

District of Columbia DENTAL SOCIETY

NEWSLETTER

November 2016, Vol. 60, No. 11



Dr. Thomas Sokoly

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

Dear Colleagues:

At the November 1st Monthly Meeting, members voted by an overwhelming majority to approve the Board of Directors' recommendation to raise our annual dues by \$100, to a total of \$605. Prior to this month, members had not voted to raise dues since 2005. Even with this increase, DCDS members will contin-

ue to pay less in total dues than our Maryland and Virginia counterparts. 2017 membership dues renewal invoices will be sent out this month. I urge you to remit your membership dues payments promptly to avoid any interruption in your membership.

In other news, members voted to delay the proposed bylaws change which would have allowed absentee and electronic voting. Members expressed concern over the proposed wording of the bylaws change and sent it back to the Board for further discussion and refinement. It was a spirited debate, and speaking on behalf of the Board, we deeply appreciate everyone's feedback.

Finally, we had a good and frank discussion about the Society's finances. As you now know, for several years the Society has been drawing from its reserves to plug a widening budget gap. Historically, revenue from the Mid-Atlantic Dental Meeting has helped to keep the gap smaller than it would have been otherwise, but this year's attendance was disappointing and revenue did not match expenses. We've had to make a sizeable withdrawal from our reserves as a result, and for next year, we're facing a projected deficit of over \$300,000. The Board will be discussing this and other issues at our strate-gic planning retreat this month, and will be sharing ideas and asking for your feedback.

We're hoping that the changes we've made to the Mid-Atlantic Dental Meeting format, which include lowering registration rates, will help us turn around the meeting and make it profitable again. In the next few weeks, registration will open for next year's meeting. *(continued on page 2)*

A Look Inside...

CMS Delays Medicare Part D
Enforcement Date3
DCDS Happy Hour November 17th 3
Welcome New Member3
Veteran's Day Clinic with the Mary's Center4
Member Notice: DC Water Survey4
New ADA Patient Brochure: Antibiotic Prophylaxes4
ADA Dues Increase and Notice About Dues Renewals6
What's New at the 2017 Mid-Atlantic Dental Meeting?7
Volunteers Needed for January Event6
December 13 Monthly Meeting9
Classifieds11

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 (continued from page 1) Please keep an eye open for that e-mail announcement, and I hope you'll make the decision to support the meeting and bring your dental team.

Meanwhile, take a break from routine and join your colleagues at the DCDS Happy Hour on November 17 at La Tasca (722 7th St NW) in Penn Quarter at 5:30pm. It's always wonderful to meet other members in a relaxing and fun atmosphere. Hope to see you there!

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

Sincerely,

Thomas O. Dokoly

Thomas Sokoly, DDS

President, DC Dental Society



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.



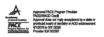
Nationwide Coverage



Dual Representation



Local Market Expertise



Your local PARAGON practice transition consultant is Chad Bruner

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

CMS Delays Medicare Part D Enforcement Date to 2019

The <u>ADA News</u> reports that the Centers for Medicare & Medicaid Services has <u>announced</u> it is delaying enforcement of the Medicare Part D prescriber enrollment requirement. Providers now need to enroll by Jan. 1, 2019 instead of by Feb. 1, 2017. The article notes that "CMS published a final rule in May 2014 and an interim final rule in May 2015 stating that prescribers must be enrolled or validly opted out in order for their written prescriptions to be covered under Part D." The ADA continues to seek a legislative repeal of the requirement and <u>continues to support</u> H.R. 4062, bipartisan legislation introduced in 2015 that calls for removing the mandate that certain providers, including dentists, be enrolled in Medicare in order for pharmacists to be reimbursed."

For more information on the CMS delay, visit CMS.gov.

DCDS Happy Hour November 17th

Stay warm and join your colleagues for a cozy DCDS happy hour at La Tasca at 722 7th St. NW, Washington DC, on Thursday, November 17th, at 5:30 p.m. A block away from the Gallery Place Chinatown Metro Station, La Tasca features Spanish tapas and daily happy hour specials, such as all you can drink sangria, draft beer, and wine for \$20 per person. <u>Register today!</u>

Welcome New Member



DCDS would like to extend a welcome to Dr. Iris Morton. Dr. Morton is a graduate of Howard University and currently practices in NW DC.

NPT NATIONAL PRACTICE TRANSITIONS



Practice Appraisals & Sales

- Free Practice Appraisal & Legal Drafts
- Face-To-Face Consultations & Practice Showings



Pre-Transition Consulting

- Structuring of Sale to Minimize Tax Liability
- No Up-Front Fees & Only Paid if Successful

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



Associate Placement



Practice Protection Plan

- Founded & Owned by Two Successful Attorneys
- Single Representation-Not Dual Rep

A.Christy@NPTdental.com www.NPTdental.com

Amanda Christy Regional Representative

Volunteers Needed for Veteran's Day Event

The DCDS Foundation is partnering with Mary's Center to sponsor "Heroes to Care" on November 11-12, 2016. Over the course of these two days, the Mary's Center will provide dental, medical and mental health care, as well as educational workshops and social services to veterans, active service members, and their families at their DC and Maryland locations. The Foundation is seeking member dentists to volunteer to treat referral patients in their office the following week.

Member Notice: DC Water **Dentists Survey**

Due to a proposed EPA rule to control dental amalgam dis-

410-997-4427 (FAX) charges into publicly owned treatment works, the DC Water and Sewer Authority (DC Water) is conducting a survey regarding dental amalgam use in your dental care facilities. The proposed EPA law will require all of your facilities to use best management practices and install amalgam separators. The law will apply to both dental facilities that have previously installed dental amalgam separators and those that have not. The information in this survey will be used to identify the sources of dental amalgam discharges which affect the influent mercury levels at the Blue Plains Ad-

vanced Wastewater Treatment Plant. If your practice has one or more dental facilities in the District, then please com-

If you have questions, please contact DC Water by phone at 202-787-4177, or via email at Elaine.wilson@dcwater.com.

plete a separate survey form for each facility within 15 days, using the online form.

New ADA Patient Brochure: Antibiotic Prophylaxes

To help dental professionals explain prophylactic antibiotics to patients, the ADA offers a patient education brochure, "Antibiotics and Dental Treatment." The brochure clarifies who should take antibiotics before dental treatment and who should not, taking into account the current American Hospital Association and ADA recommendations. It also asks patients to consider the downsides of antibiotics as well as possible benefits, while encouraging patients with questions to discuss antibiotics with their dentist and physician.

"Antibiotics and Dental Treatment" (W307) can be ordered by visiting ADAcatalog.org or by calling 1.800.947.4746. Buyers can save 15 percent on all ADA Catalog items with promo code 16507 until Nov. 30.

HAPPY BUYERS! HAPPY SELLERS!

POLCARI ASSOCIATES, LTD.

www.polcariassociates.com

Practice Sales

WHEN YOU LIST WITH US:

- Free Consultation
- No Up Front Fees

Free Financing Help

- Appraisal Fee Included
- We Show Our Practices Locally
- Dentist Owned

All Cash Sales

Low Commission

No Buyer's Fees

Single Representation

OVER 3(

YEARS OF SERVICE

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

800-544-1297

info@polcariassociates.com

Your Professional Journey Will be Smooth Sailing with Henry Schein Professional Practice Transitions.

We provide a full range of dental practice sales and transition services. We will support you with practical advice and customized strategies to ensure your goals.

- Practice Sales
- Valuations
- Transition Consulting/Planning
- Associateships

MENRY SCHEIN® PROFESSIONAL PRACTICE TRANSITIONS

1-800-988-5674

ppt@henryschein.com www.henryscheinppt.com

Henry Schein Financial Services is not a bank, does not represent itself as such, and does not conduct banking activities. © 2016 Henry Schein, Inc. No copying without permission.

Notice About Dues Renewals

This month, members will receive 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 31st, 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 31st, 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 <u>info@dcdental.org</u> for more information.

TONGUE Insurance R. K. Tongue Co., Inc.

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 | fmfitzpatrick@rktongue.com

575 S. Charles St., #205, Baltimore, MD 21201 (800)638.6353 | info@rktongue.com www.rktongue.com

What's New at the 2017 Mid-Atlantic Dental Meeting?

We heard your feedback! The <u>2017 Mid-Atlantic Dental Meeting</u> offers in-depth education sessions and can't-miss opportunities, including:

- Most CE sessions included in **one low registration fee**, available as a one-day or two-day pass! Only hands-on workshops, some special sessions and events have additional fees.
- We changed our registration fee structure for 2017, allowing you to **bring your entire dental team** for under \$600. The Mid-Atlantic Dental Meeting offers sessions for the entire dental team, with renowned speakers in the field.
- **Network with your peers** and create new connections with like-minded dental professionals at a new speed networking event, the free Friday opening reception, the Awards Dinner, and more.
- A **new dentists discount** off of already low registration fees, if you've graduated within the last three years from dental school.
- Earn all of your **state and local licensing requirements** under one roof. All state and local licensing requirements are included for free with the purchase of a registration pass.
- The **revamped 2-day program with over 120 hours of CE to choose from** allows for less time away from the office and provides quality education and interactive networking opportunities for all attendees at lower registration rates.
- Have lunch on us: Every attendee will receive a food voucher that can be redeemed in the exhibit hall.

Ready to see all that the Mid-Atlantic Dental Meeting has in store? View the full agenda online.

The Mid-Atlantic Dental Meeting is May 5 & 6, 2017 at the Walter E. Washington Convention Center in Washington, D.C. Registration will open in November.

Any questions? Contact us at info@dcdental.org.

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 7th, and Sunday, January 8th, 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 email at info@dcdental.org, or by phone at (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.

Believe in Better.



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



www.x-navtech.com | 855-475-9628 | info@xnavtech.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 & lifestyle solutions guaranteed to change your patient's health destiny. This fact filled & 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 <u>www.DrUche.com</u>.

Members planning to attend the December meeting should RSVP <u>online</u>, by phone at (202) 367-1163, or via email at <u>info@dcdental.org</u> 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.

ADA C·E·R·P[®] Continuing Education Recognition Program

The DC Dental Society is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The DC Dental Society designates 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

HEROES TO CARE HEALTH FALL OF COMMENTS

FRIDAY, NOVEMBER 11, 2016 **★** 9:30AM TO 1:00PM

Veterans, active duty service members, their families and the community are invited to Mary's Center for quality medical, dental, behavioral health care. Appointments available on site.

100 Gallatin St, NE Washington, DC by the Fort Totten metro station

ALL ARE WELCOME!

MEE'

CENTENE

MS. VETERAN

AMERICA 2016

ion Health Net®

OUR PARTNERS

Center

envolve

GIVEAWAYS

DOOR PRIZES

Mary's

Center

www.maryscenter.org/veterans ★ 1-844-34MCVET

FREE

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. POLCA-RI ASSOCIATES (800)544-1297 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. Email resumes to jobs@smileprograms.com.

Advertise with DCDS

Classified ads in the DCDS Newsletter are easy to coordinate. Simply fill out an <u>advertisement contract</u> and email the completed contract and your ad to <u>info@dcdental.org</u>. 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.