



## ***A Letter from the DC Dental Society President Julian Moiseiwitsch, BDS, PhD***



**Dr. Julian Moiseiwitsch**

Dear Colleagues:

This past year, the Society has been extremely busy on several fronts. I'd like to take this opportunity to review our activities and accomplishments with you.

Our largest priority since the start of my term has been the continued engagement of new members into our Society and the retention of current members. We have made numerous strives aimed at realizing these

goals. In 2015, the Society increased its market share by nearly 3% with our largest increases seen in the recruitment of women dentists and new dentists. As a result, the DC Dental Society received four recruitment and retention awards in the Under 500 Active Licensed Members category at the 2016 ADA Annual Conference on Recruitment and Retention in Chicago, IL. We were only one of four ADA constituents last year to post an increase in market share of more than two percent and the only ADA constituent in the entire Mid-Atlantic region that posted growth last year. My sincere appreciation goes out to the Membership Committee for all their efforts over the past several years to help us realize this growth.

The Society has also remained focused on actively engaging dental students at Howard University and educating them on the benefits of organized dentistry. In April we held our second annual ADA National Signing Day at Howard University for D4 students, resulting in more than 25 provisional DCDS members.

Our networking and education events continue to be key member benefits with strong member utilization. This year's monthly meeting CE presentations have been both well regarded and well attended. The series of workshops that the Foundation organized last summer in collaboration with TD Bank were also well received. The informal happy hours started last year have proven popular,

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especially with our new dentist members. And our annual golf outing at Bretton Woods last September attracted nearly 40 golfers with net proceeds benefiting the DCDS Foundation.

The Society revamped both the functionality and look of its main website and annual meeting site with the assistance of the ADA last summer. We also ramped up our social media presence, which was highly praised by the ADA and our vendor partners. From March 2015 to May 2016, we increased our total engagement (follows/likes) on Facebook by 39.3%, Twitter by 278.9%, our LinkedIn group page by 115.0%, and our LinkedIn company page by 74.2%. Additionally, we refreshed the look of our monthly newsletter which has a member open rate of approximately 50%.

At the 2015 ADA Annual Meeting in Washington DC, we received accolades for our handling of volunteer recruitment and onsite management of the nearly 600 volunteers that participated. The ADA was also extremely pleased with the turn-out at the meeting. Approximately 22,000 individuals attended last November's ADA Meeting here in DC, a significant increase in attendance compared to the 2014 meeting in San Antonio. The Society also spearheaded a Mission of Mercy Project held in conjunction with the ADA Annual Meeting with more than 575 volunteers from across the country participating. Over 600 patients were treated with each receiving an average of \$716 in dental care/treatment. In total, \$472k in care was provided during the D.C. Mission of Mercy event. Both events were huge undertakings, especially for a relatively small Society such as ours, and your participation was integral to the success of both.

The Society sold its former headquarters on 502 C St., NE in October for \$1.55 million after careful consideration from

*(Continued on page 3)*



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the Board. The total proceeds from the sale were put directly into the Society's investment reserves. As a result of this infusion of funds, the Board also approved a Finance Committee recommendation to update the Society's reserve fund asset allocation targets to include international equities. The Society was issued a clean financial audit for fiscal year 2015.

Though attendance to this year's Mid-Atlantic Dental Meeting was markedly down compared to prior years, attendee feedback both on the quality of the meeting program and the manner in which the event was run were high. My sincere thanks go out to 2016 Mid-Atlantic Dental Meeting Committee Chair Dr. Said Mokhtarzadeh for all his tireless work over the past two years to put together such a high caliber meeting. I also want to thank the members of the Mid-Atlantic Dental Meeting Committee—Dr. Luis Barr, Dr. Ladan Basiri, Dr. Carol Blake, Dr. Larry Bowers, Dr. Kathryn Clark, Dr. Luz Driscoll, Dr. Ali Fassihi, Dr. Nishan Halim, Dr. Chris Loukaitis, Dr. Kim Menhinick, Dr. Michael Pollowitz, Dr. Catherine Pulse, Dr. Andrew Schwartz, Dr. David Spiegelman, and Dr. Selen Tolu—for their efforts in both the planning and onsite implementation of the meeting. It is only through the active work of our member volunteers are we able to put together such a wonderful meeting.

Looking ahead, there are several initiatives and events on the horizon that the leadership will be addressing in the coming months. Leadership and several committees are working together on the planning for the 2017 Mid-Atlantic Dental Meeting. Our current strategic plan runs through the end of the current year so leadership and the Strategic Plan Committee will be working together to identify a path forward in the updating of our plan. The Society is pilot testing the ADA's new online membership application and will be rolling-out a new member welcome protocol over the summer to ensure new members have several touch points with the Society during their first year. We're also exploring ideas for expanded membership benefits and offerings, as well as scheduling more member happy hours.

As we celebrate 150 years of the DC Dental Society, I am confident we are pursuing its mission of promoting growth in the dental profession in Washington, DC. We continue to achieve this mission through advocacy for our members, educational programming, and raising the oral health literacy of our community. I am so thankful for the opportunity to serve as your President and am confident the incoming President, Dr. Tom Sokoly, will facilitate the continued growth and success of our great Society.

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

Sincerely,



Julian Moiseiwitsch, B.D.S., Ph.D.  
President, DC Dental Society

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# Register Now for the DCDS June Awards Dinner and 150th Anniversary Celebration

The annual DC Dental Society Awards Dinner will be held on Tuesday, June 7<sup>th</sup> at the Westin Georgetown. The DCDS 150<sup>th</sup> Anniversary Celebration will coincide with the Dinner.

## Awards Dinner Schedule

5:00 p.m. –Networking Reception

6:00 p.m. – Invocation and Recognition of DCDS 150<sup>th</sup> Anniversary

6:15 p.m. – Dinner and Award Presentations

Preceding the dinner will be the election for the open positions on the DCDS Board of Directors and the Advisory Committee to the Mid-Atlantic Dental Meeting. Statements from each candidate are included in the [May newsletter](#). As a reminder, members wishing to vote will need to do so in-person on June 7th. Ballots will be provided to eligible members at registration check-in.

Members planning to attend the June dinner and celebration should RSVP [online](#), by phone at (202) 367-1163, or via email at [info@dcdental.org](mailto:info@dcdental.org) before noon Tuesday, June 7<sup>th</sup>.

Questions? Please contact DCDS Staff at (202) 367-1163 or [info@dcdental.org](mailto:info@dcdental.org).



## Society Honors 2016 Award Recipients

The DC Dental Society and DC Dental Society Foundation will recognize the contributions of four members and a community leaders at this year's annual Awards Dinner, being held on Tuesday, June 7, 2016 at the Westin Georgetown (2350 M St NW, Washington, DC 20037). The cocktail reception will start at 5:00 p.m. followed by dinner and awards presentation at 6:15 p.m. Also during the presentation ceremony, outgoing President Dr. Julian Moiseiwitsch will be recognized for his service and President-elect Dr. Thomas Sokoly will be installed as the 2016-2017 Society President. To RSVP for the Awards Dinner, you may do so [online](#), by phone at (202) 367-1163, or via email at [info@dcdental.org](mailto:info@dcdental.org) before noon on Tuesday, June 7<sup>th</sup>.

### **Sterling V. Mead Award – Dr. Michael Blicher**

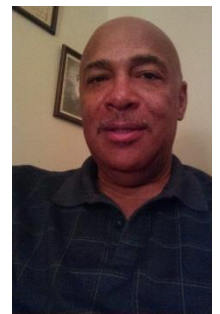
Dr. Michael Blicher will receive this year's Sterling V. Mead Award in recognition of his exceptional contributions to dentistry and the Society throughout his more than 40 year career in the District. Prior to transitioning to private practice, Dr. Blicher served as a General Dental Officer in the U.S. Air Force. Dr. Blicher has served the Society in numerous capacities, including President and General Chair of the Annual Meeting. He has also been an active volunteer leader in both the ADA and the Academy of General Dentistry (AGD). He currently serves as Vice President of the DC Academy of General Dentistry.



and support the Society's efforts to ensure the success of the 2015 ADA Annual Meeting. Dr. Cram currently serves the Society as a member of the ADA House of Delegates. She is also the current president of the DC Dental Society Foundation.

### **DCDS Foundation Community Spirit Award – Dr. John R. Bailey**

Dr. John R. Bailey is being honored with the Community Spirit Award for his devotion of time and expertise in improving the oral health of our community. He currently serves on the DC Board of Dentistry and as the Director of Facilities Management and Clinical Services Support at Howard University College of Dentistry. Dr. Bailey received his DDS from Howard University and a Master of Science from Central Michigan University.



### **Committee Member of the Year Award – Dr. Luis Barr**



Dr. Luis Barr is being honored with this year's Committee Member of the Year Award in appreciation of his tireless work on the Mid-Atlantic Dental Meeting Committee this past year. Dr. Barr practices in Dupont

Circle. He graduated from Colorado State University and earned his DDS from University of Colorado Health Science Center.

### **DCDS Foundation Humanitarian Award – Mrs. Maria Gomez**



Maria Gomez is the founder of Mary's Center and is being honored by the Foundation for her distinguished work with Mary's Center over the past four decades and support of programs that have improved the well-

being and oral health of our community. She currently serves as a board member of Share our Strength, Sidwell Friends School, United Medical Center, and an active member of the Congressional Latino Council. Maria holds a Bachelor of Science degree in Nursing from Georgetown University and a Master's degree in Public Health from the University of California at Berkeley.

### **Special Recognition of a Member Award – Dr. Sally Cram**

Dr. Sally Cram will receive the Special Recognition of a Member Award for her distinguished work and contributions in helping lead



## Congratulations 2015-2016 Excellence in Continuing Education Certificate Recipients

Nine members will receive Excellence in Continuing Education Certificates in recognition of earning fifty (50) or more hours of continuing education between June 1, 2015 and May 31, 2016. Congratulations to the following members for their achievement:

Dr. Luis Barr

Dr. Charles Dietrich

Dr. Steven Guttenberg

Dr. Donald Meyer

Dr. Said Mokhtarzadeh

Dr. Keith Progebin

Dr. Paula Russo

Dr. John Shefferman

Dr. Neil Starr

If you are a member who achieved fifty (50) hours of continuing education between June 1, 2015 and May 31, 2016 but are not listed above, please contact the DC Dental Society business office at (202) 367-1163 or [info@dcdental.org](mailto:info@dcdental.org).

## ADA 2016 Life Membership Inductees

Congratulations to the following members who have been conferred ADA Life Membership for 2016. Life Membership is bestowed upon member dentists 65 years of age or older who have accrued 30 years of continuous membership or 40 total years of membership. These individuals will be honored at the June 7<sup>th</sup> Awards Dinner:

Dr. Mark P. Ryan

Dr. Salvatore Selvaggio

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

The District of Columbia Dental Society (DCDS) is a professional association representing over 500 dentists working in and around the Washington D.C. metropolitan area. Founded in 1866, the Society is the American Dental Association’s local constituent society, equivalent to a state chapter.

DCDS was created with the goal of growing the dental profession through educational programming, advocacy for our members, and raising the oral health literacy of our community.

Society programs and services are designed to address the organization’s strategic goals to 1) provide support to our members so that they can excel in their careers; 2) optimize our opportunities to build our culture, our leadership, our identity and our financial reserves; 3) shape the future of our profession; and 4) improve the oral health for all members of our community. A substantial portion of our financial resources is spent on activities to address these strategic goals.

In 2015 the Society forwent its Nation’s Capital Mid-Atlantic Dental Meeting as to not conflict with the ADA Annual Meeting held in Washington, DC. As a result, both revenues and expenses were markedly down in FY15.

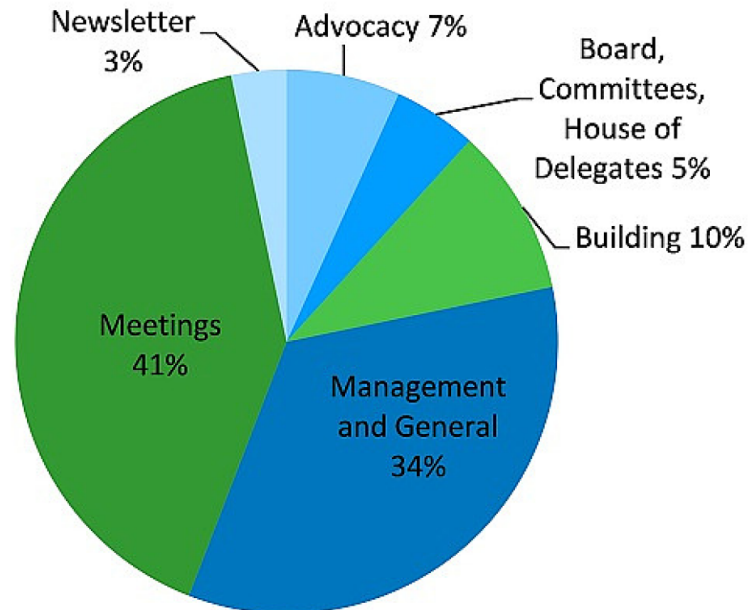
We strive to develop programs and services for our members designed to cultivate the science and art of dentistry for our members; elevate and sustain the integrity of our profession; nurture mutual improvement, social interaction and good feelings among members; and to promote oral health care in the community.

**Summarized Financial Information**

(For Fiscal Years Ending August 31, 2015, 2014)

<b>Statements of Financial Position</b>		
	2015	2014
<b>Assets</b>		
Total Assets	\$2,741,437	\$2,699,223
<b>Liabilities and Net Assets</b>		
Total Liabilities	\$163,250	\$103,604
Net Assets	\$2,578,187	\$2,595,619
Total Liabilities and Net Assets	\$2,741,437	\$2,699,223
<b>Statement of Activities</b>		
	2015	2014
<b>Revenues</b>		
Total Revenues	\$606,817	\$1,336,588
<b>Expenses</b>		
Total Expenses	\$624,249	\$1,332,326
Net Assets, Beginning of Year	\$2,595,619	\$2,591,357
Net Assets, End of Year	\$2,578,187	\$2,595,619

**Functional Expense Allocation**



## Registration Open for the 2016 DCDS Golf Tournament



Enjoy a fun-filled day at this year's [DC Dental Society Charity Golf Tournament](#), occurring Wednesday, September 14<sup>th</sup> at the Bretton Woods Golf Course (15700 River Rd., Germantown, MD 20874). This exciting networking event is open to all individuals and brings together dozens of dental professionals in the Washington DC metropolitan area. We encourage you to bring your colleagues and friends and play as a team! Net proceeds will benefit the [DCDS Foundation](#), the charitable and philanthropic arm of the Society, dedicated to providing oral health care and promoting oral health literacy in the District.

Registration is \$150 per person and includes: green fees, golf cart, a BBQ lunch, drinks, dinner and a re-play certificate. Check-in opens at 11:30 a.m. and the tournament begins at 1:00 p.m.

### Tournament Schedule

Registration Opens - 11:30 a.m.

Lunch - 11:30 a.m.

Shotgun Start - 1:00 p.m.

Dinner and Awards Ceremony - 6:00 p.m.

### Sponsorship Opportunities

Interested in being a 2016 DCDS Charity Golf Tournament Sponsor? Contact DCDS at (202) 367-1163 or [info@dcdental.org](mailto:info@dcdental.org).

**Register Today!**



# Membership to Vote in September on Revisions to DCDS Bylaws to Allow Mail and Online Balloting

At the request of the DCDS Board, the Constitution and Bylaws Committee has drafted amendments to the Society's bylaws to allow eligible members the opportunity to vote by mail or online ballot. Currently, all DCDS members must appear in person to cast a ballot for contested Society leadership and ADA House of Delegate positions. The recommended changes to the bylaws strive to modernize the Society's voting process and give more members the opportunity to participate in the democratic process of electing officers and in deciding issues. The membership will be asked to approve these bylaw changes at the September 13<sup>th</sup> Monthly Meeting. Members are encouraged to share any comments or questions they may have to the DCDS Business Office at [info@dcdental.org](mailto:info@dcdental.org).

## Constitution and Bylaws Committee Recommend Updates to DCDS Bylaws

### 13.0 CHAPTER XIII - NOMINATIONS AND ELECTIONS

#### 13.10 PROCEDURE

**13.11** Nominations for elections to any position or office with the exception of the President and General Chair of the NCDM shall be made at a designated business meeting and the election shall be held at a following appropriate announced meeting.

**13.11.1** An eligible member may vote by mail or online ballot, or any other means of electronic transmission approved by the Board of Directors.<sup>1</sup>

**13.12** All members of the Society must be notified at least two (2) weeks before the election of the names of the candidates nominated of the various elective offices and positions.

**13.13** A ballot sheet, when required for a contested election shall be printed ~~made available~~ with the names of the candidates nominated for the various elective offices and positions.<sup>2</sup>

#### 13.20 TIMES OF NOMINATION

**13.21** Nominations for elective offices of the Society shall be made at a business meeting at least two months prior to any election.

**13.22** Nominations for delegates and alternate delegates to the American Dental Association House of Delegates shall be made at a regular business meeting immediately after the annual ADA House of Delegates meeting and at least two (2) months prior to the election. ~~which will take place at a business meeting.~~<sup>3</sup>

<sup>1</sup> New amendment to permit mail and online ballot for any Society election with the Board of Directors responsible for setting election-/ballot-related policies

<sup>2</sup> Copy revised to be in conformity with 13.11.1

<sup>3</sup> Copy determined erroneous as it repeats copy found in 13.11

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Most ADA members say they **would recommend membership to colleagues**. Now, here's **your** chance!

### **ADA Member-Get-A-Member**

Any ADA member dentist is eligible to participate in the **2016 ADA Member-Get-A-Member Campaign**.

With your help:

- **The ADA benefits** by being able to represent another member dentist.
- **The new member you recruit benefits** by taking advantage of all membership has to offer.
- **You benefit** by strengthening the ADA and sharing the value of membership with another colleague — plus there are incentives and prizes for recruiters! For details visit [ADA.org/MGAM](http://ADA.org/MGAM).

### **Recruiting is Rewarding**

You will be rewarded with a \$100 gift card for each new, active member you recruit (up to five members or \$500 in gift cards)! Or you may decline the incentive and ADA will contribute \$100 to the ADA Foundation. Please see *Campaign Rules* for full details at [ADA.org/MGAM](http://ADA.org/MGAM).

**Participate in the 2016 Member-Get-a-Member Campaign and help build the future of our profession!**

**Don't Delay!** For resources to assist your recruiting efforts, plus complete guidelines and rules visit [ADA.org/MGAM](http://ADA.org/MGAM), send an email to [mgam@ada.org](mailto:mgam@ada.org) or call the ADA Member Service Center at 800.621.8099.



## DCDS Member Dr. Elliot Alpher Initiated into the American Sleep and Breathing Academy's Hall of Fame

Dr. Elliot Alpher was honored and initiated into the American Sleep and Breathing Academy's (ASBA) Hall of Fame during April's ASBA Sleep and Wellness Conference in Scottsdale, Arizona. He was recognized for his contributions and achievements in Dental Sleep Medicine. Dr. Alpher is a Diplomate of the American Academy of Pain Management, Life Member of both the American Dental Association and the District of Columbia Dental Society. Since 2014, he has been a board member and Diplomate to the Board of the American Sleep and Breathing Academy.

*(Source: The Alpher Center)*



## Member Benefit Spotlight: ADA Business Resources

As a dentist and business owner, you have a lot to manage. The ADA and DCDS understand that finding resources from companies you can trust is half the battle. With the [ADA Business Resources](#) endorsed providers, you can make your choice with confidence, knowing these products have been fully researched and vetted by our staff and a board of volunteer dentists.

### ADA Endorsed Programs include:

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- Luxury Vehicles
- Message On-Hold
- Payroll
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- Practice Financing and Commercial Real Estate
- Secure Communication Solutions
- Sharps Management
- Shipping
- Website and Marketing Services

The products and services you'll find here can help manage the business-side of your practice more smoothly and efficiently. Make your choice with confidence knowing these resources have been thoroughly researched and endorsed for Members of the American Dental Association and the DC Dental Society.

## Classifieds

### Real Estate Opportunities

**PRACTICES FOR SALE** – Mt. airy 2 op part time grossing \$200K. MARYLAND EASTERN SHORE Pediatric \$1.7M gross. LANDOVER HILLS MD 4 op retiring. Grossing \$500K. BLDG also. POLCARI ASSOCIATES (800) 544-1297 [info@polcariassociates.com](mailto:info@polcariassociates.com).

**PRACTICES FOR SALE** – Bethesda, MD. Home Office 4 Br 2 Ba Young prestigious area. Excellent schools. Beautiful 16,000 sf corner lot. 2 chairs Panorex, Ceph, Ritter xray. Lab, lathe etc. 1,000+ records. \$950K. Contact (301) 229-0232.

### 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. Email resumes to [jobs@smileprograms.com](mailto:jobs@smileprograms.com)

**SEEKING GENERAL DENTIST FOR FAMILY PRACTICE** – Private practice in upper Northwest DC near Friendship Heights Metro station is seeking a General Dentist for a family practice. Candidate must have a knack for working with kids as our practice sees a good number of children. Position is for Monday, Wednesday and Friday.

Candidate should have at least 2 years clinical experience. Please submit resume to [juliana@fideldentalgroup.com](mailto:juliana@fideldentalgroup.com) for immediate consideration.

**POSITIONS OPEN** – Exciting opportunities for dentists, hygienists for P/T in our practice, Please forward your resume to [email@amcdentalcare.com](mailto:email@amcdentalcare.com) We look forward hearing from you.

## Advertise with DCDS

Classified ads in the DCDS Newsletter are easy to coordinate. Simply fill out an [advertisement contract](#) and email 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

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### Deadlines:

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

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