



# The ORACLE

Published by the Southern Maryland Dental Society

Volume 55, Issue 16

Mar 2018

## Save the Dates

### *Continuing Education Courses*

**3/16/2018**

### **All Day Hands-On Emergencies & Sedation**

Dr. Marvin Leventer

**4/3/18**

### **Infection Control Update**

**4/13/18**

### **Proper Pharmacologic Prescribing & Disposal**

Dr. Charles Doring

**4/28-4/29/18**

### **Frenectomies & Beyond**

Dr. Karen Wuertz

**6/9-6/10**

### **Why Function Matters**

Linda D'Onfrio

**07/14-07/15/18**

### **Lasers in Pediatric Dentistry**

Drs. Martin Kaplan & Robert Convissar

## SMDS Presidents Letter

March 10, 2018

If your office gets TIME Magazine for your waiting room, please do yourself and loved ones a BIG favor read the March 5, 2018 issue! Entitled the "The Opioid Diaries" and it is the first time in the 95-year history of "Time Magazine" that they have dedicated an entire issue on one issue and one photographer's work.

Through the lenses of photographer James Nachtwey and the writing of Paul Moakley, we can directly see the national tragedy that is unfolding before us. If you do not have access to the issue or want more information, please use the following link:

<http://time.com/opioid-addiction-epidemic-in-america/>

This national epidemic affects us all. As prescribers, we are very much directly affected. As taxpayers, we are affected. As citizens, it affects our friends, associates, and families. You may think or say "not my family, not my patients, not in my neighborhood or schools." Please do not be blind as the pages of Time reveals in black & white what is occurring in America. The buck stops here. Everyone must play a role in stopping this epidemic. For us as dentists, we really need to guard our prescription pads, count out really how many pain pills that patient will really need, use the PDMP, and review medical histories including asking probing questions of your patients. Not just "have there been any changes in your medical history?"

Let me give you an example that occurred just this week in my office. A 22-year-old male came in for a "check-up & cleaning." We had not seen him for a couple of years and he relayed how his dad has been very ill and how he himself had been going through some chronic back pain. His mannerisms were rather manic and by asking probing questions, the dental hygienist was able to elicit that he has been abusing his prescriptions plus use of illegal drugs. Thanks to the action of an alert dental hygienist and my calling the patient's primary care physician, we were able to get this young man some help. Did we save a life? Hard to say for the road to recovery as illustrated in TIME is a rocky road. But, at least it got him pointed in the right direction. This story also illustrates the need for all of us to work as a medical team for the best care for our patient's overall health, not just a great smile.

If you are still not convinced after reading the TIME magazine, then join me the morning of Friday April 13 at the Southern Maryland Dental Society classroom as we review the State Dental Board required course on Prescription Drug Writing. The dental profession needs to be front and center in reversing this national opioid crisis!

Respectfully Submitted, Charles Doring DDS, MAGD



On another note:

SMDS Members recognized for good deeds by Academy of General Dentistry.

The Academy of General Dentistry Region 5 (DC, DE, MD, and VA) presenting the inaugural "The James G. Richeson Jr. Leadership Achievement and Scholarship Awards" March 2 in Greenbelt, MD. The awards honor the memory of Dr. James "Jim" Richeson who was a dentist in Washington, D.C. and leader in both the ADA and AGD for many years until his untimely death. Jim was a good friend and mentor to many and rose the leadership ladder to become president of the Academy of General Dentistry. The Leadership Achievement Award was presented to Dr. Charles Doring and the Scholarship Award was presented to Dr. Steven Feldman. Steven is a 2018 Graduate of the University of Maryland School of Dentistry and is currently completing a General Practice Residency in New York City. Charles is the Legislative Affairs Committee Chair of the MSDA and current Executive Director of the Maryland Academy of General Dentistry.



Pictured L to R: Mrs. Nancy Richeson, Dr. Steven Feldman, Dr. Charles Doring, Dr. David Halpern (past AGD President), and Ms. Susanne Richeson.



Dr. James Richeson



**Southern Maryland Dental Society**

4920 Niagara Road • Suite 306  
College Park, MD 20740  
301.345.4196  
Fax 301.345.0016

**OFFICERS 2017-2018**

**PRESIDENT**  
Charles Doring, D.D.S. 301.881.7646

**VICE PRESIDENT**  
Yaser Roumani, D.D.S. 301.231.0744

**SECRETARY**  
Corey Anolik, D.D.S. 301.948.8838

**TREASURER**  
Richard Williams, D.D.S. 301.540.8844

**EDITOR**  
Halima Karim, D.D.S. 202.540.9862

**IMMEDIATE PAST PRESIDENT**  
Andrew Horng, D.D.S. 301.881.7546

**SMDS TRUSTEE**  
Chris Liang, D.D.S. 301.983.3132

**SMDS EXECUTIVE COMMITTEE**

**PEER REVIEW**  
Scott Gritz, D.D.S. 301.926.2700

**D.A. CONTINUING EDUCATION**  
A. Ted Thomas, D.D.S. 301.681.6101

**MEMBERSHIP**  
Richard Shin, D.D.S. 301.770.7770  
Steven Tan, D.D.S. 203.747.4570  
David Gordon, D.D.S. 301.258.1998  
Tuan Nhu, D.D.S. 240.413.9032  
Avionne Hill, D.D.S. 240.454.5718  
Monica Chandran, D.D.S. 240.454.5718  
Cho Yi Wong, D.D.S. 301.656.0331  
Chetan Yelamanchi, D.D.S. 301.231.0744

**PROGRAMS**  
Avionne Hill, D.D.S. 301.408.3131

**REMINDER**

General Membership Meetings are FREE to SMDS members who register in advance.

Failure to register at least one week in advance will result in a \$25.00 late charge.

To register **Please call** 301.345.4196 or **Email** [valerie@smdsdentists.org](mailto:valerie@smdsdentists.org)



The ORACLE is published eight times a year by the Southern Maryland Dental Society, 4920 Niagara Road, Suite 306, College Park MD and sent to all members of the Society.

The SMDS will publish signed articles relating to all phases of dentistry (space permitting), but assumes no responsibility for opinions expressed by the contributors.

Acceptance of advertising in no way constitutes professional approval or endorsement. Deadlines for all materials is the 1st of the month preceding the issue. Publishing dates are September, October, November, December, January, February, March, May/June.



**Editors Letter**

Dear friends,

Dr Doring’s touching story is a great example of how timely and coordinated efforts within the community can help prevent opioid overdoses. You can make a difference.

The Center for Disease Control (CDC) has invaluable resources for opioid prescribing that can be found at <https://www.cdc.gov/vitalsigns/opioids/index.html> The July 2017 edition of Vital Signs published by the CDC has a great infographic on how to safely prescribe opioids. Please check it out below.

Have a great St Paddy’s Day this weekend!

Cheers,  
Halima Karim, DDS

# Promising actions for safer opioid prescribing



**Problem:** High prescribing  
**Solution:** Safer prescribing practices



**Problem:**  
Too many prescriptions



In 2015, the amount of opioids prescribed was enough for every American to be medicated **around the clock for 3 weeks**.

*(640 MME per person, which equals 5 mg of hydrocodone every 4 hours)*



**Solution:**  
Fewer prescriptions

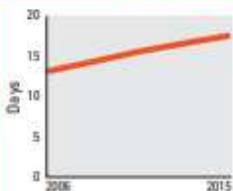
Use opioids **only** when benefits are likely to outweigh risks. Options other than opioids include:

- Pain medicines like acetaminophen, ibuprofen, and naproxen
- Physical therapy and exercise
- Cognitive behavioral therapy

Therapies that don't involve opioids may work better and have fewer risks and side effects.



**Problem:**  
Too many days



*Average days supply per prescription increased from 2006 to 2015.*

Even at low doses, taking an opioid for more than 3 months increases the risk of addiction by **15 times**.



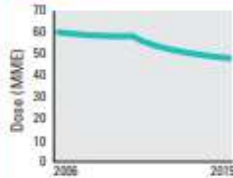
**Solution:**  
Fewer days

For acute pain, prescriptions should only be for the expected duration of pain severe enough to need opioids. **Three days or less** is often enough; more than seven days is rarely needed.

If continuing opioids, ask whether benefits continue to outweigh risks. If not, use other treatments and taper opioids gradually.



**Problem:**  
Too high a dose



*Average daily MME per prescription declined both nationwide and in most counties, but it is still too high.*

A dose of 50 MME or more per day **doubles** the risk of opioid overdose death, compared to 20 MME or less per day. At 90 MME or more, the risk increases **10 times**.



**Solution:**  
Lower doses

Use the **lowest effective dose** of immediate-release opioids when starting, and reassess benefits and risks when considering dose increases.

Avoid a daily dose of 90 MME or more. If already taking high doses, offer the opportunity to gradually taper to safer doses.

For more recommendations when considering opioids for chronic pain outside of end-of-life care, see **The CDC Guideline for Prescribing Opioids for Chronic Pain**. The Guideline can also be used to inform health systems, states, and insurers to ensure appropriate prescribing and improve care for all people.

[www.cdc.gov/drugoverdose/prescribing/guideline.html](http://www.cdc.gov/drugoverdose/prescribing/guideline.html)

# **SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS**

**Emergencies in the Dental Office and  
Essentials of Sedation, Airway Management  
Something for Everyone**

**Do You Need Anesthesia CE for a MSBDE  
Class 1, 2, or 3 permit?**

**Join the SMDS on March 16<sup>th</sup>, 2018 from 8am – 4pm  
In College Park, Maryland and receive 8 hours of CE**

**This Course has been approved by the Maryland State Board of Dental  
Examiners! (24 Anesthesia CE required to Renew Class 1,2,3 Permit)**

**Speaker: Marvin Leventer, D.D.S.**

**Location: Southern Maryland Dental Society's Educational Facility  
4920 Niagara Road \* Suite 300 \* College Park, MD. 20740**

**COST: \$285.00 SMDS Members \$375.00 non SMDS members**

**For more information contact Valerie at 301-345-4196 or  
valerie@smdsdentists.org**

**NAME: \_\_\_\_\_ Telephone: \_\_\_\_\_**

**ADDRESS: \_\_\_\_\_**

**E-Mail Address: \_\_\_\_\_**

**Southern Maryland Dental Society 4920 Niagara Road, College Park, MD 20740**

**Space is limited to 40 people – Cancellation notice must be within 2 weeks of the class**

**Cancellation Fee \$45.00 No refunds after March 8, 2018 Sedation 3/16/2018**



# Leadership Update

## Message from Dr. O'Loughlin



As you probably saw in Dr. Crowley's Jan. 22 ADA News piece, "[Preventing opioid abuse from the dental chair](#)," dentistry is at a crossroads when it comes to prescribing opioids for dental pain. More than 42,000 opioid-related deaths occurred in the U.S. in 2016 — more than any year on record. This doesn't count the nearly 2 million Americans who reported abusing or being dependent upon prescription pain relievers or the unknown number whose addiction to heroin and other illicit drugs started with a prescription pain reliever.

The Council on Government Affairs met last week to discuss the prevailing view that health professionals have not offered genuine solutions to reduce opioid prescribing. The ADA was also present at the White House Summit on Opioids, and hosted a meeting between the American Medical Association, American Pharmacists Association, and Chicago-area government officials at our headquarters. And in the coming weeks, the ADA will be meeting with leaders at the U.S. Food and Drug Administration and the National Institute on Drug Abuse. These efforts will inform our response going forward, which will likely include increased education on the proven efficacy of non-opioids for the management of acute pain and dentistry's recognition of the evidence that only minimal doses of opioids are needed in cases where their prescription is called for.

**Here's what dentists can do now:** Take the free CE [webinars](#) on safe and effective opioid prescribing and review the [statement](#) on the use of opioids to treat dental pain. State and local dental societies should continue to share the [2018 Call to Action](#) with members, which outlines specific steps to help keep opioid pain relievers from becoming a source of harm.

## Message from ADA President Dr. Joseph Crowley

In an article published this month by [Modern Healthcare](#), I argue that in order to solve the complex challenges of dental care access, we have to address barriers that patients face and connect them to the care they need.

"Whichever side of the aisle you sit on, to change the status quo and create sustainable healthcare programs we need to start by looking at the real barriers underserved people face: low income, lack of awareness of available public health resources, low health literacy, and transportation and childcare challenges so adults who do make doctor appointments are able to keep them."

The ADA is dedicated to growing and promoting proven and evidence-based solutions that address these barriers. We need your help at the local level to initiate or increase the number of [Community Dental Health Coordinators](#) and Hospital [Emergency Department Referral Programs](#) to show how dentists are making a positive difference in eliminating barriers and increasing access to care. Assistance is available to all state and local associations interested in starting, or amplifying, these programs locally. Contact Dr. Jane Grover, Director, Council on Advocacy for Access and Prevention, at [groverj@ada.org](mailto:groverj@ada.org).



Thank you,

# **SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS**

## **Emergencies in the Dental Office and Essentials of Sedation, Airway Management Something for Everyone**

**Do You Need Anesthesia CE for a MSBDE  
Class 1, 2, or 3 permit?**

**Join the SMDS on March 16<sup>th</sup>, 2018 from 8am – 4pm  
In College Park, Maryland and receive 8 hours of CE**

**This Course has been approved by the Maryland State Board of Dental Examiners! (24 Anesthesia CE required to Renew Class 1,2,3 Permit)**

**Speaker: Marvin Leventer, D.D.S.**

**Location: Southern Maryland Dental Society's Educational Facility  
4920 Niagara Road \* Suite 300 \* College Park, MD. 20740**

**COST: \$285.00 SMDS Members \$375.00 non SMDS members  
For more information contact Valerie at 301-345-4196 or  
valerie@smdsdentists.org**

**NAME: \_\_\_\_\_ Telephone: \_\_\_\_\_**

**ADDRESS: \_\_\_\_\_**

**E-Mail Address: \_\_\_\_\_**

**Southern Maryland Dental Society 4920 Niagara Road, College Park, MD 20740  
Space is limited to 40 people – Cancellation notice must be within 2 weeks of the class  
Cancellation Fee \$45.00 No refunds after March 8, 2018 Sedation 3/16/2018**

# The Southern Maryland Dental Society Presents

**2 Days  
Hands-On  
Course  
14 CE Hours**

**Frenectomies & Beyond: A Modern Approach to Laser Education that Challenges Traditional Methods Addressing Ankyloglossia and Tethered Oral Tissues**

## Event Organizer



**Andrew Horng  
DDS**

Dr. Horng is a Diplomate of the American Board of Pediatric Dentistry and is a past president of the Southern Maryland Dental Society.

## When

**Saturday & Sunday  
April 28<sup>th</sup>-29<sup>th</sup>, 2018  
8:00 AM - 4:00 PM**

## Meet the Instructor



**Karen Wuertz  
DDS, PA, DABLS**

Dr. Karen Wuertz is a Diplomate of the American Board of Craniofacial Dental Sleep Medicine, a

Diplomate of the American Board of Laser Surgery and a Fellow in the American Academy of Craniofacial Pain. Dr. Wuertz is passionate about treating and coordinating care for patients as it relates to oral restrictions, oral function, and airway management during Sleep. She is an Assistant Adjunct Professor, UNC School of Dentistry, Chapel Hill. Dr. Wuertz maintains active dental licenses in Virginia, North Carolina, and Texas.

**\*Breakfast, Lunch, Afternoon snack, hot and cold beverages will be provided.**

## Registration

**Call  
(301) 345-4196**

**Email  
Valerie@smdsdentists.org**

## In College Park, MD (near Washington, DC)

4920 Niagara Rd Ste 306, College Park, MD 20740

Welcome! I invite you to join this unique 2-day course - for the first time in the DC area. Enhance your understanding of the issues of pediatric laser dentistry (including tongue- and lip-ties) and start the process of becoming a board certified laser surgeon.

### This Course Will:

- Demonstrate a wide range of didactic and clinical tools for the use of Lasers in Dentistry
- Present basic knowledge and education about Dental Lasers adhering to established standards of education
- Instruct Dentists, Lactation Consultants, Speech and Language, and other Allied Health care providers to understand the efficient and safe application of laser energy in everyday practice
- Provide sound scientific basis and proven efficacy of use of lasers in Dentistry in order to ensure public safety
- Explore current methods of identification of TOTS for diagnosis, treatment, and management
- Demonstrate two different practice models to integrate TOTS therapy into various practice settings

### Day One

**5 Hours** - Laser Didactic Material

**2.5 Hours** - Introduction to Tethered Oral Tissues (Overview): Identification and Examination

**0.5 Hours** - Clinical examination with participation

Breakout into small groups and complete intraoral examination and Tongue to Spot (TTS) Measurements, classification and documentation of oral restrictions

### Day Two

**4 Hours** - Didactic Material

- Treatment and management of TOTS
- Clinical case presentations & discussions
- Comprehensive and practical integration of TOTS into practice

**2 Hours** - Participation: Hands on lasers laboratory experience: Diode and CO<sub>2</sub>

Laser Curriculum for this Course is developed by the American Laser Study Club (ALSC) in Partnership with the American Board of Laser Surgery. To receive CE credit and Certificate of Laser Course Completion, the attendees will require quiz completion and to be returned within 10 days of course completion - A Take-Home Quiz will be accessible for download at the time of online registration.

The American Laser Study Club (ALSC) has designed its Curriculum based on The Study Guide of The American Board of Laser Surgery (est 1984), and the original work of the ALSC's founder Dr. Peter Vitruk. The ALSC's curriculum overcomes the known limitations of many laser dentistry courses. The ALSC is dedicated to the detailed physics of soft tissue ablation and coagulation with laser and hot tip (non-laser) devices.

### Tuition

|                      |       |                          |       |
|----------------------|-------|--------------------------|-------|
| <b>SMDS Members:</b> | \$575 | <b>Non SMDS Members:</b> | \$675 |
| <b>Residents:</b>    | \$475 | <b>Staff / IBCLC:</b>    | \$375 |



**ADA CERP®**



**2 Day Frenectomies and Beyond Laser Course  
with Karen Wuertz, D.D.S., PA, DABLS  
April 28 and 29, 2018**

**14 Continuing Education Credits**

**Please mail registration and check to:  
Southern Maryland Dental Society  
4920 Niagara Road  
College Park, Maryland 20740**

**We accept Checks or money orders made out to:  
Southern Maryland Dental Society**

**SMDS Members: \$575.00 Non SMDS Members: \$675.00  
Residents: \$475.00 Staff/IBCLC: \$375.00**

**NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Amount Paid:** \_\_\_\_\_

**Cancellation fee is \$45.00 No refunds after April 13, 2018**

# **SOUTHERN MARYLAND DENTAL SOCIETY**

IS AN ADA CERP RECOGNIZED PROVIDER

4920 Niagara Road, Suite 306, College Park, MD 20740

Tele: 301-345-4196 Fax: 240-542-4774 Web site: [www.smdsdentists.org](http://www.smdsdentists.org) E-mail: [Janice@smdsdentists.org](mailto:Janice@smdsdentists.org).

## **SCHEDULE OF CLASSES**

The **SOUTHERN MARYLAND DENTAL SOCIETY** is announcing its new class schedule. The following courses will be offered for the Dental Team. If the dates listed are not convenient, please call our office for the next available time. Classes canceled due to inclement weather, etc. will be rescheduled as our calendar permits. Students are required to purchase the appropriate non-returnable books & handouts package for each course. **Fluency in English is required.**

**Dental Assisting Radiology & Basic Anatomy. Fees:** SMDS Member \$510. or Non-Member \$575.

This course prepares the dental assistant who is employed in a dental office to sit for the DANB Exam in Radiation Health & Safety Certification. All clinical practice takes place at the student's place of employment (including bringing in some x-rays). Course requirements: 18 years of age, H. S. grad. or equivalency, and the signature of employing dentist on the application verifying employment & commitment of clinical supervision. See MD State Board Pathways on reverse side.

A total of 33 hours of class time. Here are the dates for the next two courses. ALSO: Refresher Hours Available.

1. Mar. 26,28, Apr. 2,4,9,11,16,18,23,25,30, 2018 TIME: 6:00-9:00 p.m., Mon. & Wed. @ College Park Facility

**Expanded Functions in General. Fees:** SMDS Member \$735. or Non-Member Fee. \$795.

Successful completion of this course enables the student to sit for the Maryland Qualified Dental Assistants Examination and to perform general expanded duties as specified by the Maryland State Board of Dental Examiners. All clinical practice takes place at the student's place of employment. The employing dentist must sign the application verifying office experience, employment & a commitment of clinical support. TIME: 6:30-9:30 p.m. LOCATION: College Park DATES: Mar.8,15,22,29, Apr.5,12,19,26, May 3,10,17,24, 2018 A total of 12 classes.

**Proper Pharmacologic Prescribing & Disposal for the Dental Practitioner. ( a mandatory MSBDE requirement)**

**Date: April 13, 2018 TIME: 8:30-10:30 a.m.** This approved course satisfies the new 2 hours of CE in proper prescribing and disposal of prescription drugs. **FEE:** SMDS Members \$100. or Non Members \$175. **Location:** College Park Facility.

**Infection Control Update. (Relicensure Requirement) Fees:** SMDS Member \$100. or Non-Member \$175.

This course meets annual training in infection control for the dentist's relicensure and continuing education for the staff.

DATES: 1. Thursday, Feb. 1, 2018 TIME: 6:30-8:30 p.m. LOCATION: College Park Facility

2. Tuesday, April 3, 2018 TIME: 6:00-8:00 p.m. LOCATION: College Park Facility

3. Thursday, May 10, 2018 TIME: 6:30-8:30 p.m. LOCATION: College Park Facility

**Annual Ortho Expanded Functions. Fees:** SMDS Member \$715. or Non-Member \$785.

This lecture and demonstration course is **35 hours** long & designed for dental assistants who wish to prepare for the MD State Board Exam. This is given once a year. All clinical practice takes place at the student's place of employment. The employing dentist must sign the application verifying employment & a commitment of clinical support. (10 weeks)

DATES: Mar.20,27, Apr.3,10,17,24, May 1,8,15,22, 2018 LOCATION: College Park Facility. TIME : 6:00-9:30 p.m.

Fees include: Tuition, textbook, workbook & handouts. At least half the total fee must be paid prior to the class.  
1/18

**NOTICE TO APPLICANTS – Fluency in English Required**

The provisions of this publication are not to be regarded as a contract between the student and Southern Maryland Dental Society (SMDS). The SMDS reserves the right to change any provision or requirement when such action will serve the interests of the SMDS and other applicants. The SMDS further reserves the right to ask a student to withdraw when it considers such action in the best interest of the SMDS. Class size is limited. Fluency in English required.

SMDS is committed to a policy of equal opportunity for all persons to the end that no person, on the grounds of sex, race, age, color, national origin, ancestry, marital status or status as a qualified individual with a disability shall be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity of the SMDS

**TO REGISTER** Complete the information below and return it at least 10 days prior to the starting date along with your payment to: Southern Maryland Dental Society, 4920 Niagara Road, Suite 306, College Park, Maryland 20740. **Refunds** can only be given if you withdraw 10 days prior to the first class. A \$30.00 administration fee will be charged for your refunds or transfers. **Books** can be picked up during regular office hours once registration and payment is complete. Classes are held in Suite 304 at this same address unless otherwise indicated. **Checks** or Money Orders are to be made payable to the Southern Maryland Dental Society (SMDS). We do not take credit cards. **Late registration** is possible based on availability. For additional information contact Janice Farber at 301-345-4196.

Other location: Maryland State Dental Association, Columbia, MD., 410-964-2880, Debra Lampton

MARYLAND STATE BOARD OF DENTAL EXAMINERS APPROVED PATHWAYS  
FOR CERTIFIED RADIATION TECHNICIAN  
ALL PATHWAYS REQUIRE A BOARD APPROVED RADIATION COURSE (Source MSDA)

- Pathway I
  - \* 18 years of age
  - \* 3 months (300 hours full time in clinical setting in dental office)
  - \* basic oral anatomy course
  - \* must be employed in a dental office for direct clinical supervision
- Pathway II
  - \* 18 years of age
  - \* Pre-test taken for acceptance in radiology course (basic oral anatomy and dental terminology)  
If student fails pre-test, must take basic dental assisting course.
  - \* Must be employed in dental office for direct clinical supervision.
- Pathway III
  - \* Basic Dental Assisting Course prior to Board approved Radiology Course (18 years of age for Radiology), not taken concurrently
  - \* Must be employed in dental office for direct clinical supervision, unless classroom facility offers hands on clinical.

Students are required to have the appropriate non-returnable books, workbook & handouts for each course.

-----  
**APPLICATION – Please Print Clearly**

COURSE TITLE: \_\_\_\_\_ COURSE DATE: \_\_\_\_\_

LEGAL NAME: \_\_\_\_\_ AMOUNT ENCLOSED \_\_\_\_\_  
(Books & Tuition)

HOME ADDRESS: \_\_\_\_\_  
Street City Zip Code

HOME/CELL PHONE \_\_\_\_\_ SOC SEC NO. \_\_\_\_\_ HIGH SCHOOL GRAD \_\_YES\_\_NO  
Last 4 only

DENTIST'S NAME: \_\_\_\_\_ PHONE \_\_\_\_\_

ADDRESS: \_\_\_\_\_  
Street City Zip Code

FAX: \_\_\_\_\_ PREVIOUS EXPERIENCE: \_\_\_\_\_

**EMPLOYING DENTIST PLEASE COMPLETE THE FOLLOWING:**

This employee has been working for \_\_\_\_ months \_\_\_\_ years in the dental office and I agree to provide clinical experience under my direct in room supervision. I agree to evaluate the applicants' performance. Once the course is completed the assistant may not continue to perform these duties until the required boards are passed & state certificate received.

1/18 \_\_\_\_\_ Dentist's Signature \_\_\_\_\_ Date

Classes canceled due to inclement weather, etc. will be rescheduled as our calendar permits.

2 Day  
Course  
15 CE Hours

# Why Function Matters?

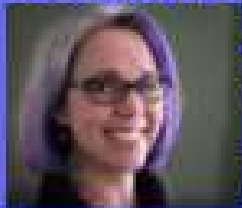
College Park, MD (near Washington, DC)  
4920 Niagara Road Suite 306, College Park, MD 20740

AGD Codes: 180, 200, 730

### When

Saturday and Sunday  
June 9th-10th, 2018  
8:00 AM - 5:00 PM

### Meet the Instructor



Linda  
D'Onfrio  
MS, CCC-SLP

Linda is a board-certified speech-language pathologist with a private practice in Portland Oregon. She completed her masters in communication disorders from the University of Oregon, completed her medical externship at Oregon Health Sciences University, and her clinical fellowship at the Oregon VA Medical Center. For 18 years, she has specialized in craniofacial disorders, structural and sensory-motor based speech disorders, feeding and orofunctional disorders, social cognitive disorders, and developmental speech language disorders. She works with toddlers, school-aged children, teens, adults, and the elderly. She presents and teaches on her areas of specialty.

Breakfast, Lunch, Afternoon snack, hot and cold beverages will be provided.

### Call

301.345-4196

### Email

Valerie@smdsdentists.org

### Course synopsis

We invite you to a one of its kind, 2-day live presentation focusing on the scope of orofunctional disorders and how this field intersects with dentistry, orthodontics, oral and maxillofacial surgery, and sleep medicine.

### Day 1

- Why you should care about oral function
- Your roles and responsibilities
- The dental and medical professionals providing orofunctional support
- The face as a dynamic system
- The causes of malocclusion
- The impact of oral function and individual behavior on facial structure

### Day 2

- Red flags in diagnosis & treatment planning
- Exercises versus individualized treatment
- The consequences of inaction
- Orofunctional therapy & orthodontics, functional dentistry, and specialty dentistry
- OMT and Obstructive sleep apnea, TMD, facial pain and trauma
- How RDHs and dentists currently practice OMT
- Resources, Support, and Further Education

|               | Tuition |                         |
|---------------|---------|-------------------------|
| SMDS Members: | \$695   | Non SMDS members: \$795 |
| Residents:    | \$495   | SLP/RDH/Staff: \$395    |

ADA CERP®

**Southern Maryland Dental Society**  
**“WHY FUNCTION MATTERS?”**  
**Instructor: Linda D’Onfrio, MS, CCC-SLP**  
**Saturday and Sunday**  
**June 9<sup>th</sup>-10<sup>th</sup>, 2018**

**Please mail registration and check to:**  
**Southern Maryland Dental Society**  
**Suite 306**  
**4920 Niagara Road**  
**College Park, Maryland 20740**

**We accept checks or money orders made out to:**  
**Southern Maryland Dental Society**

**SMDS Members: \$695.00**  
**Residents: \$495.00**

**Non SMDS Members \$795.00**  
**SLP/RDH/Staff: \$393.00**

**You can make out one check for multiple people attending but,**  
**Please make out separate registration for each person.**

**NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Cancellation fee \$45.00**

**No refunds after May 25, 2018**

# THE SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

**2 Day  
Hands-On Course  
12 CE Hours**

**AGD Codes 135, 430**

## When

**Saturday and Sunday  
July 14-15th, 2018  
9:00 AM - 4:00 PM**

## Meet the Instructors



**Martin Kaplan**  
DMD, DABLS

Adjunct Professor,  
Department of  
Pediatric Dentistry,  
Tufts University  
School of Dental  
Medicine;

Diplomate and  
Director, Laser Dentistry, American  
Board of Laser Surgery



**Robert A.  
Convissar,**  
DMD, FAGD

Director, Laser  
Dentistry, New York  
Hospital Medical  
Center Queens, NY;  
Evaluator, Clinical  
Research

Associates, Utah; Fellow, Academy of  
General Dentistry; Fellow, American  
Society of Lasers in Medicine and  
Surgery

**Call**

**301 345-4196**

**Email**

**Valerie@smdsdentists.org**

# Lasers in Pediatric Dentistry

**College Park, MD (near Washington, DC)**  
4920 Niagara Road Suite 306, College Park, MD 20740

## Course synopsis

In this combination lecture and hands-on course, attendees will be introduced to the many applications of lasers in Pediatric Dentistry including: removal of caries, preparation of teeth, laser frenectomies, and endodontic and periodontal indications. The use of lasers in photobiomodulation (PBM), a process in which lasers are used to stimulate the natural healing processes in cells will also be discussed.

Attendees will receive an overview of the theory behind lasers and best practices regarding the use of lasers. They will also participate in a hands-on workshop on how to perform soft tissue surgery, biopsies, remove tongue-ties through the use of soft-tissue lasers, and how to use PBM lasers and air abrasion and incorporate these technologies into practice.

The lecture will be supplemented by real-time videos of procedures. Many of the procedures will be practiced on pig mandibles.

## Day 1

- Lasers in treatment of Neonatal and Adolescent Tongue Ties
- Lasers in vital pulp therapy
- Erbium lasers in Operative Dentistry
- Air Abrasion systems in Operative Dentistry
- Photobiomodulation (PBMs) mechanisms of action
- PBMs as an adjunct to Operative Dentistry
- PBMs in trauma, gag reflex, and for anesthesia
- Hands on use of PBM lasers and Air abrasion

## Day 2

- Laser physics
- Soft Tissue Lasers in Pediatric Dentistry and Orthodontics:
  - Herpetic Gingivostomatitis/Aphthous ulcers
  - Mucocoeles/Biopsies
  - Tooth Exposures
  - Orthodontically Induced Gingival Hyperplasia
  - Pericoronitis
- Practice Management and marketing the laser dental practice
- Soft tissue hands on Wetlab

|               | Tuition |                         |
|---------------|---------|-------------------------|
| SMDS Members: | \$750   | Non SMDS members: \$850 |
| Residents:    | \$495   | RDH/Staff: \$395        |

Breakfast, Lunch, Afternoon snack,  
hot and cold beverages will be  
provided.

**ADA CERP®**

# The Classifieds

**Dentist...Associate, Bethesda Maryland.** Full time. Working in a modern, renovated, relaxed environment. Excellent location, security and free parking.

We are looking for a wonderful, team oriented person who will fit in to an extremely, cooperative, loving environment.

You must be personable, well spoken and very upbeat and be willing and wanting to be trained and mentored by the owner. The owner is a third generation dentist who has an exceptional background and has trained six other (great) dentists including his own. This is the premier, quality practice in the area. We do all services, including the newest and most exciting. The financial opportunity is also excellent and the right, go getter, will do very well (almost immediately).

Please call Dr. Jack Austin Mirchin at [301-580-3737](tel:301-580-3737).

**OFFICE SHARING ARRANGEMENT:** Seven beautiful operatories, state of the art technology, free parking, perfect for starting a new practice. Aspen Hill. O: [301-871-8880](tel:301-871-8880)

**PART-TIME ENDODONTIST.** I will come do those fun endos for you in your office. 10+ years private practice as an Endodontist. Interested parties contact: [703-833-3990](tel:703-833-3990) or [Johnson.endo@yahoo.com](mailto:Johnson.endo@yahoo.com)

**GENERAL DENTIST FT/PT IN BETHESDA.** Amazing opportunity for a highly productive dentist to join our practice immediately. We are an office of general dentists and specialists working together in 2 state of the art locations in Bethesda. Must be personable, talented and committed to both the patients and their future with the practice. Send resume to [\(301\)299-2228](tel:301-299-2228).

**HOME PRACTICE FOR SALE, ROCKVILLE.** GP, 3 ops, corner of Shady Grove and Epsilon Drive. Very good area. Owner retiring. [Homepractice@verizon.net](mailto:Homepractice@verizon.net)

**DENTAL OFFICE FOR SALE: ROCKVILLE- KING FARM AREA.** Terrific start-up office. Turn-key Condo, 3 operatories, 1 hygiene room, 4th operatory roughed in, Digital XRs & Panorex. Fully equipped, supplied & computerized. Reception room, business office, lab, sterilizing area & bathroom. Free parking. Call (301) 762-6832.

**GREAT OPPORTUNITY TO SHARE DENTAL SPACE IN DC/ FRIENDSHIP HEIGHTS AREA.** Share space with another dental professional with an excellent reputation. Features: state of the art treatment rooms, modern comfortable reception, lab and sterilization areas. Use of up to 3 treatment rooms Tuesday through Thursday after 2:30 and all day Friday and Saturday. Possible part-time associate position may be an option. Located in an excellent, well maintained professional building, on site paid parking, 1 block to Friendship Heights Metro-Red Line. Call [202-686-9100](tel:202-686-9100) or e-mail [nancy@cobbdentistry.net](mailto:nancy@cobbdentistry.net)



**BUY** **SELL**

**MA**

**MIDATLANTIC DENTAL TRANSITIONS**

**LOWEST COMMISSIONS IN THE INDUSTRY**

No Fee Valuation • Buyer's Due Diligence • Dental CPA Services

|   |  |   |
|---|--|---|
| <b>Tom Bonsack, DDS</b><br>Owner/President<br>General Dentist<br>410.218.4061<br><a href="mailto:Tom@MidAtlanticDentalTransitions.com">Tom@MidAtlanticDentalTransitions.com</a> | <b>Edward Ramsey, MBA, CPA, CVA®</b><br>VA/DC Transition Adviser<br>Dental CPA<br>240.426.5709<br><a href="mailto:Ed@MidAtlanticDentalTransitions.com">Ed@MidAtlanticDentalTransitions.com</a> | <br><small>Approved Counts on CPAs®</small><br> |
|---|--|---|

**MidAtlanticDentalTransitions.com**





- Karpa Dental Brokerage provides many benefits when you are selling or buying a dental practice.
- Serving Washington DC, Northern Virginia, 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

**Recently Sold Dental Practices**

- Dr Ronald Grossman To Dr Deepa Suryanarayanan  
Hyattsville, MD
  - Dr Michael Blicher to Dr Samantha Siranli  
Washington, DC
  - Dr. James Chun to Dr Amsan Zaiber  
Springfield, VA
- see more details in our website*

# Selling or Buying a Dental Practice?

Visit [www.karpadentalbrokerage.com](http://www.karpadentalbrokerage.com) for more information or call 301-233-1814 or fax 301-664-7903 for a **Free Consultation**

**Takoma Park, Maryland— University Blvd and New Hampshire**

2 operatories recently redone, 746 sf, very nice building with free parking  
 Digital radiography, 990 active patients, very reasonable rent  
 Call Bill Karpa at Karpa Dental Brokerage (301) 233-1814

**Washington, DC—Chevy Chase Circle**

High end general practice in Upper NW Washington, 5 treatment rooms,  
 CONDOMINIUM, 2100 sf, 3410 active patients, digital radiography, digital panorex, Planmeca E4D for making crowns while you wait, FFS and PPO, grossing \$2.1 M  
 Call Bill Karpa at Karpa Dental Brokerage (301) 233-1814

# N/L Transitions

Dental Practice Sales · Practice Value Assessment · Buyer's Representation

www.nltransitions.com

10626 York Road, Suite H, Hunt Valley, MD 21030 410-616-2042 edorner@nltransitions.com

## DENTAL PRACTICE SALES

Whether you are in the beginning stages or ready to transition out of your dental practice now, N/L Transitions will guide you through the process with expertise, integrity, and experience.

- Free Consultation
- Transition Planning
- Backed by a team of Dental Professionals
- No Dual Representation
- Market Price Assessment



Ellen Dorner  
Director, N/L Transitions

*"After a few attempts to sell my practice with other brokers, Ellen and N/L Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement*

*— her performance was stellar"*

**Stuart Gordon, DDS**

*Other references available upon request*

### NEW LISTING - GP PRACTICE – CARROLL COUNTY, MD –

Excellent opportunity to practice in area with little competition. Close to Frederick and Westminster. Currently a 4 day/week practice – great growth opportunity. Converted house with plenty of parking. **House is also for sale and produces rental income.** 4 OP's @1700 S/F. Refers out all specialty procedures. Softdent software. Extremely low A/R. Digital x-ray, digital pan, intra-oral camera, implant surgical unit, Piezotome surgical unit. For more information, contact Ellen Dorner at 410-616-2042 or email

[edorner@nltransitions.com](mailto:edorner@nltransitions.com)

### NEW LISTING – ASPEN HILL, MD – Outstanding GP practice

- Located in professional bldg. with excellent exposure – free pkgng. 1300 S/F – 4OP's – right or left-handed. Eagle Soft software. Digital radiography, intra-oral cameras. New chairs, x-ray units, compressor and vacuum pump. Plumbed for nitrous. Rent includes all utilities. Over 4,000 active patients. PPO's only. Not actively marketing practice. An immaculate practice that won't last long. For more information, contact Ellen Dorner – 410-616-2042 –

[edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**BEDFORD, PA.** – GP PRACTICE– Located on main highway right off Pennsylvania Turnpike– great visibility. Stand-alone building with abundant free parking– 3,000 S/F with additional 1200 S/F available for expansion. 7 OPs. Dentrix software. Currently 4-day/week practice. Seller wants to stay on after sale. 70% FFS – 30% Insurance. Average 50 new patients/month. Over 10,000 active patientst. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email [edorner@nltransitions.com](mailto:edorner@nltransitions.com)

### ANNAPOLIS, MD. TURN-KEY - DON'T DO A START-UP UN-

**TIL YOU CHECK THIS OUT!** GP practice in the heart of Annapolis - 1200+ S/F - 2 OP's with top-grade equipment – 2 more OP's plumbed- Dexis digital radiography and digital Pan, massage patient chairs, electronic charts. Fully equipped lab and sterilization area with 2 autoclaves. Dentrix software. 425 active patients. **TRULY SPECTACULAR WITH BEAUTIFUL FINISHES. A MUST-SEE!** For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email [edorner@nltransitions.com](mailto:edorner@nltransitions.com)

### SEE WHAT OTHER SELLERS ARE SAYING ABOUT N/L TRANSITIONS -

After a few attempts to sell my practice with other brokers, Ellen and NL Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement – her performance was stellar! **Stuart Gordon, DDS – Timonium, MD** For more information, contact Ellen Dorner – 410-616-2042 – [edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**COLUMBIA, MD** Turn-key dental suite for sale in prime location; in close proximity to Route 100, Route 29, I95, BW Pkwy., and Route 32. Located in Snowden Professional Center, a Class A office building with bright, 2-story atrium. Beautifully landscaped with public utilities and high-speed internet access. Includes completely built out dental suite, ample free parking, 2,000 S/F, 4 OP's, A-dec modular cabinetry & chairs, Panorex, X-ray units (hard-wired for digital), Intra-oral camera, centrally plumbed for nitrous. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email [edorner@nltransitions.com](mailto:edorner@nltransitions.com)

# N/L Transitions

Dental Practice Sales · Practice Value Assessment · Buyer's Representation

www.nltransitions.com

10626 York Road, Suite H, Hunt Valley, MD 21030 410-616-2042 edorner@nltransitions.com

## DENTAL PRACTICE SALES

Whether you are in the beginning stages or ready to transition out of your dental practice now, N/L Transitions will guide you through the process with expertise, integrity, and experience.

- Free Consultation
- Transition Planning
- Backed by a team of Dental Professionals
- No Dual Representation
- Market Price Assessment



Ellen Dorner  
Director, N/L Transitions

*"After a few attempts to sell my practice with other brokers, Ellen and N/L Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement*

*— her performance was stellar"*

**Stuart Gordon, DDS**

*Other references available upon request*

**WALDORF, MD** – GP PRACTICE in growing area– Great location in a professional office park with plenty of free parking. Over 2350 S/F with 4 OP's. Digital radiography, digital charts, Panorex. EagleSoft software. Loyal patient base and staff. **Over 6,000 active patients; 30+ new patients/ month.** PPO's only. Truly an outstanding opportunity with great potential. For more information, contact Ellen Dorner – 410-616-2042 – [or edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**ROCKVILLE, MD** – GP PRACTICE Outstanding opportunity in most desirable location. GP practice with huge potential for growth. 3 OPs in @1500 S/F in professional hi-rise. Located across from White Flint redevelopment project. EZ Dental software, Dexis digital x-ray, intra-oral camera. Currently a 2-day/week practice. 15-20 new patients/ month. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 – [edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**LAUREL, MD** – GP PRACTICE **Ideal situation for satellite location or solo practice** – great location near Route 1 and right off of Rte 198 in office park – abundant free parking. 1100 S/F - 3 OP's with 2 more plumbed. Reasonable rent. Currently a 2 ½ day/week practice. Easy Dental software, digital radiography, digital charts. Over 600 active patients. PPO's and MD Healthy Smiles for children only. Refers out all specialty procedures. No current marketing – just waiting to grow! For more information, contact Ellen Dorner – 410-616-2042 – or [edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**SEE WHAT OTHER SELLERS ARE SAYING ABOUT N/L TRANSITIONS-** I interviewed multiple brokers for the sale of my dental practice. Ellen Dorner, exceeded my financial and professional expectations and was optimistic and realistic about the entire transition process. She was focused, managed the process well, and achieved an excellent outcome. The final sale was easier and faster than I was led to believe by other brokers. I thank Ellen for making this a reality. **Stanley B. Foxman, DDS – Rockville, MD** For more information, contact Ellen Dorner – 410-616-2042 – or [edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**ELLICOTT CITY, MD** – GP PRACTICE – Located in 1-story office bldg. with free parking- very reasonable rent. Right off Rte 40 and Rte 29 FFS GP practice. Refers out all specialty procedures. 2 OP's in @700 S/F. @600 active patients. This practice is just waiting to be marketed and is great opportunity for a satellite practice. For more information, contact Ellen Dorner – 410-616-2042 – or [edorner@nltransitions.com](mailto:edorner@nltransitions.com).

**N/L TRANSITIONS – LISTING YOUR PRACTICE WITH N/L TRANSITIONS MEANS** you will get **PERSONALIZED, EXPERIENCED SERVICE** with the **UTMOST INTEGRITY**. N/L Transitions **PERSONALLY SHOWS YOUR PRACTICE** to prospective buyers and prepares a complete packet for the buyer so there is no delay in the loan process. Call or email Ellen Dorner for more information at 410-616-2042 or email [edorner@nltransitions.com](mailto:edorner@nltransitions.com). Ask to see the **TESTIMONIALS FROM SATISFIED SELLERS!**

**OXON HILL, MD** – GP PRACTICE - Great opportunity to own a practice in one of the fastest growing areas of MD; located one mile from new MGM Grand at National Harbor – near I495 and I95– outstanding visibility in converted single dwelling with ample free parking – building is also for sale. 4 OPs. **Seller works at another location; this location currently open 1 day/week – plenty of patients to increase days - huge growth opportunity – Dr booked out @ 5 weeks -@ 10 new patients/month.** Practice equipped for all specialty procedures. PPO's only. Extremely low A/R. Digital x-rays, digital Pan, electronic charts. For more information, call or email Ellen Dorner at N/L Transitions, 410-616-2042/ [edorner@nltransitions.com](mailto:edorner@nltransitions.com)

**NEW LISTING – ORTHO PRACTICE in Frederick, MD** – Outstanding Ortho practice in growing area. Excellent growth opportunity. 4 chairs open bay – 1 additional chair in private op. Located in professional bldg. with free pkgng. @1600 S/F in professional bldg. Easy Dent software. Panorex. Strong referral base. For more information, contact Ellen Dorner – 410-616-2042 – or [edorner@nltransitions.com](mailto:edorner@nltransitions.com).

HAPPY BUYERS! HAPPY SELLERS!

# POLCARI ASSOCIATES, LTD.

[www.polcariassociates.com](http://www.polcariassociates.com)

## Practice Sales

WHEN YOU LIST WITH US:

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

OVER 30  
YEARS OF  
SERVICE

## Practice Appraisal Services

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

800-544-1297

410-997-4427 (FAX)

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

DENTAL PRACTICE APPRAISALS- DENTAPRAISE™ since 1992. "Ballpark" (\$195) and "Premier" (\$994) editions. For buyers, sellers, estate planning, mediation, partnership, general and specialty practices. POLCARI ASSOCIATES, Ltd. [1-800-544-1297](tel:1-800-544-1297). [info@polcariassociates.com](mailto:info@polcariassociates.com). For details visit [www.dentappraise.net](http://www.dentappraise.net)

PRACTICE FOR SALE- ANNAPOLIS. 2 ops room for 3, established practice in office condo. Moving from state. At door parking. Grossing over \$300K part time, 3 day week. Rent or buy condo. POLCARI ASSOCIATES, LTD [\(800\)544-1297](tel:8005441297). [info@polcariassociates.com](mailto:info@polcariassociates.com)

PRACTICE FOR SALE- MONTGOMERY COUNTY- Modern 4 ops. 2/12/18. Mostly adult restorative. Prof. Bldg. Free parking. Well equipped grossing \$435K on limited schedule. Digital records. Polcari Associates, Ltd. [1-800-544-1297](tel:1-800-544-1297) [info@polcariassociates.com](mailto:info@polcariassociates.com)

PRACTICE FOR SALE- CARROL COUNTY. Shopping center PT grossing 4325K. Fee for service. Priced to sell. . Polcari Associates, Ltd. [1-800-544-1297](tel:1-800-544-1297) [info@polcariassociates.com](mailto:info@polcariassociates.com)

**CLASSIFIED ADS ARE FREE FOR ALL SMDS MEMBERS.** All others will be charged a \$50.00 fee. Ads should be 5 lines or 50 words. An additional fee will be charged for longer ads. All ads must be legible and typed copy is preferred. You may fax copies to 240-542-4774. All payments must be paid in advance.

**APPROVAL** The Southern Maryland Dental Society reserves the right of