



MONTGOMERY-BUCKS DENTAL SOCIETY

2ND DISTRICT - Pennsylvania Dental Association

Volume 70

Number 6

May

Bulletin

Distinguished Speaker Series

Monday, June 6, 2022
Normandy Farms, Blue Bell, PA



Dr. Lou Rossman, DMD
Presents
"It Shouldn't Work"
(Endodontics Through the Decades)

Known to his friends as "Luigi," always enjoys a challenge. From complicated root canal treatments to climbing up a mountain, he is not someone to look back on his life and say, "I wish I had. . ." His aim is to do it all no matter what obstacles may be encountered. "The goal is to try and end my day smarter than I started and in better physical shape." This drive and constant curiosity has led him to many places; most recently, the top leadership position of the American Association of Endodontists.

He is a graduate of the University of Pennsylvania School of Dental Medicine and the University of Pennsylvania School of Dental Medicine specialty program in Endodontics. He is also Board Certified.

The philosophy of the Rossman Endodontic office is to treat the whole person, not only the diseased

Continued on Page 15

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



President's Message

Dear Valued Members:

It has been an honor and a privilege to be President of the Montgomery Bucks Dental Society this past year. Thank you for your confidence and trust. To my executive committee: your selfless dedication to our society and to organized dentistry as a whole is impressive. I am lucky to have worked with all of you and I look forward to continuing to be a part of the MBDS.

I hope many of you can attend our final spring events including the **Family BBQ on May 5th at 6:30pm at Normandy Farms!** It will be a great time and I look forward to seeing you and your families!

Our spring CE seminar will be May 6th at the Blue Bell Country Club. Brandi Hooker Evans RDH-ER, MHE will discuss improving patient acceptance

of a customized periodontal therapy program in your practice.

You are all also invited to our 4th Annual Lunch at the Zoo! This fun family event will take place on Sunday, May 22 at 11:00am at the Elmwood Park Zoo. Don't forget to register online at mbds.org.

As we enter spring and summer, I hope you all enjoy the beautiful weather and spend time outside with family and friends. I want to wish my friend and colleague, Dr. Matt Garbin, congratulations and success as he enters his tenure as President of the Montgomery Bucks Dental Society! I also want to send a special thank you to Dr. Tom Howley, our Executive Director- he is truly a pillar of our society and has dedicated himself to being a leader in organized dentistry. ***We all appreciate you Tom!***

Best Wishes,

Andrew Steinkeler

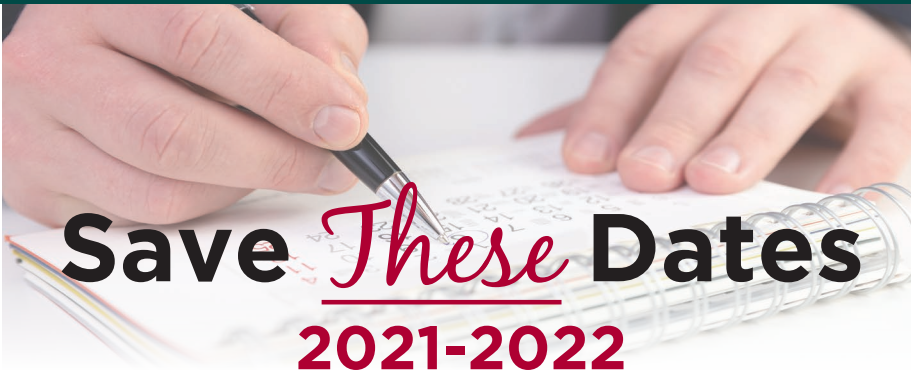
Andrew Steinkeler DMD, MD



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!



Dinner Meetings: *Cocktail hour beginning at 6:00 & dinner at 7:00*
Monday, June 6, 2022 – Dr. Fred Barnett
Extirpate or Integrate: Decision Making for the “Hopeless Tooth”

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

All CE Events are held at Blue Bell Country Club
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.)



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

MONTGOMERY-BUCKS DENTAL SOCIETY

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Deadline for September Issue: August 1, 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

BBQ PARTY FAMILY

Thursday, May 5th

Cocktails 6 PM

Dinner Begins 6:30 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.





Financial Planning Information

Key Retirement and Tax Numbers for 2022

Every year, the Internal Revenue Service announces cost-of-living adjustments that affect contribution limits for retirement plans and various tax deduction, exclusion, exemption, and threshold amounts. Here are a few of the key adjustments for 2022.

Estate, Gift, and Generation-Skipping Transfer Tax

- The annual gift tax exclusion (and annual generation-skipping transfer tax exclusion) for 2022 is \$16,000, up from \$15,000 in 2021.
- The gift and estate tax basic exclusion amount (and generation-skipping transfer tax exemption) for 2022 is \$12,060,000, up from \$11,700,000 in 2021.

Standard Deduction

Taxpayers can generally choose to itemize certain deductions or claim a standard deduction on their federal income tax returns. In 2022, the standard deduction is:

- \$12,950 (up from \$12,550 in 2021) for single filers or married individuals filing separate returns
- 25,900 (up from \$25,100 in 2021) for married joint filers
- \$19,400 (up from \$18,800 in 2021) for heads of household

The additional standard deduction amount for the blind and those age 65 or older in 2022 is:

- \$1,750 (up from \$1,700 in 2021) for single filers and heads of household

- \$1,400 (up from \$1,350 in 2021) for all other filing statuses

Special rules apply for those who can be claimed as a dependent by another taxpayer.

The combined annual limit on contributions to traditional and Roth IRAs is \$6,000 in 2022 (the same as in 2021), with individuals age 50 or older able to contribute an additional \$1,000. The limit on contributions to a Roth IRA phases out for certain modified adjusted gross income (MAGI) ranges (*see chart*). For individuals who are covered by a workplace retirement plan, the deduction for contributions to a traditional IRA also phases out for certain MAGI ranges (*see chart*). The limit on nondeductible contributions to a traditional IRA is not subject to phaseout based on MAGI.

Employer Retirement Plans

- Employees who participate in 401(k), 403(b), and most 457 plans can defer up to \$20,500 in compensation in 2022 (up from \$19,500 in 2021); employees age 50 or older can defer up to an additional \$6,500 in 2022 (the same as in 2021).
- Employees participating in a SIMPLE retirement plan can defer up to \$14,000 in 2022 (up from \$13,500 in 2021), and employees age 50 or older can defer up to an additional \$3,000 in 2022 (the same as in 2021).

MAGI Ranges: Contributions to a Roth IRA		
	2021	2022
Single/Head of Household	\$125,000-\$140,000	\$129,000-\$144,000
Married filing jointly	\$198,000-\$208,000	\$204,000-\$214,000
Married filing separately	\$0-\$10,000	\$0-\$10,000

MAGI Ranges: Deductible Contributions to a Traditional IRA		
	2021	2022
Single/Head of Household	\$66,000-\$76,000	\$68,000-\$78,000
Married filing jointly	\$105,000-\$125,000	\$109,000-\$129,000

Kiddie Tax: Child's Unearned Income

Under the kiddie tax, a child's unearned income above \$2,300 in 2022 (up from \$2,200 in 2021) is taxed using the parents' tax rates.

Securities and Advisory Services offered through Cadaret, Grant & Co., Inc. Member FINRA/SIPC.

Capital Insurance & Invest Planning, Inc. and Cadaret, Grant & Co., Inc. are separate entities.

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Greater Philadelphia Valley Forge Dental Conference®



GPVFDC continues with a new post-COVID format to better serve our member dentists!

Friday, October 28, 2022

Featuring Barbara J. Steinberg, DDS

Valley Forge Casino Resort

Course: 8:30-12:00 & 1:00-4:30 - Lunch is included!

Audience: All | 6 hrs of CE credit

Barbara J. Steinberg, DDS

Clinical Professor of Surgery, Drexel University College of Medicine Philadelphia, Pennsylvania

Dr. Steinberg received her D.D.S. from the University of Maryland School of Dentistry and completed a residency at the Medical College of Pennsylvania. She is Clinical Professor of Surgery at Drexel University College of Medicine, as well as Adjunct Associate Professor of Oral Medicine at the University of Pennsylvania School of Dental Medicine. She is a Diplomate of the American Board of Oral Medicine.



Dr. Steinberg specializes in the treatment of medically complex patients. She is a nationally and internationally invited lecturer in the area of dental treatment of the medically complex patient and women's health, and has authored numerous articles and contributed to major textbooks on these subjects.

For twenty years Dr. Steinberg has been named by Dentistry Today "One of the Top Clinicians in Continuing Education". Dr. Steinberg is a former spokesperson for the American Dental Association on Women's Oral Health Issues and has had numerous television appearances, including Good Morning America. She represented the American Dental Association at a congressional briefing on Women's Oral Health Issues and presently serves on the Health, Nutrition and Fitness Board of Women's Day Magazine.

Course topic and material to be determined.

GPVFDC Offers FREE CE to 2nd District Members - Plus reduced staff fees.*

Spots are limited. Register early!

PRE-REGISTRATION REQUIRED. NO WALK-IN REGISTRATION AVAILABLE. REGISTER ONLINE AT WWW.GPVFDC.ORG.

www.gpvfdc.org

Registration will open in July.

* SPONSORED BY THE 2ND DISTRICT DENTAL ASSOCIATION - FREE TO VERIFIED MEMBERS OF BUCKS, CHESTER, DELAWARE, LEHIGH, MONTGOMERY & NORTHAMPTON COUNTY DENTAL SOCIETIES!

Real Estate Information



The Downside of Doing Commercial Real Estate Yourself

By Brian Madden
CARR Healthcare

In this article, we will break down several reasons why doing commercial real estate without representation will cost you a significant amount of time and money.

Time: The average commercial real estate transaction takes dozens of hours to complete. When you calculate the hours of research, driving the market, communicating with listing agents, touring properties, negotiating letters of intent (LOI's), negotiating lease contract terms, printing / signing / mailing documents, and the dozens of other miscellaneous tasks you encounter in every commercial real estate deal, you can easily spend 30-40 hours or more on a single transaction. That equates an entire week of work!

Given the fact you have a full-time job already, you have two options as to where you will find those hours:

- 1) During normal business hours (when you could otherwise be generating revenue) or
- 2) During your valuable time off that would normally be spent with your family, relaxing, taking care of personal errands or making memories with those you love.

Neither option is a good one, especially when you consider how much money you could be making per hour if you invested that time into your practice. Since time is a commodity you cannot get back, it's important it be invested where it can yield you the highest return.

Money: The average healthcare practice loses tens of thousands of dollars in this 'do-it-yourself' approach.

In the vast majority of commercial real estate transactions, you will also be working with a listing agent. That agent has a fiduciary responsibility (legal obligation) to the landlord to ensure they get the best possible deal and that their interests are protected and paramount over any other party in the transaction.

This is the person who actually collects a commission on the transaction. The commission amount is set aside before the property is even listed, and it will either be paid to the listing agent only or it will be split between the listing agent and the agent you hire to represent you. Often times if there is no buyer / tenant agent, the listing agent gets paid an amount that equals a 'double commission'.

If you take the 'do-it-yourself' approach, someone else is making the money for doing the job you did yourself. The craziest part is, the person making money is opposing you in the transaction! And, you just helped that person collect twice as much as they would have if you would have hired an expert agent to represent your needs and protect your interests!

This could be because you do not actually understand everyone's role within a deal. After all, when you called the name on the sign, they told you they wanted to help you get into the space!

The problem is that to them, you are just a customer. The landlord is their only client in the deal. That might not sound like a big difference, but it has a HUGE impact on the outcome of the terms that each party receives. They have a legal obligation (called a fiduciary) to ensure the landlord gets the best possible deal within your transaction. They have no such obligation to you, since you are not their client.

Without representation that looks out for your best interests, you are almost guaranteed to leave a significant amount of money on the table during negotiations.

Experience: Some tenants and buyers balk at the idea of hiring an agent to represent them in a commercial real estate transaction through an agency agreement. Those people typically don't understand that agency is a term created by governmental bodies to protect the consumer (you). If you don't have an agent involved to exclusively represent you in your transaction, then there is no real estate expert who has a fiduciary responsibility to protect your interests.

The vast majority of landlords have an agent and other experts they regularly consult with that work diligently to ensure the landlord receives the best deal possible.

Think about that for a moment... The landlord, who has done hundreds of real estate transactions and whose entire livelihood is based on real estate, hires an agent so they can leverage that agent's experience. Why would a healthcare buyer or tenant who will only transact a few times over the course of their career try to do it alone?

Knowledge: This is the most important part of representation. We live in a world where "knowledge" is at our fingertips. The problem is, the knowledge that is available is often a cheap knockoff of the real thing.

Have you ever had a patient confidently give you their diagnosis of what is happening to them because they looked it up on WebMD? When you explain to them their actual diagnosis, they say, "Are you sure?"

They are trying to compare your thousands of hours of experience with their 15 minutes of Googling symptoms. There is a monumental difference in your experience versus theirs. Be careful getting too frustrated, though, because many doctors and practice administrators do the same thing when it comes to commercial real estate.

Those doctors and administrators will hop on a commercial real estate website for 15 minutes, and now they are suddenly a commercial real estate expert. What they fail to acknowledge is that anyone can find properties or call or email a listing agent to get a property brochure. The part where expert guidance is needed is found during the negotiations (and there is definitely more to a negotiation than simply the lease rate or purchase price).

This concept is also important in deciding how you select your agent. Many doctors fail to realize the complexities of commercial real estate and imprudently hire a residential real estate friend or patient. That is similar to having a tooth ache and going to the veterinarian for help. Sure, they may have some dental experience (on felines), but it's hardly the same thing.

Ok, I need an agent. How do I pick the right one?

Here is a quick guide to ensure you are covered.

Good: Having a commercial real estate agent represent you in your real estate transaction.

Better: Having a commercial real estate agent who only represents buyers and tenants represent you in your real estate transaction. (This prevents any potential conflict of interest and also ensures you will see every potential property available to you.)

Best: Having a commercial real estate agent who only represents healthcare buyers and tenants represent you in your real estate transaction. (This not only ensures you of their unwavering loyalty to you against any possible landlord, but it also ensures you have someone who understands your real estate needs and how to structure a deal that best suits your unique situation as a healthcare provider.)

When it comes to 'do-it-yourself' real estate negotiations, you don't save any money. Instead, you stand to lose a fortune. Hiring an agent will at a minimum save you a substantial amount of time. Hiring the right agent can ensure you get into the best possible situation and has the potential to save you tens to hundreds of thousands of dollars in your next transaction.

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.

Member Spotlight



Justin Le, DMD
Positions Held:
General Member
Dental Specialty:
General Dentist

What is your favorite dental learning resource?
My favorite learning resources are in person and hands on. I tend to learn more by doing and I love to try new things. When I get my hands on something, I try to soak up as much knowledge about it as possible.

Do you have any non-dental hobbies?
Playing ice hockey, practicing photography/filmography, playing and recording music. The best part is that most of my non-dental hobbies actually contribute to honing my dental abilities, especially in the digital world!

Do you have a favorite tooth? If so, which tooth/teeth?
Canines are my favorite teeth. They are very functional and don't take the front and center stage

What do you want to say to the new dentists (any fields, dental work, dental community service, personal life)?
Meet and keep in touch with dental colleagues! Whether it's from dental school or from a dental CE course or conference, having someone to bounce ideas off of or even vent to is always needed!

What is something you wish you could go back in time and tell yourself as a new dentist?
The best advice I wish I could give myself is not to get too complacent. When settling into a new job out of residency, I felt obligated to stay on with a practice, but it was stagnating my growth potential. It wasn't until I kept up with other dental colleagues where I found a way to keep growing and further my passion for 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!

Hai Qing, DMD, PhD, FACP
Positions Held:
Treasurer
Dental Specialty:
Prosthodontist



What is your favorite dental learning resource?
1. <https://www.cliniciansreport.org/> by Gordon Christenson: low cost, practical, and efficient.
2. <https://www.dental.upenn.edu/continuing-education/> UPenn Dental Medicine Continuing Education: low cost, cutting edge, and inspiring.

Do you have any non-dental hobbies?
Biking, skiing, cooking, vegetable gardening.

What is your favorite part of being involved in organized dentistry?
I have met so many kind and knowledgeable colleagues and mentors in the organization

What do you want to say to the new dentists (any fields, dental work, dental community service, personal life)?
The best practice management tip is "be a super dentist". I went to several management courses and talked to quite a few colleagues/mentors who paid a lot of money to practice management consultants. Most, if not all, of the consultants will tell you that the most important thing for success is to "be a super dentist". Indeed, the patients will like the free beverages in the waiting room, or the warm wet towels offered after treatment, but they care most about our knowledge and skills.

Confidence. I learned from a lecture (I forgot the source), 'As a dentist, you have the best profession, you can choose anywhere you want to live, and you will be successful'. I doubted it before, worrying about the cost of living and community structures etc., but with more and more years of practice, I have started to believe it. We don't have to compromise. Find the best area to raise your family. And the best location to practice is within 20 minutes of your house (in my opinion).

Start small. During the first several years after graduation and starting working, we are busy adapting and learning, sharpening the knowledge and skills of dentistry, patient management or practice management, and balancing family, practice, and personal life. We need time and low stress for that process.

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!

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

Quick and Easy Registration online at www.mbd.org

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

A Special THANKS to our Sponsors!

Montgomery Bucks Dental Society wants to thank the sponsors of our April 8th CE Program. These sponsors enable us to offer lower cost programs as a member benefit. Please utilize these and all our other sponsors whenever you can.

PREMIER DENTAL



Inspired solutions
for daily dentistry*

Premier Dental® offers a wide range of innovative products. Traxodent® and the Premier X5 Sectional Matrix System™ represent two of these inspired solutions. Award-winning Traxodent offers fast, effective hemostasis and retraction while providing predictable results & accurate impressions. Premier X5 helps you achieve accurate class 2 composite restorations and is designed to deliver reliability, convenience and value. A key component of the X5 system is its proprietary, strong resin rings which are reusable and can be autoclaved up to 5 times. All Premier products are available through your authorized dealer.

SWEDEN & MARTINA



My name is Jennifer Guido. I am the Bucks and Montgomery county representative for Sweden and Martina. Sweden and Martina is a privately owned Italian dental implant company. We have celebrated our 50th year in business this year. We have a widespread footprint in the European Market. We entered the US market almost 7 years ago. We have over 650 scientific studies in research and development to support our dental implants. Please feel free to contact me to learn more information at jguido@sweden-martina.com.

SHOFU DENTAL



For 100 years Shofu Dental has been the home to some of the most innovative, award-winning products in dentistry; such as the EyeSpecial digital dental camera, the bioactive and therapeutic “Beautiful” line of Giomer restoratives, and our industry standard abrasives & polishers. For further information regarding Shofu products and specials please contact Richard Olff Eastern Pennsylvania and Delaware Shofu Territory Manager by email Rolff@shofu.com or by calling (267)-738-1815. <https://www.facebook.com/shofurichard.olff>; www.Shofu.com

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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.

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

the **ThrivingDentist**
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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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For More Information or a
FREE CONSULTATION

Deanna Eiss

Mobile (610) 312-7120
Deanna@Hudsontransitions.com
www.hudsontransitions.com



**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?**

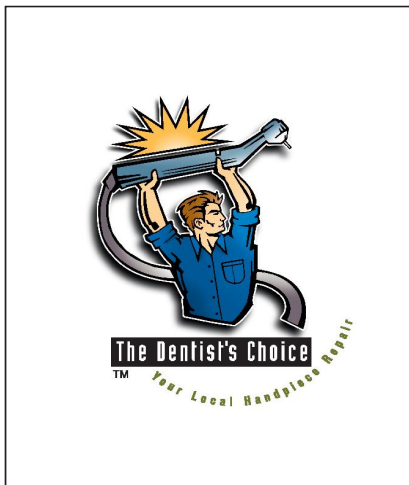
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MBDS is looking for members to get involved in our committees, as well as online surveys and focus groups. It's a great way to get involved without a significant commitment of your time.

If interested, contact:
mbdsdr@comcast.net

We look forward to welcoming you!

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

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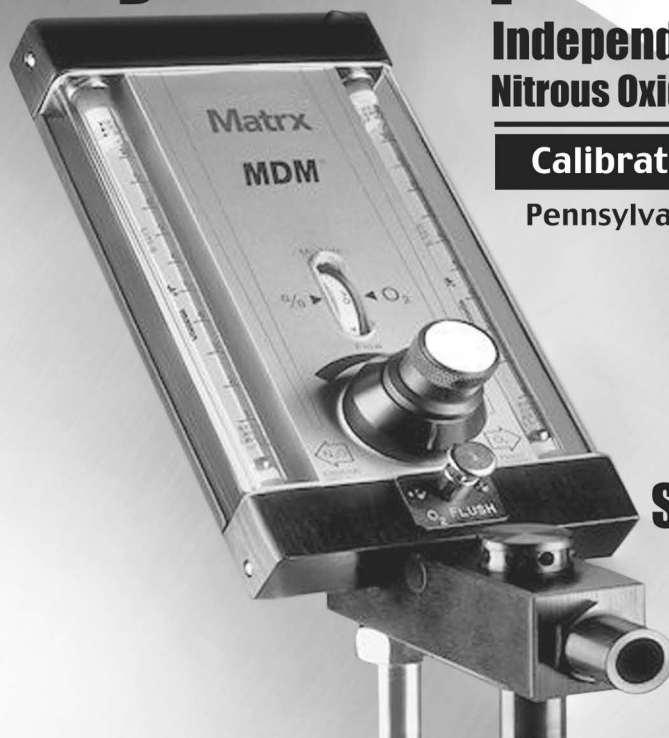
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Business Manager
P. O. Box 633
Green Lane, PA 18054-0633
Office: 215-234-4203
Fax: 215-234-9936
Email: mbdsdr@comcast.net

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.

- #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

ADA Members (*Register for 5 courses before December 29, 2021 for package discount)

Special price for **5 course package** - \$695 **(A \$280 SAVINGS!)**
Individual courses - \$195

MBDS Members: Individual courses - \$195 **Members' Staff** - \$98
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:
Montgomery-Bucks Dental Society
P.O. Box 633
Green Lane, PA 18054
215-234-4203
mbdsdr@comcast.net



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

tooth. There is a warmth that pervades the office with a genuine interest in each patient and their unique situation. With this view in mind Dr. Rossman takes as much time as necessary to render the highest level of service for the patient. Located in center city Philadelphia, the office is at the cutting edge of technology; sterile, spotless, bright, and comfortable. Patients are taken exactly on time, and no one is ever kept waiting.

In describing himself, Dr. Rossman says, "I am a "two or more visit" endodontist. I treat endodontic problems as infections, and treat patients as people. I like to talk to my patients and get to know them and I always call them to check on their health. Patients are friendly, appreciative of the service, and they get to know a little bit about me too. Many have written thank you cards or letters, bring gifts for my staff or me, know my staff by their names, and have friends or relatives who were treated by my father or me. I educate them and explain the biologic approach to treatment, and as a result, there are minimal complaints about a return visit. All of this gives them ownership of their restored tooth and they are proud of what was provided."

Rossman Endodontics is pleased to carry on the family tradition of this specialty. It was the first Board Certified Father/Son practice to specialize in Endodontics in the country, and it is currently in its' 85th year of excellent service to patients.

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.

Handouts & Wi-Fi for CE Courses

Any relevant handouts for the MBDS continuing education series lectures will be posted on the MBDS Continuing Education webpage shortly before each session.

If attending a course, please check the webpage:

<http://www.mbds.org/Education.html>

and print out the handout pages.

There is also Wi-Fi available on-site so you could also bring a device and view them during the presentation if you desire.

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.
- GPVFDC is FREE to MBDS members!



MONTGOMERY-BUCKS DENTAL SOCIETY

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Monday, June 6, 2022 • Dr. Lou Rossman, DMD

“It Shouldn’t Work” (Endodontics Through the Decades)

If you want to mail a check, please return this form with your check to:
MBDS PO Box 633 Green Lane, PA 18054-0633

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.

\$50.00 per person Total Attending () x \$50.00 - \$ _____

\$75.00 if **received** after 5/30/2022 or on-site.