBC4 Health and Fitness Expo occurring Saturday, January 7, and Sunday, January 8, from 9:00 AM to 5:00 PM at the Walter E. Washington Convention Center. Volunteers will work two hour shifts and assist with screenings. We also need volunteers to staff an "Ask an Expert" booth. Those interested in volunteering for NBC4 can fill out [this form](#) or reach out to DC Dental Society staff by e-mail at [info@dcdental.org](mailto:info@dcdental.org), or by phone at (202) 367-1163.





## ADA Business Resources Announces New Endorsement

The ADA Business Resources announced it endorsed Lenovo Computer and Technology Products as the business- and home-use computer products provider for ADA members. The new endorsement offers members special pricing and discounts from Lenovo's entire line of technology products.




Through the endorsement, members can save up to 30 percent off the everyday public online price of laptops, tablets, desktops, all-in-ones, workstations, servers, accessories and more. This includes savings on top products, such as the ThinkPad notebooks and multimode YOGA tablets.

ADA members also receive free ground shipping on all online orders, monthly limited time special offers, access to energy-efficient green technologies and service and support before, during and after purchase.

For more information and ordering options, contact Lenovo at 1-800-426-7235 ext. 4886 or visit [www.lenovo.com/ada](http://www.lenovo.com/ada).

**RELAX,**  
*You've listed your practice with  
Henry Schein Professional Practice Transitions.*

Deciding to sell your practice is difficult. We make it easier. Our experience, knowledge, and national network will help you get the **best price, close the deal,** and give you **peace of mind.**

 **HENRY SCHEIN**<sup>®</sup>  
PROFESSIONAL PRACTICE TRANSITIONS

[www.henryscheinppt.com](http://www.henryscheinppt.com)  
1-800-988-5674

■ PRACTICE SALES ■ VALUATIONS  
■ TRANSITION CONSULTING/  
PLANNING ■ ASSOCIATESHIPS

© 2016 Henry Schein, Inc. No copying without permission. Not responsible for typographical or graphical errors.

## Member News

### November Happy Hour

Members met up for a drink after work and enjoyed some sangria, tapas and a door raffle at La Tasca in Penn Quarter on November 17. The quarterly Happy Hours give members and non-members the chance to mingle and connect in a relaxed setting. We hope to see you at the next happy hour in 2017! If you have a favorite happy hour place to suggest, please e-mail [info@dcdental.org](mailto:info@dcdental.org).




### Members Select New ADA Delegate and Alternate Delegate

At the November Monthly Meeting, Dr. Stephen Tigani was selected to serve the DCDS as a delegate to the ADA House of Delegates. Dr. Sally Cram was selected to serve as an alternate delegate. Both will serve a two-year term. ADA delegates and alternates are charged with representing the best interests of society members and the dental profession in the ADA House of Delegates. We thank Drs. Tigani and Cram for their continued commitment in representing DC dentists at the ADA.



### DCDS Cautions Members About Fraudulent Invoices

The Society has become aware of fraudulent invoices being sent to members on behalf of Buckeye Medical. Please be aware and be sure to validate all invoices before making payments. If you have any questions or would like to report receiving a fraudulent invoice, contact the DC Dental Society immediately at [info@dcdental.org](mailto:info@dcdental.org) or (202) 367-1163.



**Dr. Emery,  
The Capital Center for  
Oral and Maxillofacial Surgery  
and X-Nav Technologies**

Proud sponsors of the  
The District of Columbia  
Dental Society Golf Tournament  
Bretton Woods  
September 14, 2016



**Oral Surgery. Reinvented.**

www.ccomfs.com | 202-386-7100 | info@ccomfs.com



**Believe in Better.**



www.x-navtech.com | 855-475-9628 | info@xnavtech.com

# Classifieds

## Real Estate Opportunities

**PRACTICES FOR SALE** – GLEN BURNIE- 4 ops grossing \$250K. MARYLAND EASTERN SHORE Pediatric \$1.7M gross. LANDOVER HILLS MD 4 op retiring. Grossing \$500K. BLDG also. ELLICOTT CITY Modern 3 op Satellite. Priced to sell. POLCARI ASSOCIATES (800)544-1297 [info@polcariassociates.com](mailto:info@polcariassociates.com)

## Employment Opportunity

**POSITIONS OPEN** – Exciting opportunities for dentists, hygienists, and assistants to provide children with quality dental care in schools in DC. No evenings or weekends. E-mail resumes to [jobs@smileprograms.com](mailto:jobs@smileprograms.com).

## Advertise with DCDS

Classified ads in the DCDS Newsletter are easy to coordinate. Simply fill out an [advertisement contract](#) and e-mail the completed contract and your ad to [info@dcdental.org](mailto:info@dcdental.org). We will then send you an invoice and request payment information. Without the payment, your ad will not run.

### Pricing is as follows:

Members: \$30

Non-Profit Organizations: \$50

Non-Members: \$100

Dental Students and New Graduates: Free! You must be a member of the ASDA or DCDS to qualify.

### Deadlines:

The Newsletter is usually distributed on the first Wednesday of every month. Ads are due to the Society two weeks in advance in order for them to appear in the next newsletter.