



Bulletin

*Distinguished
Speaker Series*
Monday, April 4, 2022
Blue Bell Country Club
Clubhouse, Blue Bell, PA

Note: This Dinner Meeting is NOT at Normandy Farms. It is at the Blue Bell County Club Clubhouse off Route 202 opposite MCCC. Tell the gatehouse you are attending the dental dinner at the clubhouse, 2nd left. (where we have CE meetings)



Kenneth Kent, DMD
Presents
*Restoration of the
Oncology Patients, &
Simple Solutions for
Complex Patients.*

More patients with complex anatomic and functional needs are surviving and returning to our practices seeking solutions to their dental and orofacial challenges. As dentists, we are essential to the successful rehabilitation of these individuals and their families to a functional positioning society. A review of the significant advances in therapeutic and reconstructive treatment modalities for us to help our patients will be detailed.

Continued on Page 15

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



President's Message

you can find time in your busy schedules to attend the virtual one hour lectures. I have found them very helpful and insightful, and I know you will too!

Dear Friends and Colleagues;

With Spring upon us, I always feel a renewed energy, excitement, and optimism with the changing of the seasons. While this still is true, I know I speak for all of us when I say that our thoughts and prayers are with the Ukrainian people during this difficult time. We pray for their safety and an end to the conflict. Many of us have Ukrainian friends and colleagues. I personally work with a team of biomedical engineers in Kiev, Ukraine, for planning of orthognathic surgery. I wish them security and peace.

I want to remind you of the wonderful continuing educational and social events we have planned for spring. We have two excellent full day CE events planned for April and May. Our Monday evening CE lecture by Dr. Fred Barnett was postponed. We will inform all of you of the new date once it is scheduled.

Our business success symposium has begun and we have held two events so far. Our next speaker will discuss revenue cycle management. Please be on the lookout for email blasts with the Zoom invite. I hope

On May 22, we will have our annual Elmwood Zoo Family Event. It includes access to the zoo, a live animal show, food, and drinks. It's a wonderful event each year and I encourage you to sign up and bring your families! I want to send a very special thanks to Dr. Angel Stout (former MBDS President) and her fantastic team at Chesheim Dental Associates. They have generously sponsored the event which allows our members to receive a significantly reduced fee. Thank you Dr. Stout for your generosity and continued support of the Montgomery Bucks Dental Society!

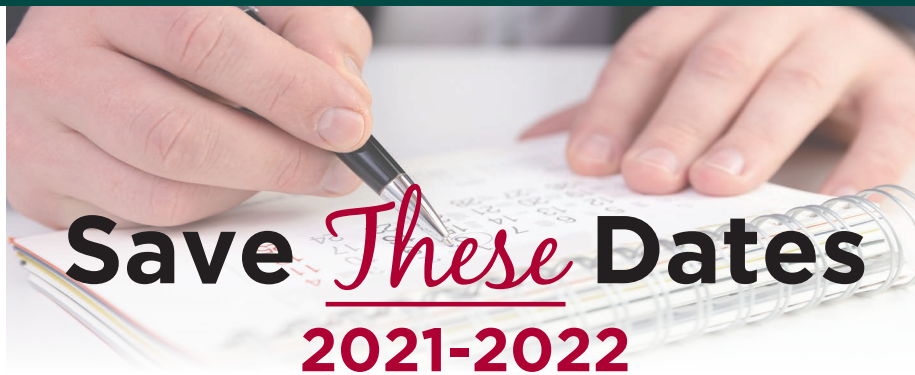
For the MBDS Study Club, if you are interested in signing up, or have a case you would like to present, please email studyclubmbds@gmail.com.

I look forward to seeing you this spring!

Sincerely,

Andrew Steinkeler

Andrew Steinkeler DMD, MD



Save *These* Dates

2021-2022

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

Monday, April 4, 2022 – Dr. Kenneth Kent

Restoration of the Oncology Patients and Simple Solutions for Complex Patients

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

All CE Events are held at Blue Bell Country Club

April 8, 2022 – Dr. Ankur Gupta

Turning Ordinary into Extraordinary

May 6, 2022 – Brandy Hooker Evans, RDH-ER, MHE

Dentists, Hygienists, and Cows

September 23, 2022 – Dr. Timothy S. Bizga

AM: Unleashing the Power of the 89%: How Supercharging Your Hygiene Program Can Super-Size Profits

PM: Endo/Resto: Simplifying a Procedural Juggernaut to Achieve Single Visit Profitability

November 18, 2022 – Dr. Paul Goodman

Confusion is the Killer of Case Acceptance

(Note this course will be held at Normandy Farms Conference Center.)



Call For Articles

If you have an idea tumbling around in your head that you feel might be interesting to other dental professionals, ***I want to hear from you!*** The MBDS Bulletin is always looking for member-submitted content covering topics of interest to our dental community such as technique tips, case studies, personal victories, etc. Bulletin articles are typically 500-1,000 words in length, and all submissions are reviewed, edited, and approved prior to publication.

My goal is to amplify your voices. I don't bite. *(Get it? Bite?)*

Yours Truly,
Rachel Lewin, DDS
 MBDS Editor DrRachelLewin@gmail.com

Deadline for May Issue: April 7, 2022

The Bulletin (ISSN 0027-0156) will be published six times for the 2021-2022 Year. The Montgomery-Bucks Dental Society and the editorial staff assume no responsibility for articles or opinions expressed in this publication by its contributors, or for omissions from such articles. All articles must reach the editor by the first of the month previous to next issue's publication.

Advertising rates are available from the Business Manager, Dr. Thomas A. Howley, P.O. Box 633, Green Lane, PA 18054, 215-234-4203, mbdsdr@comcast.net



Member of American Association of Dental Editors

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BBQ PARTY FAMILY

Thursday, May 5th
Cocktails 6 PM
Dinner 7 PM

Open to **ALL** Members
Spouses, Children & Guests Welcome

Family Friendly Food
Casual Dress

We will also honor MBDS President
Dr. Andy Steinkeler

Coming in April Look for Registration
Information on our website at
www.mbds.org

Watch for eBlasts with more details.





Real Estate Information

Maximize Your Profitability Through Real Estate

By Brian Madden
CARR Healthcare

Let's start with some basics:

1. Unless you own a mobile clinic, you will need an office space to see patients
2. A practice's office lease or mortgage is typically its second-highest expense
3. In today's economy, maximizing profitability is not only a desire, but it's also essential for most practices to stay in business

Now let's dig in further. If you own a practice, you most likely have an office. That office carries with it many expenses: the most obvious is the monthly rent or mortgage. With an office space also comes staff and payroll as well. These two items are not only needed to have a practice, but are also the two highest expenses for most practices. That being the case, only one of them is really negotiable. You may decide to cut staff, but when it comes to payroll, you either pay people what they are valued at, or they go somewhere that will pay them.

Real estate however, is 100% negotiable. You can decide if you want to be in an office building, retail center or medical office building. You can decide if you lease or own. You can determine the size, location, and amenities your space will offer. You can choose to be in a stand-alone or multi-tenant building. You can determine the length of lease, concessions you ask for, economic terms, business terms, etc.

So if real estate is your second highest expense behind payroll, and if there are so many options and choices to make when it comes to your office space, how can you maximize the opportunity?

To start, you need to understand how the game is played. As a healthcare professional, the playing field is not level. You are a healthcare professional who might engage in 2 to 6 commercial transactions in your career; whereas most landlords and sellers negotiate professionally for a living. You specialize in your field; they specialize in their field. If the outcome was based upon understanding medicine or providing a health related service, you would probably win.

However, the process and outcome are instead based upon comprehensive real estate market knowledge, authoritative posturing, and negotiation expertise. Winning requires having more options, understanding the correct timing, posture and negotiation tactics that landlords use, and in many cases, being able to withstand the stress and conflict that many landlords and sellers use to exploit unsophisticated tenants and buyers.

Let's focus on a few of these concepts. If you start the transaction at the wrong time, you lose leverage and posture. If you don't know the market, you are simply begging or bluffing. If you can't handle conflict, you will most likely receive even more pressure and stress from the landlord or seller to make

you uncomfortable and force you into making a decision that you will regret.

And even if you could overcome all of these, without professional representation you are going to be viewed as a novice and are not going to receive the respect that is necessary to achieve the most favorable terms available to you.

Nearly all landlords and sellers hire or consult with professional commercial real estate brokers to give them even more leverage so they can win. Why? Because they understand what is really on the table when it comes to each negotiation. For them, if they give up unnecessary concessions or go lower on rates than they need to, it costs them tens to hundreds of thousands of dollars of profit per lease. The reality is, those are the same items you are trying to maximize and capitalize on.

Large national tenants and buyers understand this concept as well. If you polled fortune 500 companies, you would find they either hire professional representation on every transaction, or they have a team of in-house professionals who are trained and equipped to maximize the opportunity. They understand the potential upside or downside involved in every transaction, and they are committed to getting the best possible terms in every transaction.

Most doctors and administrators don't understand that commissions in commercial real estate are typically

paid the same as they are in residential real estate: by the seller or landlord. This means representation does not cost the practice more money. Fees are set aside in advance and are either used to provide each party with representation, or the landlord or seller keeps that money or gives their broker a double commission.

If you are looking to maximize profitability, start by understanding how much is on the line with your lease or mortgage. Then, make the choice to hire representation that is 100% free to you. Select a commercial

real estate broker that understands healthcare, only works for you as the tenant or buyer, can help you find the most options, has the strongest game plan, and who can take and absorb the conflict and confrontation that is inherent in every negotiation that involves a lot of money. In doing so you are positioning yourself to win.

The bottom line is there are tens to hundreds of thousands of dollars available to either be won or lost in every commercial real estate transaction; especially with healthcare real estate. Your profitability affects

your patients, your staff, your family, and many others. Maximize every commercial real estate opportunity by taking advantage of the best resources available to you. Winning on your next commercial real estate transaction can transform your practice!

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.

Acknowledging Some of Our MBDS Members



Dr. Joanne Burrell received the Second District Humanitarian Award

Some of our leaders who are instrumental in the MOM-n-PA project.





Providing Dental Services to the Underserved Dental Care Access Program Update

The Jefferson Health - Abington Dental Care Access Program entered its eighth year in operation in fiscal year 2022. The support from the Montgomery Bucks Dental Society, the VNA Foundation of Greater North Penn, and the dental community in the North Penn region is what makes our program so successful. This is truly a community-oriented program that seeks to improve access to affordable and quality dental services for low income individuals who are uninsured and underinsured. Participating dentists provide care in their offices rather than in a centralized clinic setting. The benefit to the patients is that they have a variety of providers to choose from, in many convenient locations.

The program began in 2014 and during our first seven years, we reimbursed our participating dental providers \$701,694 for dental services provided to our 714 participants. We are located on the campus of Jefferson Lansdale Hospital and our service area focuses on residents of the North Penn, Souderton, and Wissahickon school districts.

In our network, we currently have 59 dentists and offer 34 locations at which patients can be treated. However, we welcome additional dental providers, especially specialists like endodontists and periodontists. We would love for you to join your fellow dentists by helping those in need through your regular course of business. We are very flexible with our providers and if you would like, we could even work together on a trial basis or with a limited patient base.

Should you choose to participate, reimbursement for your services will be paid by the Jefferson Health - Abington Dental Care Access Program. Fees are at, or better than, current Medicaid reimbursement levels and patients are responsible for a \$10 co-pay for each date of service. Children receive a maximum assistance of \$1500 annually toward their dental care, while adults receive a maximum assistance of \$500 annually toward their dental care. Since the dental work will be completed in your office, your staff simply welcomes our participants as new patients and sends an invoice or ADA claim form to the Dental Care Access Program for the services provided.

Additionally, the Dental Care Access Program would like to extend a special thank you to the Montgomery Bucks Dental Society. We appreciate their willingness to embrace our program; their members are truly what makes our program work. Without the dental community, we would not be able to offer this program to neediest in our community. Moreover, we would like to recognize our main funder, the VNA Foundation of Greater North Penn. They have been invaluable in creating and sustaining the Dental Care Access Program through their funding and through their programmatic contributions.

There is a need for accessible and affordable dental services for the North Penn community, and your dental practice can join us as we strive to reduce barriers to accessing dental care and improve the oral and physical health of the community. If you have any questions, please feel free to contact the program coordinator, Julie Paslowski, at 215-412-8507 or Julie.paslowski@jefferson.edu.

Member Spotlight



Jonathan Limberakis, DMD, FAGD

Positions Held:
Interprofessional Relations
Dental Specialty:
General Dentist

Do you have any non-dental hobbies?

I love music. Going to concerts, singing, playing guitar, or just sitting at home listening to new and different things. Recently, I had a patient surprise me with a Les Paul electric guitar after I finished doing some work on him! I'm still in complete shock.

What is one piece of advice you would give your younger self?

Be patient. Things take time. It's not that you can't make everything happen at the snap of your fingers, but be prepared for things to not work like that. Appreciate the journey and the peaks and valleys along the way.

What is something you want to tell new dentists?

Experience different practice styles. Everyone does it differently, and there are always lessons to be learned. Even the bad experiences teach major lessons. Also, dive in deep with CE! Resources are abundant, take advantage!

What is it like working with your father?

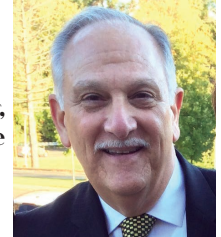
It's amazing. We're best friends and we have total trust in one another. We both feel very lucky that it works out because there are plenty of examples of family businesses not working out. He has my back and I have his. Plus it's fun!

How do you use social media for your practice?

I've spent a lot of time over the last 3 years developing a social media presence. It takes so much time, but I find it to be worthwhile. I mostly spend my efforts on Instagram (@DrLimberakis) and Facebook. Recently, my dad and I started filming Youtube interviews in a series called "Coffee Talk". They're lighthearted, and patients like learning more about us and dentistry!

**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!



Cary J. Limberakis, DMD

Position Held:
President, President-Elect, Treasurer, Director to the 2nd District, Executive Committees: Inter-professional Relations, Fellowship & Advisory, Constitution & Bylaws, Patient Relations, Nominating, New Dentist, Finance, and Budget Committees

Dental Specialty:
General Dentistry

What is your favorite dental learning resource?

Although there is a plethora of very good dental learning resources, my favorite is Spear Education. From live presentations and workshops to online courses, to its comprehensive library of videos, in my opinion, it is excellent..

Do you have a favorite tooth? If so, which one?

The uniqueness of the upper first molar distinguishes itself from its brother and sister pearly whites. From its massive ML cusp to the powerful MB and DB cusps and, lest we forget, the diminutive DL cusp to finally the artistic Cusp of Carabelli, who could not love #3 or #14? Let's not forget what ties them together: the oblique ridge, and its mesial and distal border walls: the marginal ridges. They're just one of a kind. Yes, it's true, #3 and #14 are my favorites.

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

It wasn't until 22 years after graduating dental school that I became involved in organized dentistry. I had always been a member, but not a participant in the Association. My life changed when I became involved! I've made life-long friendships with colleagues from across the country and, consequently, have been enhanced by their perspectives. I became an elder care advocate when I served on the Dental Quality Alliance to develop measures to study the oral health of senior citizens and how it can be improved. Lastly, I became an advocate for our Association because, to associate means to connect with others and, as social beings, it is so important to connect with others with whom we share common bonds, and we dentists share many bonds. As I reflect on my 40+ year dental career, serving at the different levels of the ADA, especially at the national level, has been its pinnacle

What do you want to say to the new dentists?

I would suggest that their new profession affords them the opportunity to pursue activities other than dentistry. With regard to dentistry specifically, I would urge them to give back to the profession by being involved in organized dentistry and performing community service to those in need. These are most gratifying experiences.

Seminar #2, Friday, April 8, 2022

Level: For Entire Team

Dr. Ankur Gupta – *Turning Ordinary into Extraordinary*

ABOUT THIS COURSE: Every office is made up of individuals who all possess a multitude of flaws. In the most dynamic, successful, consistently happy organizations, flawed individuals still exist. How did a group of ordinary people create something extraordinary? Vision, systems, personal reflection, honesty about our own unique drawbacks, along with many more pragmatic and attainable frameworks that all dental offices can create. Dr. Gupta will not only introduce steps to optimize the practice structure, but will also challenge each participant to reflect upon their own personal daily habits and routines, and how small changes can lead to a much improved practice life and personal life.

COURSE OBJECTIVES:

- Gain strategies and tools for inspiring a culture of self-directed leaders in the practice
- Explore a culture of autonomy in which team members feel ownership with practice improvement & implementation
- Identify internally designed accountability systems
- Completely re-think the norms of the patient experience
- Discover the #1 happiness and relationship killer that also affects your ability to perform more comprehensive dentistry
- Examine the culture, habits and health of those living in Blue Zones and learn why they live disproportionately longer, more robust lives
- Introduce dynamic and underutilized clinical changes that are valuable, needed by patients, but also easy on our back and hands
- Identify steps to prevent and treat burnout
- Create a “second-look” at the clinical repertoire at the office, and gain knowledge about the incredible potential dentists have at providing truly life-changing clinical knowledge

DR. GUPTA after completing a one-year GPR in Cleveland, started a practice from scratch in 2005. Armed with what he considered adequate knowledge, hand skills, and a personable demeanor, he watched as his practice floundered, finances became un-predictable, and his lower back and spirit toward life became worrisome. Rather than continue the trend, he made a guinea pig out of his office, family, and self; attempting any and all personal and professional “experiments” in self-improvement. More than a decade later, he enjoys excellent new patient numbers and case acceptance, a solution oriented dental team; and a meaningful and positive identity. He happily shares the failures and successes with dental and community groups throughout the country, always ending his presentations with practical, implementable, step-by-step ways *to be better*.

Seminar #3, Friday, May 6, 2022

Level: For Entire Team

Brandi Hooker Evans, RDH-ER, MHE – *Dentists, Hygienists, and Cows*

ABOUT THIS COURSE: Stop herding cattle and discover how to improve patient oral and overall health while simultaneously cultivating a patient-centered, evidence based, profitable periodontal therapy program in your practice! Watch production naturally increase and case acceptance go through the roof when implementing this customized patient care model. In this course, geared to all members of the team, Brandi Hooker Evans, RDH-ER, MHE leads an innovative and exciting discussion on periodontal disease and effective infection management.

COURSE OBJECTIVES:

- Boost problem solving skills that turn an average hygiene routine into a thriving, patient-centered program
- Enhance your patient oral health assessment, financial conversations, and case presentation techniques
- Explore effective utilization of patient radiographs in case presentation
- Discover how to incorporate financial discussions in the operatory with ease and compassion

BRANDI HOOKER EVANS is an experienced team trainer, motivational speaker, and an engaging continuing education provider. Brandi has been a clinical dental hygienist since 2007. She uses her master’s degree in health education as well as specialized adult learning tactics to help dentists and their teams achieve their highest potential as professionals. Brandi’s training approach is encouraging and efficient, additionally her enthusiasm is contagious! Dentists and their teams swiftly adopt the skillsets and mindsets needed to achieve healthy patients and practices, all while being healthy providers!



Registration opens June 1
SmileCon 2022
 will be held at the
George R. Brown Convention Center.

Y’all should join us in Houston for some Southern hospitality and BIG SMILES, Oct. 13–15, 2022!

Seminar #4, Friday, September 23, 2022

Level: For Entire Team

Dr. Timothy S. Bizga –

**AM: Unleashing the power of the 89%:
How Supercharging Your Hygiene Program
Can Super-Size Profits**

**PM: Endo/Resto:
Simplifying a Procedural Juggernaut to
Achieve Single Visit Profitability**

**ABOUT THE AM COURSE:**

With a recent revelation that 89% of a patient's overall dental experience is spent at hygiene visits, current beliefs hold that tiny tweaks surrounding this key patient experience can have huge benefits that will maximize your practice profits. This course is designed to provide informational "gold" on dental topics essential to seeing long term success and financial growth. From understanding patient decision making, to the tools and

select tips for longer lasting dentistry, this course is designed to give a practical, "soup-to-nuts" approach to the latest research and materials, with special emphasis on the hygiene appointment.

COURSE OBJECTIVES:

- Learn current trends in today's general practice
- Talk common sense, "real-world" approach to treatment planning and the benefits of "Co-Diagnosis"
- Reinforce the value of great doctor-hygienist communication and team dynamics
- Understand patient psychology and the WHY of patient decision making
- Review the importance technology, instruments and ergonomics

TIMOTHY M. BIZGA, DDS, FAGD is a general dentist practicing in Cleveland, Ohio. His background in dentistry is lengthy and diverse. Once a former chairside assistant, he also worked as a dental lab-technician, making his perspective unique among others in the field of dentistry. He received his DDS from the University of Michigan School of Dentistry, where he is also an Adjunct Clinical Assistant Professor. He is currently a member of the American Dental Association and a Fellow in the Academy of General Dentistry. Dr. Bizga is a Certified John Maxwell Speaker/Trainer/Coach, a certified DISC profile trainer, clinical consultant for The Dental Advisor, Director of Education at Smile Source and member of Catapult Speakers Bureau. Dr. Bizga gives back to the community via dental missions around the world.

ABOUT THE PM COURSE:

This course is designed to walk dentists and assistants through an entire endodontic appointment from phone call to final result. The course focuses on the ultimate goal of the single visit Endo/Resto appointment: preservation and extension of the tooth life cycle. Dentists and assistants will not only come away with understanding how to efficiently fill the root, but how to immediately preserve long term success of the tooth via current restorative trends and techniques. The goal of this course is simple: reinforce the value of combining Endo/Resto into a single visit appointment thereby preserving teeth, providing exceptional service to the patient, and improving practice profitability

COURSE OBJECTIVES:

- Diagnose and Treatment plan Endo/Resto procedures
- Discuss minimally invasive techniques for endodontic therapy including access and dentin preservation
- Discuss tips and tricks for reliable, profound anesthesia
- Understand the concepts surrounding when and where to use posts
- Learn the value of single visit Endo/Resto procedures for both patient and profits
- Explain why single visit Endo/Resto is preferred and when it is not an option

Seminar #5, Friday, November 18, 2022

Level: For Entire Team

Dr. Paul Goodman – *Confusion is the Killer of Case Acceptance***NOTE: This course will be held at Normandy Farms Conference Center Silos Ballroom**

ABOUT THIS COURSE: Improving your daily dentisting life requires a commitment to enhancing clinical techniques, patient communication skills, practice management systems and taking care of yourself as the dentist. In this course, Dr. Paul Goodman will discuss systems to help get your day started with your team successfully, review overcoming daily challenges within your dental practice, and help you create a streamlined approach to case presentation.

PAUL "DR. NACHO" GOODMAN'S dream was not to be a dentist. It was to play in the NBA for the Philadelphia 76ers. That dream did not work out because he was too slow and lacked the traditional body type of an NBA star. His second dream was to star with George Clooney in the hit TV show from the 90s... ER. Unfortunately, only his grandmother, Baba, thought he was handsome enough for that role and there was the small issue of Paul having no training as an actor. Following in his father's footsteps, Dr. Paul Goodman went to dental school at Penn and graduated in 2002. He went on to complete a multiyear general practice residency where he placed and restored 150+ implants during the program. A multipractice owner with his brother in New Jersey, Dr. Paul Goodman is also a transitions broker and buyer coach. As a speaker and influencer in the dental community, Dr. Paul Goodman has been invited to present at a multitude of diverse events across the county, including the Dental Success Summit with Dr. Mark Costes, Voices of Dentistry in Arizona and the Greater New York Dental meeting. In February of 2017, Dr. Paul Goodman founded his company, Dental Nachos, and *Dr. Nacho* was born. Dental Nachos is a Facebook group that has grown to over 35,000 members and features a forum for dentists to connect with each other based off of one rule only- spreading kindness (and occasionally posting pictures of Nachos). After creating Dental Nachos, Dr. Paul Goodman was able to start his second company, Dentist Job Connect, in 2021. Dentist Job Connect is a program committed to assisting dentisting humans in their next career step, whether it be purchasing a practice, hiring an associate, or getting their first job out of dental school!

Quick and Easy Registration online at www.mbds.org



ELMWOOD PARK
ZOO

Lunch at the Zoo

The Montgomery Bucks Dental Society is excited to invite you and your family to our Fourth Annual

Lunch at the Zoo Event

Sunday, May 22nd • 11:00 am – 2:00 PM • Elmwood Park Zoo
1661 Harding Blvd • Norristown, PA 19401
<https://www.elmwoodparkzoo.org>

This event is especially created for dentists and their families
Special Admission Ticket: \$15.00 (Includes Admission, Lunch, Drinks & Live Animal Show)
Children under 3 years old are free

Pre-registration required by April 15th.

Register at mbds.org click on “For Dentists” then “Special Events”
(Evite to Follow)

the **ThrivingDentist**
with Gary Takacs

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- Real-life experience from Gary's own practice, LifeSmiles
- Live Q&A session with Gary Takacs

Featuring
GARY TAKACS

**Look for Fall
2022 Dates
to Come!**

REGISTER NOW!

www.thrivingdentist.com/webinar/mbds/

You will earn 1 hour worth CE credits



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**Looking for your first practice or a
second location for your established practice?**

**Perhaps thinking about retiring and
would like to sell your dental practice?**

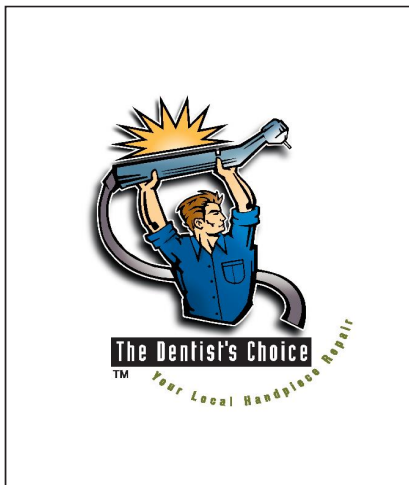
**Hudson Transition Partners has been serving dental professionals since 1978,
with consulting services throughout Pennsylvania and New York!**

Our services include:

- Dental Practice Valuations
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Quality Handpiece Repairs by The Dentists Choice



**See why 300 Dental Professionals in the Delaware Valley
use The Dentists Choice for Handpiece Repairs**

24 years in business, 300 customers including Albert Einstein Hospital, VA Hospital of Philadelphia, Jefferson Abington Hospital and Lehigh/Muhlenberg Hospitals

Fast turnaround, most handpieces repaired in 24-48 hours of receipt. Free Pre-Paid shipping boxes provided to make your experience "seamless"

Estimates for all handpieces done at NO COST

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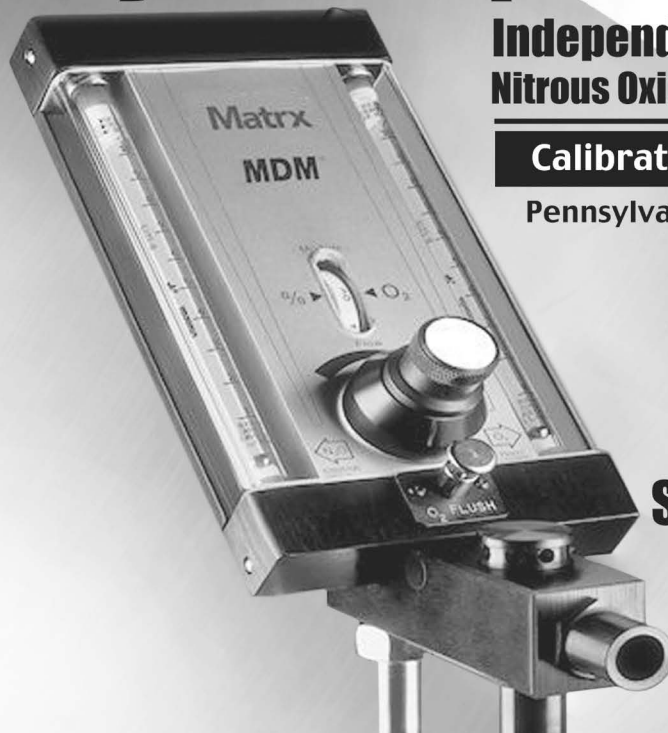
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Continuing Education Registration Form

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.

- #2, Friday, April 8, 2022-**
Turning Ordinary into Extraordinary
- #3, Friday, May 6, 2022 -**
Dentists, Hygienists and Cows
- #4, Friday, September 23, 2022**
AM: Unleashing the Power of 89% * PM: Endo/Resto
- #5, Friday, November 18, 2022 -**
Confusion is the Killer of Case Acceptance
Note: This course will be held at Normandy Farms Conference Center Silos Ballroom

# of Attending Doctors	# of Attending Team	Total Attending	Total Dollar Amount

Total Cost

FEES

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Individual courses - \$195

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

Kenneth Kent, DMD serves as the Director of Removable Prosthodontics at the University of Pennsylvania School of Dental Medicine. He is a very active faculty educator in the UPSDM Specialty Training Programs, Predoctoral Clinical and Preclinical Programs. He is a strong proponent of creative improved compassionate education of students and faculty. Dr. Kent uses the latest techniques and materials to teach and to care for patients, helping pioneer the use of remote learning and computer aided design and manufacture (CAD/CAM) in providing removable prosthodontic rehabilitation and education.

Dr. Kent graduated from Tufts University School of Dental Medicine in 1975, received his specialty training in Prosthodontics at Boston University School of Graduate Dentistry, Department of Prosthodontics in 1979 and completed a Fellowship at M. D. Anderson Cancer and Tumor Hospital, Department of Maxillofacial Prosthetics and Dental Oncology in 1980.

Dr. Kent has been on faculty at the University of Pennsylvania School of Dental Medicine and practicing Prosthodontics and Maxillofacial Prosthetics in the Delaware Valley since 1980, and was recently recognized as an Honorary Penn Dental Alumnus. He was the Director of the Maxillofacial Reconstruction Center in the Department of Oral & Maxillofacial Surgery, the Maxillofacial Prosthodontist for the Edwin and Fannie Hall Center for Human Appearance, and Adjunct in the Department of Radiation Oncology at the University of Pennsylvania Medical Center and staff in the Department of Oral and Maxillofacial Surgery, University of Pennsylvania School of Dental Medicine. Dr. Kent was also the Staff Maxillofacial

Prosthodontist at the Philadelphia Veterans Administration Medical Center. Dr. Kent is a Fellow of the American Academy of Maxillofacial Prosthetics, and prior Fellow of the American College of Medical Quality and Diplomate of the American Board of Quality Assurance and Utilization Review Physicians and a Fellow of the Academy of International Dental Studies.

Dr. Kent is active in professional and civic organizations, having served as Officer and on the Board of Directors and as chair of committees for the American College of Prosthodontists (ACP), the American Academy of Maxillofacial Prosthetics (AAMP), Alpha Omega International Dental Fraternity and the American Cancer Society. He was awarded the American College of Prosthodontists Distinguished Service Award for significant contributions and long-term service and support of the goals and objectives of the College, and substantive contributions to the specialty of Prosthodontics. He serves as reviewer for the Journal of the American Dental Association, International Journal of Prosthodontics and has served liaison editor for the Journal of Prosthetic Dentistry and reviewer for the Journal of Head and Neck Surgery. He has presented numerous national and international scientific presentations and published numerous scientific articles and textbook chapters.

Dr. Kent focuses on sharing knowledge and improving care of diverse healthy and compromised patients, emphasizing compassionate care to improve quality and quantity of life. He mentors students of all ages, serving as advisor for a number of student groups including the Penn Student Prosthodontic Study Club, UPSDM Philly Phases, and Penn's Provost Summer Mentorship Program.

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.

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