



MONTGOMERY-BUCKS DENTAL SOCIETY

2ND DISTRICT - Pennsylvania Dental Association

Bulletin

Volume 68

Number 5

February 2021

Distinguished Speaker Series

Monday, March 1, 2021

Will be held if COVID Restrictions allow.

Note: This event was scheduled for Normandy Farms and will follow

COVID requirements at time of the event.



Todd Hydock

Presents

*A LOCATOR LIFE:
A Patient's Overdenture
Journey: Offering Cost
Alternative Overdenture
Therapy*

The progression of complete edentulism is often a progressive condition, from missing one tooth - to a group of teeth - to full edentulism. The time to convert patients to implants is BEFORE they need dentures or overdentures by introducing them to retentive devices and the benefits they offer to quality of life. A LOCATOR® Life is designed to transition patients along the patient continuum of care to ensure a higher quality of life. Helping them locate or (re)locate their confidence, intimacy, social lives, hobbies, friends and family. Even with the economic

Continued from Page 11

**Cocktails - 6 PM Dinner - 7 PM
Meeting - 8 PM
See page 16 for Registration form.**



President's Message

Greetings!

I hope this message finds you well. What a snowy winter we've had in

both Montgomery and Bucks Counties this year! Spring is right around the corner, though, and I am certainly thankful for that. Spring is a time of fresh beginnings and renewal, including licensure renewal!

As a reminder, **to renew your license in 2021 you will need 30 CE credit hours from PA State Board approved providers taken between April 1, 2019 and March 31, 2021.** This year, the requirement for in-person CE has been waived so all your credits can be self-study. However, they still must include the following: 2 CE credits on child abuse (Act 31), 2 CE credits on opioids (Act 124) if you have a DEA registration, and 15 CE credits related to anesthesia if you are an Unrestricted or Restricted Permit I holder. You can find a PDA guide with more info on complying with CE requirements at https://padental.org/docs/website/events/continuingeducation/certification_regs2019.pdf.

For your Act 31 requirement, perhaps you were fortunate to sign up for and attend a great presentation by our own Dr. Angel Stout on Child Abuse Recognition and Reporting for Dental Professionals. The virtual course was available to all of you as a member benefit.

If you still need to get a few last-minute CE requirements in before renewal, there are many free or low-cost course options available online today. I have always enjoyed taking continuing education courses, both in-person and online. Since

the onset of the pandemic, it has been difficult not being able to enjoy the "in-person" experience for CE, but at the same time the number of online webinars and courses available to us has really exploded. I've found on several occasions that I have registered for more than I can attend. The great thing about online CE, though, is that the courses are usually recorded and you can go back and watch them later if you want to. There is no shortage of things to learn in dentistry and hopefully you have been able to take advantage of some of the great content available from many fantastic speakers during this time.

There are several CE courses available through the PDA website. Just go to **padental.org** and click on 'Online CE'. There is a list of pre-recorded events you can register for and watch. They are continually adding new courses to the list. There are also plenty of webinars offered by dental product and equipment companies, as well as websites that are solely dedicated to providing online CE webinars.

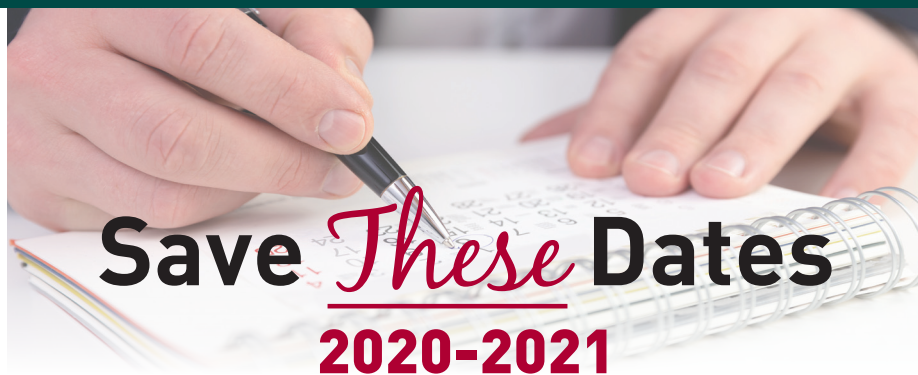
Did you know that you can input and track your CE courses online on the ADA's website? Just go to <https://ebusiness.ada.org/education/default.aspx> and go to 'My Account' followed by 'My CE Transcripts'. From there you can scroll down to CEU Tracking Submission Form; you can even upload copies of your CE Certificates.

I hope that you enjoy this edition of the Bulletin and we hope to see you at in-person events again soon!

Wishing you a rejuvenating spring ahead and success in all your work and personal endeavors!

Yours in Service,

Jessie Scordamaglia, DMD



Executive Council Meetings:

(held at Blue Bell Country Club Clubhouse – Thursdays)

March 25, 2021- Virtual Meeting

May 26, 2021

Dinner Meetings: Cocktail hour beginning at 6:00 & dinner at 7:00

Monday, March 1, 2021

Monday, April 5, 2021

NOTE: We are investigating alternative dinner speakers and the use of the outdoor tent facility to allow for recommended social distancing!

Look for our email blast update notices on www.mbds.org

Friday Full Day CE. Meetings: Friday courses run 9:00 to 3:30

All CE Events are held at Blue Bell Country Club

April 9, 2021 – Mark Donaldson, DMD

Better Medicine, Better Dentistry: The Art & Science of Dental Therapeutics

RESCHEDULED TO September 24, 2021 – Todd Snyder, DDS, FAACD

AM: The Nuts & Bolts of Veneers

PM: Singularity

PLEASE NOTE:

**Due to the current COVID-19 Pandemic
All Dates in this issue are tentative
and subject to change.**

**Please keep checking your email,
MBDS website & Social Media
for up-to-date information.**

Deadline for April/May 2021 Issue: March, 15 2021

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Member Spotlight



Rachel Lewin, DDS

Positions Held:

MBDS Editor

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Second District Director

Do you have any non-dental hobbies?

I started learning how to sew about a year ago, and once COVID-19 canceled the remaining half of my Tuesday night community sewing classes, I continued to teach myself how to sew using online resources. I especially enjoy Historical Costuming and have been focusing on using historically accurate techniques and materials to create an 18th century outfit from the skin out. I taught myself how to crochet in January 2020 and have been slowly but surely working on making a large blanket for the past several months! I also work out regularly (at home, now) and have been riding horses since I was seven years old.

Do you have a favorite tooth?

I love the lower first premolars, because they always sort of looked like Yoda to me, if you drew ears on them.

What is your favorite part of being involved in organized dentistry?

The network of friends and contemporaries gained and the inclusivity of being involved in our local constituency.

What is your best tip to balance involvement in organized dentistry with personal life?

Schedule some time for yourself. Engage in a non-dental hobby. It is easy to let this consume your life, but remember that you're in it for the long haul! Don't let yourself drink from the fire hose for too long and end up burned out.

Least favorite article of PPE / Best PPE hack?

I wear a special anti-snoring device to keep my nostrils open and air flowing freely beneath my K/N95 mask and it has helped me feel so much less tired by the end of the day! It's called "Mute" by RhinoMed and I recommend you at least consider giving it a try!

Andrew Steinkeler, DMD, MD

Position:

Sponsorship Chair

Dental Specialty:

Oral & Maxillofacial Surgery



What is your favorite part of being involved in organized dentistry?

The camaraderie of meeting and working with so many talented leaders has been my favorite part of organized dentistry. Working together to advance our field and to provide benefits to our members is very gratifying. Through the Montgomery Bucks Dental Society, I have become friends with many doctors that I would not have met otherwise. Above all, it is the relationships, built through the MBDS, that are most important to me.

Do you have any non-dental hobbies?

I am an avid tennis player, golfer, and skier. I look forward to getting my kids involved in these excellent sports!

Do you have a favorite tooth? If so, which tooth/teeth?

As an oral and maxillofacial surgeon, I find that the "edentulous space" is one of my favorite "teeth". I enjoy the treatment planning process of dental implant reconstruction, ridge augmentation, and pre-prosthetic surgery. I find that with appropriate and thorough planning, esthetic and functional reconstruction can be very successful and gratifying both for the patient and doctor alike.

What is the strangest thing you (personally & in real life) have seen as a dentist?

In the past year I have seen a few cases of medical conditions presenting with very subtle clinical findings. For example, I have seen a second division trigeminal nerve paresthesia ultimately lead to the diagnosis of B-cell lymphoma of the maxillary sinus. I have also seen a periapical appearing lesion with neurologic findings status post endodontic treatment also lead to a diagnosis of an intra-osseous malignancy. "When you hear hoofbeats, think horses-but be prepared for zebras"- (Thomas Woodward, MD)

Least favorite article of PPE?

During this unprecedented year we have all at some point developed PPE fatigue. The respirator mask I think for all of us has been the most difficult to wear daily. Finding a few minutes to breath without the mask (while socially distant) has been important to prevent burn out. Dentists have been true leaders in infection control this year and have been practicing safely. COVID transmission rates are exceedingly low with effective control measures in the dental setting. You should all be proud of yourselves for providing such safe care to the community during the pandemic.

Volunteer to be Featured in Member Spotlight

If you're interested in becoming a "Featured Member" and sharing your ideas/experiences in one of our upcoming Newsletters, please contact Rachel Lewin at DrRachelLewin@gmail.com or send us a message to any of our Social Media pages and we'll be in touch!



Financial Planning Information

Should you pay off Student Loans early or Save for Retirement?

For adults with student debt and extra money on hand, deciding whether to pay off student loans early or put those funds toward retirement can be tricky. It's a financial tug-of-war between digging out from debt today and saving for the future, both of which are very important goals. This decision is relevant today considering that roughly 65% of college graduates in the class of 2018 had student debt, with an average debt of \$29,200.¹ This amount equates to a monthly payment of \$295, based on a 4% interest rate and standard 10-year repayment term.

Let's assume you have a \$300 monthly student loan obligation. You have to pay it each month — that's non-negotiable. But if you have extra money available, what's the better course: pay more toward your student loans each month to pay them off faster or contribute extra funds to your retirement? The answer comes down to optimizing how those dollars can be put to work for you.

The first question to consider is whether you are taking full advantage of any 401(k) match offered by your employer. For example, let's say your employer

matches one dollar for every dollar you save in your 401(k), up to 6% of your pay. If you make \$50,000 a year, 6% of your pay is \$3,000. So by contributing \$3,000 per year to your 401(k), or \$250 per month, you will get the full employer match of \$3,000. That's a 100% return on your investment.

If you are already contributing enough to get the full match, next compare the interest rate on your debt to the rate of return you could be earning on any extra funds you invest. When you make extra payments on a specific debt, you are essentially earning a rate of return equal to the interest rate on that debt. In the student loan example, the interest rate is 4%, so by applying extra money toward that debt you are "earning" a 4% return. If you think you can earn a higher rate of return by investing extra money in your retirement account, then those funds might best be put to work for you there.

Of course, no one can predict their expected rate of return with certainty. But generally speaking, if the interest rate on your debt is relatively low, the potential long-term returns you might earn in your retirement account could outweigh the benefits of shaving a

year or two off your student loans. If you have time on your side when saving for retirement, the long-term growth potential of even small amounts can make contributing to your retirement account a smart financial move.

All investing involves risk, including the possible loss of principal, and there can be no guarantee that any investing strategy will be successful.

¹⁾ The Institute for College Access and Success, 2019

The information in this article is not intended as tax or legal advice, and it may not be relied on for the purpose of avoiding any federal tax penalties. You are encouraged to seek tax or legal advice from an independent professional advisor. The content is derived from sources believed to be accurate. Neither the information presented nor any opinion expressed constitutes a solicitation for the purchase or sale of any security. This material was written and prepared by Emerald. Copyright 2016 Emerald Connect, LLC.

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***ALL SECOND DISTRICT MEMBERS RECEIVE GPVFDL LECTURES COMPLIMENTARY PRIOR TO THE OCTOBER 14, 2021, EARLY REGISTRATION DEADLINE. (HANDS-ON COURSES NOT INCLUDED)**

www.gpvfdc.org

**Sponsored by the Second District Dental Association of PA
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What if My Landlord Is Also My Patient?

By Brian Madden
CARR

How do you handle a real estate negotiation if your landlord is also your patient?

Many healthcare tenants find themselves in this situation when approaching a lease renewal or relocation. Compounding the situation, is that most healthcare professionals are not prone to conflict or confrontation and would prefer to avoid them. This creates a scenario where tenants want to obtain the best terms possible for their practice without upsetting their landlord and losing them as a patient.

In an ideal world, you could tell people exactly what you hope to achieve and then expect to receive a fair response. Unfortunately, commercial real estate is not one of those worlds! The difference between a properly or poorly negotiated lease or purchase contract can benefit or cost you tens to hundreds of thousands of dollars over a ten-year period. Understanding how much is really at stake during a commercial real estate negotiation changes how you should approach every transaction.

To help your perspective, look at these foundational questions:

- Do you realize your landlord's objective is to maximize their investment and achieve the highest returns?
- Do you realize that just like your landlord comes to you for healthcare services because they are not trained in your specialty, that you should follow the same approach and go to others that are trained in specialties that you are not trained in, such as commercial real estate?
- Would you rather risk losing a patient or overpaying by tens to hundreds of thousands over a ten-year period?
- If your landlord is only your patient so they can get away with overcharging you, do you really want them as a patient?
- If a listing agent is your point of contact, do you realize it is against most state's real estate laws for that person to give you any advice that would provide you any advantage in the negotiation?

- Do you understand the listing agent is hired to protect and advocate for the landlord, not you?
- If your landlord has been overcharging you for years, do you think they will voluntarily cut their profit by tens of thousands of dollars without a fight?

Nearly every major corporation in the world utilizes trained specialists that negotiate professionally for a living to handle their commercial real estate needs. That being the case, why would you assume you could achieve better results yourself against professional negotiators?

- Do you have the resources and ability to dedicate dozens of hours to fully comb the market, understand all your top options, obtain and organize data and then execute a strategy to maximize your profitability?
- Do you understand that hiring representation will remove you from conversations with your landlord and increase your ability to maintain a healthier relationship when the negotiation is complete?

Conclusion: Most landlords will respect a person who realizes they are not professionally trained in commercial real estate, especially when a large amount of money is at stake. Any landlord who tries to convince a tenant not to hire representation isn't looking out for that tenant, they are looking out for themselves. Telling a doctor or office administrator that they should operate outside their expertise should be seen as ingenuine, deceptive and untrustworthy.

If a landlord would not perform their own healthcare, why would a healthcare professional try to negotiate their own commercial real estate terms? Representing yourself

against a landlord and / or listing agent who is trained to negotiate professionally and whose objective is to make as much money as they can is reckless, especially when there is so much money and liability at stake?

Most landlords' definition of a market lease rate is the highest they can get a tenant to pay. That should open the eyes of healthcare professionals to realize they need help if they are going to achieve the most favorable terms possible.

Whether you intend to renew your lease, purchase your property or relocate... do yourself, your staff, your patients and everyone tied to

your practice a big favor. Take the same approach to maximizing your profitability through real estate that the most successful companies in the world do. Hire professional representation and then execute on a real strategy... whether your current landlord or future landlord is a patient or not.

CARR is the nation's leading provider of commercial real estate services for healthcare tenants and buyers. Every year, thousands of healthcare practices trust CARR to achieve the most favorable terms on their lease and purchase negotiations. CARR's team of experts assist with start-ups, lease renewals, expansions, relocations, additional offices, purchases, and practice transitions. Healthcare practices choose CARR to save them a substantial amount of time and money; while ensuring their interests are always first.

Visit CARR.US to learn more and find an expert agent representing healthcare practices in your area.



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IN MEMORIAM OF *Dr. Eugene Emanuel Katz*

SEPTEMBER 30, 1925 - JANUARY 10, 2021



Gene Katz is a colleague and friend worth knowing.

One of the reasons I joined organized dentistry 31 years ago was to network. Little did I know the power and pleasure of joining such a special group of individuals focused on improving their skills, offering the best quality care to their patients and promoting the unity of dentists. One dentist, in particular, became both a role model and my friend over the years.

One night in early March 2017, four couples sat down to interview Gene and his wife Lenore (Leni) about their lives, dental practice, and his involvement in organized dentistry for more than seven decades.

Dr. Eugene (Gene) Katz is now 92 years old, and while he no longer practices dentistry, he continues to be an active member in organized dentistry just as he was in 1951.

Gene's parents were immigrants from Russia. They managed to start a life in this country, and both became pharmacists. They moved to Conshohocken before the Depression and started their family as well as their business in this small mill town along the Schuylkill River, just outside the city limits of Philadelphia. Gene remembers that his parents had one of the only telephones on the block at that time. During the Depression years he would often hear the phone ring in the store and his mother or father would tell him to run down the street to someone's house to say that the mill called and wanted them for the next shift. So happy to have work for the day they often would give young Gene a tip of one or two cents.

As a teenager Gene worked at the local paper mill and the steel mill for one dollar per hour. The work was hard and honest and familiar as most of the men in Conshohocken had labor jobs. Mill jobs were also dangerous. Gene joked and said that the day he left the steel mill was the day he retired. Dentistry would become a much easier way to earn a living. Gene was always interested in science and flying. His brother had already started dental school before Gene finished high school.

Gene wanted to be a Navy pilot. At the age of 17 and just barely out of high school, he joined the Navy. It just so happened to occur after Pearl Harbor, in early 1943. During his tour of duty, he never became a pilot, but he did get three semesters of college-level engineering.

Fresh from returning from WWII, he was able to complete his undergraduate coursework and attend Temple Dental School. His older brother, David, was already a dentist with a practice in their hometown. David was in the Reserves when he was reactivated into the Army and left Philadelphia to serve in Korea. His younger brother Robert was attending Jefferson Medical School in Philadelphia. Later, all three would practice in the same house in which they were raised.

Gene had known his wife, Leni, since she was 16 years old. She told several stories about how they met a few years later, while on a blind date set up by a cousin. When Leni met Gene, who was accepted into the Navy at 5 feet 4 ¾ inches, she made sure that she never wore heels again. She liked Gene, as she tells it, because other guys would take her to nightclubs, but Gene liked going to concerts and the theater. They were married four years later while he was in dental school and she was at Temple Tyler School of Arts.

Gene would step into his brother's practice when David left for Korea, and continued to practice in Conshohocken until his retirement in 2000. In 1951 there were 11 dentists and 10 pharmacies in Conshohocken. His patients were mostly people he knew and grew up with. His brother had taken him to a Montgomery Bucks Dental Society Meeting shortly after he began to practice. Gene remembers that meetings were held in different locations each month with about 25 members in attendance. Dues in 1951 were two dollars per year! He said that at one of his first meetings there was a motion to raise the dues to four dollars and a riot nearly broke out.

At first, Gene would just attend the meetings for the camaraderie and education. Soon he was asked to serve on the Program Committee by Dr. Bob Hedges, an Orthodontist, and Dr. Sylvester Smith, a general dentist from Ambler. He would attend meetings in New York and Philadelphia to listen to a speaker before being invited to talk to the members of Mont-Bucks. Gene found his calling when he was asked to be on the Insurance Committee at the local level. Later he would be asked to serve on the state level and eventually at the ADA level.

After WWII, Gene's parents along with Gene and his brother, Robert, decided to buy a house on a corner of busy Fayette St. for \$17,000.00. Eventually Gene's brother David would return from his tour of duty. Robert would later graduate from medical school. In the 1950s all 3 brothers practiced under the same roof. They added onto the front porch to create the office space. During the early years Gene and Robert lived in the house with their wives and Gene's parents. Can you imagine all living and working under the same roof? We asked Gene how that went, and he said that it was interesting!

In 1965 Gene would become the President of the Montgomery Bucks Dental Society. Twenty-five years later, in the mid-seventies, the suburbs of Philadelphia would blossom with families, and of course dentists. There would be 140 members at a monthly Monday night dinner meeting and lecture. During the 1970s joint meetings were

held with the Naval dentists and Montgomery Bucks at the Willow Grove Naval Air Station, and there would be over 200 attendees. However, drinks were twenty-five cents and Gene thinks that had something to do with attendance. Gene would go on to serve as a Director to the PA AGD from 1977 to 1979. He also served as a Director to the Second District from his local from 1967 to 1999.

As an active member in organized dentistry, Gene would serve as a Delegate to the PDA annual House of Delegates as well as an ADA Delegate to the annual ADA HOD.

Gene remembers that it was assumed that as a new graduate you signed up and went to a local dental meeting. In the 1950s and 60s most dentists were men. He formed lasting friendships from the dental society and made friends locally as well as nationally from his involvement in organized dentistry. Camaraderie has often been noted by many members as the number one reason they stay a member.

Like many dentists of his time, he trained with low-speed handpieces driven by an electric pulley system. Newer pulley systems with gear changes allowed for faster speed, but high-speed handpieces did not enter into the dental office until the late 1950's. This was one of the most memorable changes in the practice of dentistry for Gene and his contemporaries. Many dentists would come to meetings to hear and learn how to use a high-speed handpiece.

In the 1950s there was no dental office autoclave. He used a tray with hot water and cold sterilization. Dentists reused needles by dipping in cold sterilization. Needles would be used again and again until they were too blunt to puncture the tissue. He also remembers getting malpractice insurance for eighteen dollars per year.

There were no oral surgeons in Conshohocken when Gene started his practice. In 1952 his brother Robert was a resident at Sacred Heart Hospital and encouraged Gene to apply to be on the hospital staff for the extraction of third molars and minor oral surgery. So, Gene sought continuing education in Philadelphia and Chicago. Once, while in the O.R., he was asked to help another surgeon when the patient crashed. Gene watched the doctor lift the patient gown, cut across the chest and spread the ribs. The doctor performed an open-heart massage in front of Gene. After the heart began beating again, they closed the patient. Another time it happened to a patient of Gene's. He did the same open-heart massage, just as he had seen. Later he went out to tell the family what happened, and they responded by asking if he took out the teeth!

Gene never forgot his roots in Conshohocken. He was on the active staff of both Sacred Heart Hospital and Montgomery Hospital from 1958 until 1990. He was Chief of Dental Services at Montgomery Hospital from 1968 until 1981, where he operated a clinic for indigent patients.

Like most dentists, Gene had hobbies. He enjoyed his family along with furniture making, sailing, fishing, and photography, just to name a few. He traveled often with Leni throughout their lives. His first vacation was when Leni was

pregnant with their daughter. They didn't have money to travel, but the butcher who owned the building that Gene and his brother David practiced in at the time gave them \$700 to travel. When he practiced with his brother David, each was allowed to take longer vacations while the other covered the office. Once Gene and Leni traveled across the United States for 5 weeks. Their goal was to see as many landmarks and national parks like the Grand Canyon as time allowed. But everything pales compared to what he did for his community, his patients, and for organized dentistry.

In the late 1970s while serving on the PDA Insurance Committee, Gene and others saw an opportunity to sell insurance products to dentists. He had the vision to see that brokers were charging insurance companies rather good fees for disability and life insurance policies. In the 1980s malpractice insurance had a sudden jump in premiums. Gene and others were looking for a change, but it would still take another 10 years. The PDA through PDAIS could be the broker and generate non-dues income for the PDA. PDAIS was born in 1996. This was one of Gene's greatest accomplishments during his involvement in organized dentistry. Gene served as President and CEO of PDAIS from its inception in 1996 until 2002, Fifty years after graduating dental school. During our dinner we asked Gene what he was most proud of during his sixty plus years in organized dentistry. We all agreed that it was the creation of PDAIS, but Gene is a humble man. He said that his friendships were his best memories.

Gene has had many accomplishments in his lifetime. He served in the U.S. Navy, finished dental school, and raised a family. He returned to his hometown to serve the community in which he was raised. He served on several community boards and was very charitable both locally and away from home. He has been a lifelong member of organized dentistry. He has been a lifelong student of dentistry, a mentor to more than one generation of dentists, an advocate for dentists, a volunteer, and a role model. He served his local dental society, state, and national associations where needed. He helped start PDAIS. Gene is an inspiration to all of us from the most involved to the barely involved. Let's celebrate with Gene as he enters his 67th year as a member of organized dentistry.

By Bruce R Terry DMD

Reprinted with permission by Dr. Bruce Terry
First published Spring 2017

Editor's Note: In celebration of Gene's life and commitment to organized dentistry and especially to MBDS, an Ad Hoc Committee is being formed to create an Award in his honor, and a contribution in his memory has been made to Ann's Choice Benevolent Care Fund.

SEE REMEMBRANCES ON NEXT PAGE

REMEMBRANCES OF *Dr. Eugene Emanuel Katz*



"Gene Katz was a quiet and unassuming gentleman. He was a very strategic thinker. Many times during my tenure as a leader of Montgomery Bucks, Second District, or the PDA, Gene would take me aside and make a suggestion. He wasn't interested in getting "credit" for his idea. He was just interested in improving the organization and the situation for his fellow dentists. Gene will be sorely missed."

- Dr. Bernie Disbler

"When my wife Chris and I were newlyweds almost 30 years ago, Gene and his loving wife Leni were among the first to welcome Chris to her first MBDS function and made her feel so welcome. I know she will never forget that feeling. But I also know they made everyone feel that way!"

- Dr. Larry Stone

"Dr. Gene Katz will be remembered as one of the most beloved members and leaders of MBDS. When I was the Editor of the MBDS Bulletin, Gene sent me an email to offer encouraging and kind words after he read each issue. As a new dentist and new member of the dental society, I really appreciated his support. Gene exuded kindness and sincerity and we are all better people for knowing him."

- Dr. Amanda Hemmer DMD

"Gene Katz was one of my Heroes!

I believe that over the course of your life, you are fortunate indeed if you encounter someone who impacts you in a significantly positive way. We all have many friends and friendly acquaintances, but only rarely do we encounter someone like Gene Katz. Back when I was approached to come to MBDS as the Executive Director I initially declined the offer. I was not looking for something like that at the time. To shorten the story, I changed my mind and came aboard. While I initially enjoyed it, it was because of Gene Katz that I stayed and am here today. I was among the many fortunate leaders who had the pleasure to get to know Gene and to call him a friend. Gene was a most likeable fellow and got along well with everyone with his quiet dignity and genuine enjoyment of spending time with his dental colleagues. However, what really set Gene apart was his heartfelt belief that whatever you did, or he did, in a leadership position it MUST be what is best for the group and not the individual! He believed that personal agendas had no place in leadership and he welcomed and honored opinions from everyone even when he did not agree with those opinions. You see, Gene felt it was more important to encourage others to do "what is right" that it was for him to be "right" or to get credit. His example is something we need way more of in our lives and in every organization we may find ourselves serving. Gene was a role model for so many of us and certainly an example of the type of leader, and person, we should all try to emulate. It was my great pleasure to know Gene Katz and to call him "friend". He will be sorely missed by so many of us!"

- Dr. Tom Howley

"Indeed, I have been both fortunate and blessed to know my friend and colleague Gene Katz. He exemplified all the good and positive qualities that we human beings aspire to have, and he made good on all of them every day. Never a negative word was uttered by this genuine gentleman. In the microcosm of the dental community, he was respected and loved by all who knew and worked with him. When I first came on board to the Executive Committee of the Montgomery Bucks Dental Society, he welcomed me warmly and encouraged me to climb the leadership ladder, offering me words of advice and wisdom all along the way. You wish people like Gene Katz could live forever because he gave so much good to those who knew him. May his memory be eternal."

- Cary J. Limberakis, DMD



"I will miss Gene and his fair unbiased assessments of conflicts. He honorably followed the rules and led by example for the dental profession. He was true to his values and treasured his family. There was always time for me and we shared recipes for favorite foods. I was privileged to be a MBDS budgeteer and attend the budget meetings he ran for many years. I always think of what he would recommend when I plan the budget with committee members. May he rest in peace."

-Nancy Rosenthal



"I am so grateful for Dr. Gene Katz. He was the epitome of a gentleman, a wonderful dentist, and a passionate member of MBDS. Gene was so dedicated to his profession as well as to our dental society. I will cherish his mentorship, especially when I served as treasurer and was learning the financial side of our organization. I will never forget his sweet, welcoming nature, and I hope to pass on his words of wisdom to the new generation of dentist members to come."

- Angela M. Stout, DMD, MPH

"Gene was a close and dear friend almost from the time I got out of the service and joined Montgomery Bucks Dental Society. He had a lot to do with my becoming active in the Society. He was a true mentor and I was forever getting his opinion on all things dental. Over the years we were on many of the same committees together and many were the times that we would share a beer either at his place or mine. We kept in touch after both of us retired and I remember having a lovely lunch with him and Lenore and his daughter Carol at Ann's Choice where he lived. He had a long and healthy life almost to the end. We spoke together about two weeks before he died."

- Bob Singer

MEMORIALS

Dr. Frank Schiesser, Jr. (1926-2021)

Frank graduated from Ursinus College in 1951 and Temple University School of Dentistry in 1955. He performed an Internship with the United States Public Health Service in 1955-1956 before starting his dental practice in Willow Grove, PA in September of 1956. In January of 1963, he co-founded Chesheim Dental Associates in Erdenheim, PA, where he practiced dentistry until his retirement in 1992. Beginning in 1958 and well into the 1980s, Frank taught at the Temple University School of Dentistry. Frank belonged to, served on and led numerous dental organizations. He co-authored "The Neutral Zone in Complete Dentures", he and his co-author, Victor Beresin, taught hundreds of dental students and dentists in cities at home and abroad.

Dr. Eugene Salin (1941-2021)

Dr. Eugene Salin passed away on February 8, 2021 at the age of 80. He was the father of Dr. Michael Salin. Gene graduated from the University of Maine and the University of Massachusetts with degrees in microbiology. He then attended Temple University School of Dentistry, and served as a captain in the armed forces. He was a long-time member of MBDS and frequently attended MBDS dinners.

Continuing Education 2020-2021

See Page 11 for registration.

Will be held if COVID Restrictions allow.

Seminar #4, Friday, April 9, 2021

Level: For Entire Team

Mark Donaldson, PHARM.D. – *Better Medicine, Better Dentistry: The Art & Science of Dental Therapeutics*



ABOUT THIS COURSE:

This lecture is designed to illustrate how uniting the medical, dental, and pharmaceutical fields ultimately leads to “Better Medicine, Better Dentistry.” Have you ever had to face the prospect of treating a medically-complex patient? Providing dental care to anxious, fearful and medically-complex patients continues to be a major challenge facing dentists. Despite advances in management techniques and treatment delivery, patients’ preexisting opinions and experiences contribute to dental anxiety, fear and avoidance. This interactive program looks at some of your most critical patients, common disease states and their management with a focus on the dental realm. Case studies will augment the delivery of key points and a problem-based learning approach is encouraged so that each participant’s questions are addressed. You will learn implementable strategies to successfully treat medically complex patients. After all, our goal is to make sure all dental appointments are not just successful for your patient, but also for you and your staff.

COURSE OBJECTIVES:

- Discuss the principles of pharmacokinetics and pharmacodynamics and their clinical applicability.
- Describe the four main risk factors to consider when treating medically-complex patients.
- List characteristics of the ideal sedative for in-office use
- Describe the different types of antibiotics available and how to match the right drug to the right bug.
- Understand the perfect analgesic recipe to keep (almost) all of your patients out of pain.

MARK DONALDSON Dr. Mark Donaldson received his baccalaureate degree from the University of British Columbia and his Doctorate in Clinical Pharmacy from the University of Washington. He completed a residency at Vancouver General Hospital, and has practiced as a clinical pharmacy specialist, clinical coordinator and director of pharmacy services at many healthcare organizations in both Canada and the United States. He is currently the Associate Principal of Clinical Pharmacy for Vizient’s Advisory Solutions, and lives in Whitefish, Montana. Dr. Donaldson is a Clinical Professor in the Department of Pharmacy at the University of Montana in Missoula, Clinical Associate Professor in the School of Dentistry at the Oregon Health & Sciences University in Portland, Oregon, and affiliate faculty in the School of Dentistry at UBC. He has a special interest in dental pharmacology and has lectured internationally to both dental and medical practitioners. He has spent the last 25 years focusing on dental pharmacology and dental therapeutics, and is a leader in the field.

Seminar #3, Friday, **RESCHEDULED TO September 24, 2021**

Level: For Entire Team

Todd C. Snyder, DDS, FAACD – *AM: The Nuts and Bolts of Veneers*
PM: Singularity



ABOUT THE AM COURSE:

The numerous dental products and materials can yield incredible results but can be overwhelming and/or confusing. This presentation will discuss all of the Nuts and Bolts necessary to fabricate amazing, life-like veneers and when to utilize them. This course will discuss the veneering procedure from diagnosis and treatment planning to preparation, provisionals, try-in and cementation.

Course Objectives:

- Diagnosis.
- Proper preparation design & no preparation techniques.
- Ceramic materials.
- Provisional techniques.
- Try-in and cementation.
- Legal documentation via photos, models and consent forms.

ABOUT THE PM COURSE:

YOU! Are you happy with the number and type of new patients you receive each month. If you are not satisfied with those patient numbers, do you think YOU need to change something? Are your current marketing efforts working as well as you would like? Understand and start to build the necessary marketing and advertising campaigns. If you are ready to transform your mind and business through the utilization of new technology and proven concepts capable of bringing in more patients specific to what you want, then you are in the right place.

Course Objectives:

- Branding
- Improve Internet Presence & Websites
- Social Media, Blogs, Videos and Podcasts
- Creating Valuable Content
- Elective & Cosmetic Dentistry
- Increased new patient flow

TODD SNYDER received his doctorate in dental surgery at the University of California at Los Angeles School of Dentistry and is an Accredited Fellow of the American Academy of Cosmetic Dentistry. He has trained at the F.A.C.E. institute for complex gnathological (functional) and temporomandibular joint disorders (TMD). Dr. Snyder lectures on numerous aspects of dental materials, techniques, equipment, use of the internet, software and business marketing tools. Dr. Snyder is currently on the faculty at Esthetic Professionals. Dr. Snyder is also a member of Catapult Education, is a consultant for numerous dental manufacturing companies, has authored numerous articles in dental publications worldwide in addition to authoring chapters in two books. With his passion for aesthetic dentistry, Dr. Snyder helped create and co-direct the first (in the nation) two year graduate program in Aesthetic and Cosmetic Restorative Dentistry at the UCLA School of Dentistry.



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Continuing Education Registration Form

All courses are held at **Blue Bell Country Club Clubhouse** in Blue Bell, PA. Includes all breaks, lunch and instructor handouts. Registration is 8:00 AM to 9:00 AM. Courses begin at 9:00 AM and conclude by 3:30 PM.

****Enter off Route 202 opposite the Montgomery Community College entrance. Tell them you are attending the dental meeting at the clubhouse. Clubhouse is straight back and on the left.**

Six hours of CE credit will be given for each course.

All courses are acceptable for AGD credit.

☐ #4, Friday, April 9, 2021

Better Medicine, Better Dentistry: The Art & Science of Dental Therapeutics

☐ #3, **RESCHEDULED TO SEPTEMBER 24, 2021** -

AM: The Nuts & Bolts of Veneers

PM: Singularity

Number of Attending Doctors	Number of Attending Team	Total Attending	Total Dollar Amount

Total Cost

FEES

ADA Members (*Register for 4 courses before September 10, 2019 for package discount)

Reservations for 4 course package - \$695

Individual courses - \$195

For those already registered for the 11/13 rescheduled Sleep Course, the remaining 3 course package would be \$525. Or you can register for individual courses.

MBDS Members:

Individual courses - \$195

Members' Staff - \$98

New Dentists (during first five years of leaving dental school or residency) - \$500 for all four courses

Non-ADA Members Dentists:

Individual courses - \$450

Non-Member Staff - \$195

Note: No refunds will be made for any reason. Late fee of \$50 will be assessed for registration within 7 days of any course.

Doctors are not permitted to transfer admission to the seminars to any other doctor or team.

Doctor's Name: _____

Team Names & Position: _____

Address: _____

Phone #: _____ E-mail : _____

Doctor's ADA # _____

Return this form with check to:
Montgomery-Bucks Dental Society

P.O. Box 633

Green Lane, PA 18054

215-234-4203

mbdsdr@comcast.net

**Will be held if
COVID Restrictions
allow.**



Approved PACE Program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement 11/1/2017 to 10/31/2020. PACE renewal application submitted.

Continued from Page 1

downturn, the need for patient therapy will still exist. Patients' acceptance rate and buying criteria have changed due to economic uncertainty. Patients who would have opted for implant overdenture therapy will most likely choose a denture due to cost or will delay implant therapy if they feel they can one day afford them. Those patients are more prone to look at alternative options if presented and keep them active within your practice.

Objectives:

- Attendees should have an understanding of the new patient social economic environment during and post-pandemic.
- Describe treatment options throughout the life of the patient.
- Cost alternative overdenture options based on patients' needs.
- Attendees should understand some of the retentive options for patients who are wearing removable partial dentures.
- Retained root related treatment.
- Narrow ridge and traditional implant therapy overdenture retaining options.

Todd Hydock is currently the Manager of Commercial Business Development for Zest Dental Solutions. His current role is focused on partnering, supporting, and expanding business in the Private Label and Consumable space for dental practices, DSO groups, dental dealers, and dental company customers. Prior to joining Zest, Todd held the position of Director of Laboratory Services for 8.5 years at Newtech Dental Laboratories in Lansdale, Pennsylvania working closely with the restorative clinicians and specialists with full arch case planning & design, clinical chairside support and business development. He has lectured on full arch implant restorations and immediate loading applications on behalf of various dental implant companies. Todd also spent 11 years in the dental implant industry as a Sales Executive and Regional Sales Manager for major dental implant manufacturers.

Montgomery Bucks Dental Society Meeting Minutes are posted and available on our website: www.mbds.org from the home page using the "For Dentists" tab on the left and then the "Meeting Minutes" tab and clicking on the button there.

Important Contact Information:

Second District Executive Secretary

Ms. Betty J. Dencler	800-860-3551
Pennsylvania Dental Association	717-234-5941
American Dental Association	312-440-2500
Phila. County Dental Society	215-925-6050
Pennsylvania State Board	717-783-7162

Our mission is to encourage the improvement of the health of the public, foster excellence and ethics in dentistry, to provide a network of informed, proactive dentists, to enhance the image of the profession to the public, to provide education and services to the members, to support the growth and professional success of the members, and to represent the interest of the dental profession and the public which it serves.

Membership Benefits in the Montgomery-Bucks Dental Society include:

General Membership Meetings

- Meet with your colleagues at these evening dinner meetings offering lectures by a variety of speakers.
 - Members receive one complimentary dinner annually.
- (Prospective members are able to arrange to attend one evening program free of charge.)

Continuing Education Programs

- Fulfill All CE Credit Requirements
- Grow professionally by attending our superb CE programs featuring nationally known speakers. Members attend at discounted rates. New dentists receive substantial discounts for all courses..
- Accumulate the required CE credits in one year through various programs and meetings offered by MBDS while enjoying the camaraderie of your colleagues who represent a diversified membership.

Greater Philadelphia Valley Forge Dental Conference

- Experience a top-rated dental meeting featuring three days of scientific sessions, as well as, a full range of exhibitors. Enjoy nationally known speakers, auxiliary programs and exciting social activities.
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If you want to mail a check, please return this form with your check to:
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Doctor Attending Menu Selection: ☐ Fish ☐ Chicken ☐ Vegetarian

Name: _____

Email: _____ Telephone: _____

Other Attendees: ☐ Fish ☐ Chicken ☐ Vegetarian

Name: _____

Name: _____

"Comp" meals may be used for this event but only for pre-registered meals.

Email: mbdsdr@comcast.net to verify that you are eligible.

\$49.00 per person Total Attending () x \$49.00 - \$ _____

\$70.00 if **received** after 2/22/2021 or on-site.