



The ORACLE

Published by the Southern Maryland Dental Society

Volume 55, Issue 20

October 2018

Save the Dates

Continuing Education

[10/27/18](#)

Botox & Dermal Fillers

Dr. Kevin R. Doring

[10/18/18-10/23/18](#)

American Dental Association Annual Session *Honolulu, HI*

[11/10/18-11/11/18](#)

Orofacial Myology

Dr. Karen Wuertz

[12/07/18](#)

Prescription Drug Monitoring & Infection Control

Dr. Charles Doring &
Dr. Daniel Melnick

[03/30/19](#)

CEREC Integration

Dr. Flavio Rosetto

President's Message

Dear colleagues,

Earlier this year, the ADA launched an online search tool aimed to help prospective patients connect with local ADA member dentists. SMDS recently added the "Find a Dentist" service to our website under the "Public Services" section, so patients who visit our site can access this fantastic service.

The Find-a-Dentist tool is designed to help our members fill holes in their schedules by connecting to patients who are looking for a local dentist with ADA/MSDA and SMDS credentials. A person in our local area looking for a dentist can enter his or her street address or zip code and locate ADA/MSDA/SMDS member dentists nearby. A variety of new search criteria are available to enhance the user experience, including payment options and dental specialty. The new patient can then contact the practice of his/her choice via email or phone to make an appointment.



A great bonus from the ADA is the inclusion of funding for paid search, ensuring that when targeted consumers look for a dentist on Google and other search engines, the ADA's Find-a-Dentist tool comes up toward the top. This ongoing "search engine optimization" equals free advertising to our members which would typically cost each practice hundreds of dollars a year to implement.

To take full advantage of the Find-a-Dentist ADA initiative, please take a few moments to fill out your Find-a-Dentist online profile. It will take about five minutes to complete. Keep in mind that ADA member dentists with completed profiles, especially those with photos, are prioritized in the online tool's search results. Profiles with photos receive 11 times more clicks on average than those without. You will be able to track how many times your profile has been viewed through 'My ADA member dashboard.'

To update your Find-a-Dentist profile, log in to your MyADA page, ADA.org/MyADA, using your member ID number and password. For more information or assistance, please contact the ADA Member Service Center.

To experience how the ADA's Find-a-Dentist service works from a patient's perspective, please visit www.SMDSDentists.org and click the "Public Services" section.

Truly,

Yaser Roumani, DDS MSD



Southern Maryland Dental Society

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

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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,

The Maryland Health Care Commission (MHCC) is requesting your input on Dental Health Information Technology. Your participation is critical in evaluating the use of electronic dental records, health information exchange and teledentistry. To take this simple survey please click on this link:

<https://www.surveymonkey.com/r/DentalHealthIT>



The MHCC is also offering an exciting online learning course about Cybersecurity on October 25th. To learn more and to register, please read about it below.

If you have exciting news you want to share in the Oracle, please send us an email.

To learn more about our General Membership speaker Dr. Douglas Barnes, see his interesting profile below.

I look forward to seeing you all at our next meeting in December!

Cheers,
Halima Karim, DDS

General Membership Meetings 2018-2019

December 3, 2018 – Dr. Douglas Barnes

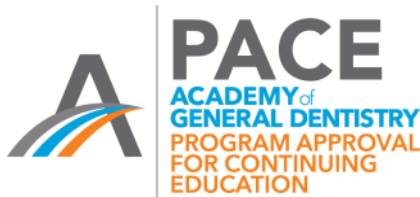
February 4, 2019 – Dr. Alicia Houston

March 4, 2019 – Cheryl Shafer, RDH

All will be at the Sheraton Hotel Silver Spring
8777 Georgia Avenue, Silver Spring, Maryland 20910

Meetings start promptly at 6:00pm

Dinner Buffet is free to SMDS members



2 hours of Free CE



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

General Membership Meeting

December 3rd, 2018

Lecture: “An Update on Ceramic Restorations”



Guest Speaker: Douglas Barnes, DDS MS

Dr. Barnes received his DDS from the University of Maryland Dental School in 1983, a certificate from the University of Maryland Dental School in Advanced General Dentistry in 1984 and a masters in oral biology in 1992 from the University of Maryland Graduate School. Dr. Barnes is a Professor and the Executive Director and Chief Dental Officer for Faculty Practice-Clinics of Excellence at the University of Maryland, School of Dentistry and on the associate staff at the University of Maryland Graduate School. He previously served as the Director of the Advanced Education in General Dentistry Program and Chair of the Department of General Dentistry. He is a member of OKU, International College of Dentists, Pierre Fauchard Academy, and Gamma Pi Delta Honor Societies. He is also a member of the AADS, ADA, AGD, IADR, and AADR. Dr. Barnes is an active clinical dental materials researcher with well over one million dollars of funding from many dental materials manufacturers. He has published many articles and presented numerous lectures on esthetic dentistry in the United States and internationally. He serves on the ADA's Commission on Dental Accreditation as a consultant. In addition to his teaching, service, and research responsibilities, he maintains an active faculty practice at the School of Dentistry in Baltimore, Maryland



Cybersecurity Lunch & Learn Webinar

Back to Basics: Practical Ways to Improve Cybersecurity at Your Practice

October 25, 2018 | 12:00-1:00pm EDT

About

Small to medium-sized practices are not invisible to hackers or immune from costly cyber-attacks and a data breach. Join us to learn about cost-effective, practical steps you can take to reduce your risk of a cyber-attack from evolving threats like ransomware that make electronic systems more vulnerable to an attack. Attending this webinar will help you identify things you can implement right away that can help better protect your practice and patients. Also learn about a free self-assessment tool and a new Maryland cybersecurity tax credit. The Maryland Health Care Commission invites you to attend this virtual learning session on **Thursday, October 25, 2018 from 12:00pm - 1:00pm EDT.**

How to Register

To register, click the link below or copy and paste it into your web browser:

<https://register.gotowebinar.com/register/4361245150805478401>

After registering, you will receive a confirmation email containing information on how to join the webinar.

Learning Objectives:

- Understand how your practice can qualify for the Buy Maryland Cybersecurity (BMC) Tax Credit
- Learn about current trends and common cybersecurity weaknesses resulting in data breaches
- Identify the basics of cybersecurity to reduce risk and make your practice more secure
- Understand the human element of cybersecurity: employees are your first line of defense

Who Should Attend?

Small to medium-sized health care practices

Please forward this email to others that you think may benefit from attending this webinar.

Presenters

Anene Onyeabo, MPH, Program Manager, Maryland Health Care Commission

Lauren Satyshur, Health IT Program Manager, Office of Cybersecurity & Aerospace, Maryland Department of Commerce

Krish Bhatnagar, CISSP, PMP, Head, Security Services, Mokxa Technologies

Questions

For questions, contact Anene Onyeabo at anene.onyeabo@maryland.gov or by phone at 410-764-3285.

Brought to you by:

The Maryland Health Care Commission

In collaboration with the Maryland Department of Commerce and Mokxa Technologies

The MHCC is dedicated to advancing health information technology statewide through planning for health system needs including cybersecurity education and support. More information is available at:

mhcc.maryland.gov/mhcc/pages/hit/hit_cybersecurity/hit_cybersecurity.aspx

Chesapeake Dental Conference 2018

House of Delegates



Dr. Vanessa Benavent
and Dr. Chris Liang



Dr. Andy Horing, Dr.
Jay Nokkeo and Dr.
Chris Liang



Dr. Vanessa Benavent
and Dr. Charles Doring



Meet the Instructors



Karen Wuertz
DDS, ABCDSM, ABLs, FOM

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.



Jenifer Chiappetta Midili
MA, CCC-SLP, COM

After earning her MA degree in Speech-Language Pathology at George Washington University, Jenifer practiced pediatric speech therapy at a private practice and INOVA Fairfax Hospital

with a focus on working with children with severe feeding and speech and language problems. She worked at Walter Reed Army Medical Center and the National Rehabilitation Hospital where she focused on Traumatic Brain Injuries in adults and children.



Brooke Pettus
RdH, Myofunctional Therapist

She completed her initial training through the Academy of Orofacial Myofunctional Therapy (AOMT) and MyoMentor, then took part in an online mentorship program. She attended symposium

training through the International Association of Orofacial Myology (IAOM), and plans to start their training program and certification track this year.



Ayden Cox
Licensed Massage & Bodywork
Therapist

licensed massage therapist specializing in prenatal and postpartum bodywork along with infant, prenatal, postpartum and fertility craniosacral therapy.

The Essentials of Orofacial Myology: Implications of Tethered Oral Tissues, Speech Development, Feeding & Breathing for All Ages

2 Day, Hands-On Course
14 CE Hours

Saturday & Sunday November 10 - 11, 2018
8:00 AM - 4:00 PM

4920 Niagara Rd, Ste 306 College Park, MD
(near Washington, DC)

Introduction

Ankyloglossia and Tethered Oral Tissues (TOTs) are best identified, diagnosed and treated by a multidisciplinary team of providers. This course will explore the important role of this team in facial development necessary for proper growth & development, feeding, and speech.

Clinical Curriculum

- Demonstrate a wide range of didactic and clinical tools in the assessment & treatment of TOTs
- Learn how to identify barriers and contributing factors that interfere with speech development and Orofacial myology therapy in ankyloglossia, oral habits, & airway
- Recognize when to refer to other professionals
- Understand the importance of developing a multidisciplinary team

Agenda

Day One

- 1 hour Introduction
- 3 hours Clinical case presentation (TOTs)
LUNCH
- 3 hours Didactic & clinical material (Speech)

Day Two

- 2 hours TOTs laser surgery cases
- 2 hours Orofacial myofunctional therapy
LUNCH
- 1 hour Orofacial myofunctional therapy (continued)
- 1.5 hours Multidisciplinary Approach putting all together case studies
- 0.5 hours Panel Discussion Q&As

Tuition

SMDS Dentists:	\$695
Non-Member Dentists:	\$795
Residents:	\$450
Staff/IBCLC/OMT/SLP:	\$400

Registration

Call: (301) 345-4196
Email: valerie@smdsdentists.com

The Essentials of Orofacial Myology:
Implications of Tethered Oral Tissues, Speech Development,
Feeding and Breathing for all ages

with Karen Wuertz, D.D.S., PA, DABLS
Jenifer Chiappetta Midili, and Brooke Pettus
November 10 and 11, 2018

14 Continuing Education Credits

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

Sorry we don't accept credit cards currently

SMDS Members: \$695.00
Residents: \$450.00

Non SMDS Members: \$795.00
Staff/IBCLC: \$400.00

NAME: _____

ADDRESS: _____

Telephone: _____ Email: _____

Amount Paid: _____

Cancellation fee is \$45.00 No refunds after October 26, 2018

SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

5 CE Hours

When:
Saturday December 1, 2018
8:00 am - 1:00 pm

Where:
4920 Niagara Rd, Ste 306
College Park, MD

Tethered Oral Tissues Implications on Feeding, Speech, and Orofacial Development and the team approach for Treatment

Meet the Speakers



Annette Pham, MD

Dr. Pham is a double board-certified otolaryngologist and facial plastic surgeon currently practicing as a partner physician at Metro ENT and Facial Plastic Surgery. Dr. Pham graduated with her medical degree from UMGM. She then completed an internship and residency training in Otolaryngology - Head and Neck Surgery at UC-Davis. Dr. Pham then continued her training by completing a fellowship in Facial Plastic and Reconstructive Surgery at

the University of Miami.

She is an active participant in the medical community, recently nominated as president-elect for the Montgomery County Medical Society in 2010. Dr. Pham has developed an interest in breastfeeding medicine over the years, in particular, tethered oral tissues as it relates to early infant breastfeeding difficulties.



Amy Wetherill, MA, CCC-SLP, COM

Co-owner of the Pediatric Development Center, LLC. Amy was the first Certified Orofacial Myologist in the state of Maryland. She specializes in the assessment and treatment of oral phase feeding disorders and oral coordination disorders. Amy

had the honor of serving as the president of the AAPPSPA. She is a member of ASHA and the IAOM. Amy has been awarded the ASHA Award for Continuing Education (ACE) eight times, has published in the ASHA Leader magazine.



Sarah Early, RN, IBCLC

Sarah is the owner of Lactation Room, LLC, a private lactation practice providing 1200+ consults annually in the DC Metro areas. She is a Registered Nurse, International Board Certified Lactation Consultant and Certified Lactation

Educator. Her emphasis has focused on oral dysfunction and support of the breastfeeding dyad during the postpartum period (4th trimester). She is also a wife and mother to three young adults who were all, not so successfully, breastfed!



Katherine Kadin

Dr. Kat graduated from FAU with a BA in Psychology. She continued her education at West Boca Medical Center, working in their Postpartum Ward and NICU. Dr. Kat graduated Cum Laude as a Doctor of Chiropractic from the Life Chiropractic College. Dr. Kat is in private practice in Rockville, Maryland. In 2009,

she became certified in the Webster Technique, and in 2010, she received her Diplomate in Chiropractic Pediatrics from the ICPA. Since then, she continues to pursue education related to tethered oral tissues, nurturing dyads and onwards. She's married with two children with TOTs.

Introduction

Ankyloglossia and Tethered Oral Tissues (TOTs) are best identified, diagnosed, and treated by a multidisciplinary team of providers. This symposium explores the role of the team approach in the treatment of patients with TOTs. Our speakers will discuss how their different career paths led them to their interest in the treatment of TOTs and how they rely on a team approach to ensure successful treatment outcomes.

Objectives

- Develop a better understanding of TOTs and its impact on function
- Learn the role of other professionals in the treatment of TOTs
- Understand the importance of developing a multidisciplinary team

Agenda

7:30-8:00 am	Registration and breakfast	
8:00-9:00 am	TOTs from an ENT surgical standpoint	Annette Pham, MD
9:00-10:00 am	Foundation of Dysfunction: Speech, Feeding, and Orofacial Development	Amy Wetherill MA, CCC-SLP, COM
10:00-10:30 am	Networking Break	
10:30-11:30	Collaborative Approach to Managing the Breastfeeding Dyad with Oral Function Difficulties	Sarah Early, RN, IBCLC
11:30-12:30	Beyond Breastfeeding And Speech: The Role of the Pediatric Chiropractor in Co-management of Tethered Oral Tissues	Katherine Kadin
12:30-1:00 PM	Panel/Questions/Wrap-Up	

Tuition: \$100

Registration:
Call 301 345-4196
Email:
Email: valerie@smdsdentists.org

**Southern Maryland Dental Society Presents
Tethered Oral Tissues Implications on Feeding, Speech, and
Oral Development and the team approach for Treatment**

Saturday December 1, 2018

Time: 8:00am-1:00pm

5 hours CE

Location: Southern Maryland Dental Society

4920 Niagara Road

Suite 306

College Park, Maryland 20764

Tuition for all \$100.00

**Please make checks payable to
Southern Maryland Dental Society
(we do not accept credit cards)**

REGISTRATION

NAME _____

ADDRESS _____

TELEPHONE _____ **EMAIL** _____

Cancellation Fee:\$35.00

NO refunds after November 23, 2018

THE SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

1 Day
Hands-on Course
8 hours CE

Advances in Digital Dentistry: CEREC Integration into the Practice

When:

Saturday

March 30, 2019

8:00 AM - 4:00 PM

Meet the Instructor:



Flavio
Rasetto DDS,
MS, FACP

Dr Flavio Rasetto graduated from the National University of Rosario Dental School, Rosario, Argentina in 1990.

He practiced general dentistry for 4 years in Rosario, Argentina, prior to moving to the United States in 1996.

Dr Rasetto completed a Postgraduate Prosthodontic program, combined with a Master of Science in Oral Biology, at the University of Maryland, Dental School, from 1996 to 1999.

At the present time, he is a part time Clinical Assistant Professor in the Department Advanced Oral Sciences and Therapeutics, at University of Maryland, School of Dentistry. He was the Assistant Director of the Postgraduate Prosthodontic Residency Program from 2000 until 2007.

Dr. Rasetto currently is in full time in private practice in Chevy Chase, MD, at Chevy Chase Cosmetic & Implant Dentistry. Dr. Rasetto is a Diplomate of the American College of Prosthodontists and he is a past President of the American College of Prosthodontists, Maryland Section. He belongs to numerous organizations such as: American College of Prosthodontists, American Academy of Fixed Prosthodontics, Academy of Osseointegration, ADA, MSDA, and SMDS. He has lectured national and internationally on a variety of topics related to the specialty of prosthodontics.

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

Course Objectives:

1. Learn about the CEREC system (Omniscam AC Unit and MC XL Milling Unit - software version 4.6)
2. Understand the principles of tooth preparation and design and the digital scanning protocol.
3. Describe the type of restorations, the design options, and select the appropriate materials for chairside, same day ceramic restorations.
4. Become familiar with the management of laboratory steps including necessary equipment and materials.
5. Demonstrate clinical scenarios that show how the system can be incorporated on a daily basis.
6. Learn how the system can influence treatment outcome and patient satisfaction.

Hands on portion of course:

1. Learn the scanning protocol.
2. Design the restoration.
3. Recontour the restoration.
4. Finish and polish the restoration.
5. Stain and glaze the restoration.

Tuition

SMDS Members:	\$495	Non SMDS members:	\$595
Residents/Students:	\$295	Team member:	\$295



Registration:

301 345-4196

Email:

Valerie@smdsdentists.org

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

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
E-mail: 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. Oct 15, 17, 22, 24, 29, 31, Nov 5, 7, 12, 14, 19, 2018 TIME: 6:00-9:00 p.m., Mon. & Wed. @ College Park Facility
2. Jan.28,30, Feb.6,11,13,18,20,25,27, Mar.6,11, 2019 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. 7,14,21,28, Apr.4,11,18,25, May 2,9,16,23, 2019 A total of 12 classes.

(Take both required courses in one morning save \$10.00)**

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

Date: : Dec 7, 2018 TIME: 8:00-10:00 a.m. This approved course satisfies the new 2 hours of CE in proper prescribing and disposal of prescription drugs. **FEES:** 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: Friday, Dec. 7 ,2018 TIME: 10:15am-12:15pm.** 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: Spring 2019 LOCATION: College Park Facility. TIME : 6:00-9:30 p.m.

N E W! EFFECTIVE FRONT DESK ADMINISTRATION: SMDS Member \$400 or Non-Member \$475.

The in-depth lecture course is designed to provide front desk personnel with basic knowledge and skills of dental office administration. Learn to be more effective with patient communication, collection, records, charting, scheduling etc. DATES: Spring 2019. Call for additional information 301-345-4196.

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

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.

The Classifieds

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 & computerized. Reception room, business office, lab, sterilizing area & bathroom. Free parking. Call (301) 762-6832.

OFFICE SHARING ARRANGEMENT: 7 beautiful operatories, perfect for starting a new practice, all digital technology, Aspen Hill, Maryland. PH: 301-871-8880, email rgmdds@aol.com

PART-TIME ENDODONTIST. I will come do those fun endos for you in your office. 10+ years private practice as an Endodontist. Available on Saturdays. Interested parties contact: 703-833-3990 or Johnson.endo@yahoo.com

SILVER SPRING DENTAL OFFICE FOR RENT 1300ft², 4ops, 2equipped, 4plumbed, 2baths, digital xray. Excellent location close to DC, beltway, public transportation, free parking. PT FT arrangements available. For satellite or startup. Serious inquiries 240-505-1139



BUY **SELL**

MA

MIDATLANTIC DENTAL TRANSITIONS

LOWEST COMMISSIONS IN THE INDUSTRY

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

Tom Bonsack, DDS Owner/President General Dentist 410.218.4061 Tom@MidAtlanticDentalTransitions.com	Edward Ramsey, MBA, CPA, CVA® VA/DC Transition Adviser Dental CPA 240.426.5709 Ed@MidAtlanticDentalTransitions.com	 America Counts on CPAs™ 
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MidAtlanticDentalTransitions.com

PRACTICE FOR SALE- ANNAPOLIS. OWNER WILL FINANCE 2 ops plumbed 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.

SECOND OPINION DENTAL PRACTICE APPRAISALS: \$195-If you are considering the purchase of a practice, you owe it to yourself to consider a reasonably priced second opinion appraisal. You would be shocked to find out how many advertised practices are incorrectly priced. www.polcariassociates.com POLCARI ASSOCIATES LTD (800)544-1297. Info@polcariassociates.com

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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 approval on all ads.

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

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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
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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

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. Ask to see the **TESTIMONIALS FROM SATISFIED SELLERS!**

ANNE ARUNDEL COUNTY – BUY-IN -Unique Opportunity for a Highly Skilled and Motivated General Dentist for 3-5 year Buy-In and Practice autonomously in a High Tech practice currently collecting over 1 mil. Great income with Immediate % Ownership. The ideal candidate must be proficient in all aspects of general dentistry and demonstrate a passion for dentistry and patient care with the willingness to learn and grow.

NEW LISTING - CHESTER COUNTY, PA – Well established Endo practice in medical office building. Free pkgy. Extremely desirable, growing area. 3 OP's in over 2700 S/F. Dexis digital radiography, microscopes. PBS Endo software. PPO & FFS. For more information contact Ellen Dorner at N/L Transitions – 410-616-2042 or email edorner@nltransitions.com.

NEW LISTING - GP PRACTICE – ST. MARY'S COUNTY, MD – INCREDIBLE OPPORTUNITY - with ideal location in Leonardtown, MD – Located on main road in stand-alone building– free pkgy. 6,000 S/F. 10 OP's – all rear delivery. New Digital Radiography, New Pan-X. @6,500 active pts. Abeldent software. 70% PPO, 30% FFS. For more information, contact Ellen Dorner- 410-616-2042- edorner@nltransitions.com.

GP PRACTICE – HARFORD COUNTY, MD – Incredible opportunity with ideal location in Havre de Grace – Located in strip mall on busy, main road – free pkgy. 2400+S/F. 4 OP's, 2 addl plumbed. Digital X-rays, CAD/CAM system, massage chairs, Planmeca milling system, Druformat scan, intra-oral cameras, ZOOM, Pentamix, mobile nitrous system. @3,000 active pts. all in totally updated, beautifully designed office. Will not last long. For more information, contact Ellen Dorner- 410-616-2042-or email edorner@nltransitions.com.

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. **Building 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

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 patients. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

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Other references available upon request

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

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. **ALL EQUIPMENT INCLUDED IN LEASE**, 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

SOLD - GP PRACTICE - ASPEN HILL, MD – Outstanding practice- Located in professional bldg. with excellent exposure – free pkg. 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.

SOLD - 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.

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.