MISSION OF MERCY
DR. DANIEL GOLDBERG SHARES HIS STORY

WHAT’S NEW AT MID-CONTINENT
AN INTERVIEW WITH GSLDS MEETINGS DIRECTOR LAURA BREEDEN

GSLDS GETS DISCO FEVER HI-TECH NIGHT PICTURES
## Description of Course

This seminar is for dentists to learn valuable information about many of the significant issues involved in a dental practice transition and to have a better understanding of the total transition process.

## Educational Objectives

Some of the topics that will be discussed in a lecture format are:

- The right time to sell a dental practice
- Phases of a dental practice
- Transition options—walk away sale or associate buy-in/buy out
- Tips for preparing a practice for sale
- Profiling today’s buyers
- Preparing for the unexpected—death and disability
- How to value a dental practice
- Practice Financing in 2014
- Drafting the purchase agreements in a dental practice sale
- Conveyance of personal goodwill
- Important of covenant not to compete
- Due diligence analysis
- The role of a CPA in a dental practice sales
- Allocating the sale price for tax purposes
- Tax implications of a dental practice sale

### Registration Form

**Name __________________________________________ Email address ____________________________________________________________**

**Address __________________________________________ City/State/Zip ____________________________________________________________**

**Office Phone __________________________ Home Phone ____________________________________________________________**

Spouse Attending?  [ ] Yes  [ ] No  If yes, spouse’s name ____________________________________________________________

**REGISTRATION FEE:**  $195 per dentist.  $40 for spouse.

*The registration fee includes course material, refreshments, and lunch. The fee must accompany registration. Cancellations made one week prior to the program date will incur a $50 processing fee and the remainder of the registration fee will be refunded.*

For additional information, contact Guy Jaffe at 314-997-0535 or 800-221-6924

**MAKE CHECK PAYABLE AND MAIL TO:**  The Jaffe Group, Ltd

2518 Bopp Road

St. Louis, Missouri 63131

---

Approved PACE Program Provider: PACE/MAGD

Credit approval does not imply acceptance by a state or provincial board.

(11/1/2012 to 12/31/2015)
The Dental Arch is an award-winning publication of the Greater St. Louis Dental Society. It is a quarterly magazine published in Winter, Spring, Summer and Fall. A circulation of more than 1,200 subscribers includes dentists, laboratories and dental schools in and around St. Louis.

OUR MISSION
To promote conversation among members, help improve their professional and personal life and inform them of news within the Greater St. Louis Dental Society.

If you would like to contribute to The Dental Arch or share your comments, please contact the Editor, Dr. Shahnaz Ahmed at shahnazdds@hotmail.com. For advertising rates and information, please contact Nikki Sprehe, Communications Director, at (314) 569-0444 or nikki@gslds.org.

CONTACT US:
11457 Olde Cabin Rd. Ste 300
St. Louis, MO 63141
(314) 569-0444 FAX (314) 569-0448

Page 15 The Dental Lifestyle
Surprising predictors of how long you’ll live.

Page 12 The Dental Society
Photos from our Hi-Tech Night ‘70’s Disco Party

Page 17 The Dental Professional
Running a successful dental practice, Part 3.

Page 25 Q&A Big changes ahead
for Mid-Continent Dental Congress
PRESIDENT’S MESSAGE

Our Profession Has a Voice: Organized Dentistry

Dr. Cynthia Nouri,
2014 GSLDS President

I hope this issue of the ARCH finds all of you enjoying the warm days of summer with family and friends while continuing to improve your professional life.

The last issue of The Dental Arch was full of continuing education opportunities, speaking opportunities, ways to increase your practice, get involved politically, volunteer to serve those in need and even ways of dealing with stress!!!

You will find this issue is well worth the read as well. It is chalk full of opportunities that your membership gives you to energize your practice and enjoy doing it! From information about the New Dentist Conference held in Kansas City July 17-19th this year to Hi-Tech Night on June 26th to the exciting line-up of speakers, including Dr. Bertolotti at the Mid-Continent Dental Congress, FREE TO MEMBERS, held November 13th and 14th, there is a plethora of information. In addition, you will not want to miss Dr. Goldberg’s article about his experience volunteering for all shifts of MOMOM, Dr. Lansford’s update on our new dentist members, the abundance of information about what the ADA, MDA and GSLDS are doing to serve you. Also, if you have not visited our website in awhile, please do so. You will be amazed at the amount of information at your fingertips.

Finally, I hope everyone took the opportunity to read the wrap-up of our legislative session in Jefferson City in the last issue of MDA’s Focus. While many of the varied aspects of our professional life can be worked on independently and a la carte, the main way our profession can have a voice for access to quality dentistry for our patients and dentists in the face of the power that large corporations and companies have is through organized dentistry. We had a successful year this year legislatively thanks to you, our members, and especially those of you who contribute to AdPAC and MoDentPac and go to lobby days.

In addition, a non profit organization was recently formed outside the dental society by a group of St. Louis dentists called DCPA - Dentist Coalition for Public Awareness. One of the main goals of the organization is promoting the importance of patients “having access to quality dentistry from the dentist of their choice” and advocating for public and corporate awareness as well as legislative actions so that patients would not be penalized for going to the dentist of their choice.

It is our responsibility as health professionals to do what we can to protect our patients’ rights and freedom of choice. The DCPA is merely trying to accomplish both of these goals and we need everyone’s help! Please get involved and come to the next DCPA meeting on Monday, July 14th at 7pm at the office of Dr. Jeff Dalin. Also, read more about this effort in the Trustee Report in this issue by Dr. Rapini. It’s mission is important. You are also welcome to email me at cinouri@msn.com for more information.

Here’s to a healthy, happy summer for you and yours,

Cindy
We Need You: Submit an Article Today

Dr. Shahnaz Ahmed, Editor

I had the most beautiful editorial floating through my mind this morning, but I thought I would do my errands first, and so went my editorial - out the window. As I sit here thinking up something new to write while I still struggle to grasp that final glimpse of what seemed to be a great concept, I think I will try yet again, but this time for something new. Why can’t I make this one as good as the one that I can see so far in a distance, floating away from me? There really is so much to write about, but it’s a tough decision to settle on the one topic to hone in on.

I’ve always considered The Dental Arch as your magazine. I did not look at it as a dental journal. I view it from the lens of companionship and connection. I view it from the lens of feeling better about being a part of this Society and having friends. I view it as a beacon of contentment, to read when I’m tired. OK, maybe I’m going too far there, but I have envisioned this magazine to be a non-dental, dental connection. Yes, it sounds oxymoronic, but I don’t intend this to be the JADA, and I do not wish to go into territories of the National Enquirer either! I do want something special, something you all can call your own and more importantly something you all read, and look forward to reading.

I am ranting about this magazine in the hopes and assumption that you are reading this because you enjoy it and also because this publication speaks to you. With that said, I’m asking for help. I have been doing this for a few years now and I’m very grateful for all the support and compliments I have received and continue to receive, but I have to be honest both with myself and with my readers. Part of my job, as your editor, involves some frustrations. I have a great team at the office who help me and this magazine look great. My frustrations lie in getting members to step up to the plate and help make this magazine better than it was in the last issue and the issue before and so on and so forth. I am requesting our members to step up and write to me or Nikki at the head office about being a part of this group by submitting hobby stories or just stories of interest. Can someone write about dental communication software/technology? Can someone write about their experiences with an unusual patient? Can someone write about associateships, group practices, solo practices and their pros and cons? Can someone write about something? Anything?

And whilst I’m still on requests, can we also please call the contributors and thank them for helping this publication, your publication. Thank them for helping the Dental Society that we all are a part of. I feel that everyone can use that encouragement and maybe they’ll feel the desire to contribute more, rather than feeling their efforts are falling onto deaf ears.

I would like to personally thank everyone who has stepped forward to help me with this venture and I’m looking forward to many, many, many more years of support. Help me, help you. Thank you.
Happy summer! The first half of 2014 certainly has been busy. I hope that everyone has an opportunity to take some time off to enjoy the season with family and friends.

In May, we hosted St. Louis’ first MOMOM clinic. I’m extremely proud to be a member of our dental community, and to have participated in an event that provided life changing services over the course of those two days. Thank you to all of our members who volunteered their time and talent for this incredible and inspiring event. I also want to thank and congratulate our local Co-Chairs, Dr. Stuart Waite, Dr. Jeff Davidson and Lisa Woodfin, who aptly led the charge and guided our dedicated group of team leads. Their excellent stewardship represented St. Louis, and the state of Missouri, well.

Despite how rewarding an accomplishment a successful MOMOM is, we all know that charity is not a healthcare system and the MDA continues to bring that message to your legislators. This Session brought some good news in that regard with the inclusion of Medicaid funding for adult dental benefits. Disappointingly, that has been put on hold as Governor Nixon has placed the funding in spending restriction. We receive between five and 10 phone calls a day in the Central Office from community members in need – I am hopeful that the state will ultimately be able to release the funds, so that we may have good news to share with the community.

Don’t forget that 2014 is a license renewal year. For renewal, each dentist must have 50 hours of continuing education. Of the 50 required, not less than 40 hours must be directly related to knowledge and skills in the treatment, health, and safety of the individual dental patient. You can easily earn up to 15 hours at this year’s Mid-Continent Dental Congress. Remember, this year registration is free for members!

Our Seminar Series offers another opportunity to get those hours in. It’s not too late to take advantage of the remaining seminars available in 2014. In September, Dr. Robert Convissar will present on lasers in dentistry. This is actually a two day opportunity – Dr. Convissar’s Friday lecture will be followed by a hands-on workshop performing various laser procedures on Saturday. The Friday lecture is a pre-requisite, and space is limited for the Saturday hands-on participation course. Finally, in December we’ll have Ms. Julie Howe presenting on forensics. Registrations are first come, first served so sign up today!

Finally, thanks to all who joined us for the fourth annual Hi Tech Night held on June 26th. This year we threw a 70’s disco party complete with a funky disco ball, far out decorations and groovy costumes. The night was dyno-mite! Check out the photos on pages 12-13.

Catch you on the flipside!
The New Dentist Committee of the GSLDS has had a productive and energetic first half of 2014. Thanks to our eager and active young dentists, as well as support from the GSLDS, meetings and social events have been well attended. A CE event was held on April 3rd where New Dentist members and significant others were invited to enjoy an evening of company and continuing education. Mr. Dave Gibbs, senior legal advisor at Legally Mine, LLC presented on lawsuit prevention and tax reduction. Another event held recently was a night at the Cardinals game sponsored by UMB Bank and Lawson Financial. An open discussion on wealth management was held before new dentists were welcomed to the UMB suite to watch the Cardinals beat the Nationals.

The biggest upcoming event of the year is expected to be the ADA’s New Dentist Conference, to be held July 17th-19th in Kansas City. The conference will offer networking/social events, leadership development, hands-on clinical courses at UMKC, and lectures from exceptional speakers that are specific to new dentists. The MDA and GSLDS have kindly offered funds to GSLDS New Dentist members to cover registration costs of the conference. Seven new dentists from the GSLDS will be attending and reporting back to the Society with a summary of events and CE attended.

The New Dentist Committee has also gained several new affiliate members from surrounding societies and local residency programs. Much more than just a group that meets for CE, the social aspect of the committee is an important part of our mission. Fostering a sense of community and friendship among new dentists plays an integral part in retaining life-time members of organized dentistry. Any GSLDS member out of dental school for less than 10 years is invited to be a part of the group (student and affiliate memberships are also available) – new faces are always welcome. Contact beth.s.lansford@gmail.com if you are interested in receiving information about upcoming events.

Groundbreaking Ceremony At New A.T. Still Dental Clinic

A groundbreaking ceremony for A.T. Still University-Missouri School of Dentistry & Oral Health’s (ATSU-MOSDOH) new St. Louis, Missouri, dental education and oral health clinic was held on Friday, April 25, 2014.

The new 79,000-square-foot building will be located at the intersection of Truman Parkway and Park Avenue, a short distance east of Lafayette Square. Third-year dental students will see patients from children, geriatric to the disabled and uninsured at the clinic, which will be operated in partnership with Grace Hill Health Centers, Inc. (GHHC). For more information, visit www.atsu.edu/asdoh.
Give Kids A Smile
Summer FORE Kids

BY JOAN ALLEN | GKAS EXECUTIVE DIRECTOR

Summertime is all about kids, fun and outdoors. Give Kids A Smile is “busy as a bee” making the summertime a terrific experience for kids and GKAS supporters/volunteers.

It began with the 9th annual Give Kids A Smile Golf tournament that took place on Monday, June 2nd at Bogey Hills Country Club. The golfers had a beautiful, fun-filled day. All of our players are winners and we appreciate their support. However, some were able to take home some special recognition in the form of trophies and gift certificates too. See winners at right. Other winners included Justin Work for long drive, John Pietroburg for closest to the pin, Rich Howe for chipping contest, and Kevin Walsh for putting contest.

We sincerely appreciate our sponsors and underwriters for the event including Delta Dental, Harting Dental Arts Lab, Family Denistry of St. Peters, Dynaflex, The Dental Anesthesia Center, and Anheuser-Busch. Mark your calendars for next year—June 1, 2015!!

As we “buzz” through the summer months, July heats up with plenty of opportunities to volunteer at our summer healthfairs. In partnership with the St. Louis Cardinals Redbird Rookies program, the RAMS and the STL Blues, Give Kids A Smile will provide oral health education, take-home supplies, nutrition education and much more. The St. Louis Dairy Council will be part of our nutrition education component to these events. This fair takes place at UMSL on July 12th. The Back to School fair held by the National Council of Jewish Women takes place the following weekend on July 20th. We expect to see nearly 2,400 kids at these two events alone! GKAS is hoping to put a “stinger” in the progress of dental disease for the kids of the St. Louis region. Oral Health education is essential for their continued dental health.

Getting ready for school is the final part of our busy summer. The Love Your Neighborhood event sponsored by Service International and the Family Church takes place in North St. Louis City on August 10th. Helping children receive shoes and a dental check-up is our intent at this event. Thousands of kids are touched by the efforts of our volunteers each summer and their oral health can make the difference between a successful start of school or a painful one.
Of course, the end of summer marks the beginning of school. Our busy volunteers have “pollenated” and spread the word of oral health to kids and their families. Now the work of our next GKAS dental clinic begins. It takes place on October 24 & 25, 2014. Sign up now—it is never too early to plan ahead! WE NEED YOUR HELP AND SUPPORT to keep the efforts of so many alive and sprouting throughout the country.

Oh-yes – We have a special event on September 27th—Our 4th Annual “Toothfairy” Pub Crawl in Soulard for our wonderful volunteers and supporters.

Visit our website at www.gkas.org for more information or call the GKAS office and speak to Patti or Joan at 636-397-6453. Thank you for your continued support.

GSLDS NEWS BRIEFS

SEMINARS ON LASERS AND FORENSICS COMING SOON

Save the dates for our remaining 2014 Seminars. This year we are at a NEW location at the Hilton Frontenac, located at 1335 S Lindbergh Blvd. We have speakers presenting on exciting topics from lasers to forensics. Visit gslds.org for information.

2014 REMAINING SEMINAR SERIES DATES:
- Friday, September 5
- Saturday, September 6 (Laser Workshop)
- Friday, December 5

NOMINATE YOUR COLLEAGUE

Submit your nominations by September 1. Honor your colleague by nominating them for one of our Greater St. Louis Dental Society awards.

SIU School of Dental Medicine

Annual Research Day

Dental Society staff, along with Dr. Jane Otto, participated in the Southern Illinois University - School of Dental Medicine’s annual Research Day. The event, held at the Alton campus, features vendors and booths for students to visit. Dr. Otto, with Susan Prosperi and Nikki Sprehe from the Dental Society, attended to inform students of the benefits of becoming a member of organized dentistry. Students and teachers alike all enjoyed the free coffee mugs and donut holes that were available at the GSLDS booth. We even recruited some new members right there on the spot!

Pictured: Nikki Sprehe and Dr. Jane Otto speak with students.

The Gold Medal Award honors exemplary members. A nominee must be a member of the Society recognized as an individual who has devoted essentially an entire career to the advancement of the profession and organized dentistry. Nominees shall have cultivated the art and science of dentistry and shall be of outstanding professional character.

The Award of Merit may be presented to an individual who has enhanced the relationship of dentistry to the social economic welfare of the community during the year in an extraordinary way. The recipient of the award may be any deserving person, whether a member or not. Please submit name to meg@gslds.org or call (314) 569-0444 for more information.
{ TRUSTEE’S REPORT }

Trustee’s Report
It’s A Jungle Out There

The principal author of the Guest Editorial, “A Profession in Transition: What Every Dentist Needs to Know”, that appeared in both the February, 2014, JADA and was reprinted in the May/June 2014 MDA Focus, Marko Jujicić, Ph. D., gave a two hour presentation of his findings to the MDA Board at its April 2014 meeting.

The essence of his presentation was that the dental profession resides in a dynamic, ever changing social, economic, and political environment, with a great number of external factors all trying to influence how dentistry is practiced. A few are beneficial, most are not.

They include: The Affordable Care Act (ACA); the economy; shifts in sources of dental care financing; new dental care models; new dental schools; rising student debt; shifts in dental care utilization patterns; and changes in oral health status.

What has he ‘discovered’ from all his statistics and charts, and what were his projections for the future? First, patients are not spending their dollars on dental care like they have in the past. Historically, the “Annual Per Capita Dental Spending Growth Rate” has been a steady 3.9 percent. In 2002, the Growth Rate began to slow, dropping to an average of 1.8 percent per year from 2002 to 2007. From 2008 to 2010 the average plummeted to an astonishing -0.3 percent, thanks to The Great Recession of 2008. It has remained flat ever since.

Projections for the next 30 years predict a Growth Rate range of 0.0 percent to 0.4 percent annually. This is not good news.

So, what’s driving this change? Primarily, a precipitous drop in ‘Dental Care Use Rate’ by working adults aged 19 to 64. In 2002/2003, 41 percent of this group visited a dentist at least once a year. In 2011, the rate had dropped to 36.1 percent. This can be attributed to stagnant wages, reductions in dental benefits, and a slow economy.

Secondly, an “Emphasis on Value” (a euphemism for ‘less costly’) has been aggressively promoted by entities outside the dental profession: third party payers; employers; government policies; as well as activist philanthropic/consumer organizations who promote their own social-economic agendas.

This has resulted in employed patients being coerced into dental policies with significantly lower benefits and restrictive networks. This is projected to get more prevalent in the future. Over the years 2002 to 2012, the ADA reported that GP dental practitioner’s earnings actually fell 13.8 percent to 1997 levels.

This produces economic ripples through the dental lab and supply industries, none of which are good for dentistry.

Commercialism is slowly replacing professionalism. Dental empires are becoming more common. Dental appliances are being sold as commodities. Treatment decisions start being based more upon economic pragmatism than upon sound dental principals. The Missouri Dental Board is inundated with complaints about improper or misleading advertisements dentists throughout the state are publishing. Polls show that public respect and trust is slipping from the levels it once was.

Other factors continue to evolve and give rise to many questions. How will the ACA ultimately affect dentistry? The expense of dental education continues to rise, with tuitions at some dental schools now approaching $60,000 or more per year. How will high levels of indebtedness affect young dentist’s options when deciding where and how to practice? Do economic pressures affect ethics? Is an economic/scholastic bubble getting ready to form and burst as tuitions reach stratospheric levels? Will the ‘Access to (Free) Care’ activists gain enough political support to directly affect how dental care is delivered?

Now is not the time for complacency. It is up to us to decide how we meet these challenges. The ADA, MDA, the American College of Dentists, and even an independent, local St. Louis group, the Dental Coalition for Public Awareness, are in the process of developing plans that will outline key actions to help dentists navigate this new environment.

There are two phrases on the Missouri state flag, the state motto and the other, inscribed upon the golden circle the two bears are holding is: “United We Stand, Divided We Fall”.

Organized dentistry needs your support now more than ever.

Dr. Vincent Rapini has been on the MDA Board of Trustees since 2013.
Dental Coalition for Public Awareness
Seeking Non-Profit Status

BY JUSTIN SCHLAIKER | DCPA MEMBER

Summer is here and we’re all winding down from the beginning of the year to take time with our family and reflect on what has been (hopefully) a busy first half of the year. Many of you may have read about the Dental Coalition for Public Awareness (DCPA) or heard about it at your last district meeting.

I’d like to take a second, before we all take some time to relax and enjoy summer, to mention it to those who aren’t familiar and remind those who are. We need to take steps to reassert ourselves as the experts in patient care. To this end, the DCPA (Dental Coalition for Public Awareness) has reorganized to help us, as the dentist, refocus dental care for our patients as the top priority. This will be accomplished primarily through education of our colleagues, patients and corporate decision makers for group dental insurance. In the simplest terms, one major goal is to educate everyone that the best care for our patients should not be dictated by anyone but the doctor. It’s a simple goal, but a long road is ahead of us in achieving it. We, the doctor, need to ensure our patients have the ability to choose the care that is best for them—without restrictions.

The DCPA is applying for non-profit status and organizing educational material and designing a website to help with this goal. We young practitioners are particularly vulnerable to the changing landscape. This will affect us to a greater degree than many of our colleagues. We, as a group, need to get behind these efforts to ensure a healthy and enjoyable career practicing dentistry and helping people.

To the dental community as a whole, we would appreciate donations to help us all realize a greater sense of fulfillment for all of us in caring for our patients the best we know how. Please, ask us more about our mission when you see us, and please, send donations to:
DCPA
555 N. New Ballas Road
Suite 355
St. Louis, MO 63141

Greater St. Louis Science Fair Judging

The Greater St. Louis Science Fair judging, featuring science projects from area schools, was held at Queeny Park on April 30, 2014.

A huge thank you to Greater St. Louis Dental Society member volunteers, Dr. Kurt Studt, Dr. Dee Pulsipher, Dr. Lori Roseman and Dr. Robert Shapiro, who judged this year’s science projects.

Annually, the Greater St. Louis Dental Society presents awards to both elementary and secondary students from area schools who have dental related science projects. Five monetary awards and certificates of excellence were given to students this year.

Blue ribbons were awarded to the following projects: “The Effect of Sports Drinks on Teeth,” “Humans & Dogs: Which Mouth Has More Bacteria?,” and “The Effect of Chewing Gum on the Temperature of Your Mouth.” Red and green ribbons were awarded to “Stain Race,” “Which brand makes your teeth grand?,” and “Teeth Are Your Friends.” Congratulations to all the winners and a thank you again to our wonderful judges who spend this time every year helping to foster children’s interest in dentistry and dental health.

Pictured above: Judges Drs. Pulisipher, Shapiro, Roseman and Studt; the judges meet to discuss projects; A look at one of the blue ribbon winners.
Flashback to the 70’s for our
Annual Hi-Tech Night at the Lake

GSLDS TRAVELED BACK TO THE DISCO ERA WITH A FUN-FILLED 1970S THEMED HI-TECH NIGHT AT THE LAKE.

Greater St. Louis Dental Society, along with the support of our dealer partners, Benco Dental, Goetze Dental, Patterson Dental and Henry Schein Dental, held our 4th Hi-Tech Night on June 26 at the Sheraton Westport Chalet. This complimentary event was offered to GSLDS members and non-members as a recruitment and retention effort planned by our Council on Membership. This year’s theme was “70’s Disco Party,” and we had more than 100 members and non-members in attendance. Attendees enjoyed complimentary appetizers and drinks while viewing the exhibits and networking with their colleagues.

Every attendee had the opportunity to win one of the many great raffle prizes, plus the first 50 dentists that made reservations for the event were given Amazon gift cards. Along with the many 70’s themed prize baskets and the vendor raffles, member dentists were invited to play a “70’s Trivia” game throughout the evening to win one of many grand prizes. We also had great fun playing a game of “Let’s Make a Deal” throughout the night, where any attendee could earn a quick $20 in cash for having a requested object on hand. Vendors also flashbacked to the 70’s in creative costumes that attendees voted on. The winning exhibitor, Phil Catanzaro from Patterson Dental, earned a discount on their booth for this year’s Mid-Continent. A slideshow of pop culture from the era and music further enhanced the fun.

It was another successful and fun Hi-Tech Night event and everyone enjoyed the games and prizes, as well as the exhibit booths and camaraderie with their colleagues.
From top left: Phil Catanzaro, in character, strikes a pose; from Goetze Dental, Bart Miller, Bryan Creason and Brad Peck; Drs. Charles Meyer, Vern Cherry and Jane Otto; Drs. Larry Hoffman, Michael Hoffmann and Dennis Parrott; Drs. Steven Cajigal, Adis Hasanagic and Summer Cajigal; Dr. Kevin Kilian won a new Dyson handheld vacuum; Drs. Robert Rothenberg and Larry Hoffmann; Richard and Lisa Simpson with Gendex, got into this year’s theme; Dr. Daniel Goldberg won a Sheraton gift certificate, here with our MC for the evening, Dr. Vince Rapini; Dr. Earl Larson with his raffle prize from Septodont, with Tom Kimmis; Dr. Rapini with Dr. Dan Narup, who won a quick $20 playing “Let’s Make a Deal.”
GSLDS Holds Successful 3rd Annual Shred-a-Thon

On Saturday, April 12, the Dental Society held its third annual Shred-a-Thon event, a complimentary member benefit, at the Central Office parking lot. We shredded 16,763 pounds of material! It was another beautiful morning for the event and we had 73 member dentists participate in the event – the most for any of our Shred-a-Thons!

They all seemed to be genuinely happy to be able to clear the clutter out of their homes and offices and do a little spring cleaning. We had two large trucks on-site from Shred-It and they tore through old files, x-rays, binders and other materials. Certificates of destruction were provided to each member as proof that their records had been properly destroyed.

To keep all our energy up, we served a light breakfast of coffee, juice and donuts. We were all able to enjoy a nice chat as we waited for the shredders to do their work. Adding to the atmosphere, Dr. Michael Hoffmann provided a sound system and music that everyone enjoyed. Thank you once again to all our Council on Membership volunteers who generously gave their time on a Saturday morning to help lift and carry boxes and sign people in. Those helping were Council on Membership members, Dr. Vince Rapini, Dr. Craig Hollander, Dr. Jen Wheeler, Dr. Michael Hoffmann and Dr. Danielle Riordan.

The staff of the Greater St. Louis Dental Society, Meg Shannon, Laura Breeden, Nikki Sprehe and Susan Prosperi, organized and ran the event. It was another successful event and we hope that those members in attendance found it to be a valuable membership benefit. Look for information for our 2015 Shred-a-Thon early next year.

The staff of the Greater St. Louis Dental Society, Meg Shannon, Laura Breeden, Nikki Sprehe and Susan Prosperi, organized and ran the event. It was another successful event and we hope that those members in attendance found it to be a valuable membership benefit. Look for information for our 2015 Shred-a-Thon early next year.

Above: Dr. Michael Hoffmann and Dr. Vince Rapini help unload boxes for shredding; Dr. Craig Hollander lifts a heavy box out of a member’s car; Laura Breeden from the Dental Society points our member in the right direction to take their boxes for shredding. Top: Loading boxes onto the truck.

Left: Nikki Sprehe was at the GSLDS table to give our membership information. Below: A St. Louis themed raffle was given away to one lucky attendee.

 Illinois State Dental Society

The Illinois State Dental Society held a continuing education meeting on May 9, along with vendor booths. GSLDS staff attended to recruit new Affiliate members for 2014.
Surprising Predictors of How Long You Will Live

For a long life, think twice about that cheeseburger; overdoing meat and dairy can be as deadly as cigarettes, a new study suggests. Researchers found that a diet high in animal protein during middle age quadruples the risk of dying of cancer.

BY LISA COLLIER COOL

The study, published in Cell Metabolism, included 6,381 middle-aged people who were tracked for 18 years. For the 50 to 65 age group, eating a high-protein diet resulted in a 75 percent higher overall death rate and a four-fold rise in cancer mortality.

However, that trend was reversed—or even eliminated—if the proteins came from plant sources, such as beans or nuts, instead meat or cheese. Conversely, high protein intake was linked to lower rates of cancer or overall mortality in people over 65 but quintupled diabetes risk in all age groups studied.

The researchers concluded that eating a low-protein diet during middle age and a moderate-to-high amount of protein (mainly from plant sources) in the older years may be the best recipe to optimize health and longevity.

Here’s a look at seven other surprising predictors of long life.

HOW FAST YOU CAN PUSH A BUTTON
A startling new study reports that a slow reaction time is linked to higher threat of both premature death and cardiovascular disease (CVD), the no. 1 killer of Americans, with an impact as great as such well-known risk factors as smoking.

The research, which included 5,134 adults ages 20-59, was published in PLOS ONE. Participants were asked to press a button when the number “0” was displayed on a screen at random intervals; their results were tracked for 15 years.

Those with the slowest reaction times had a 25 percent higher death rate when all causes of mortality were combined and were 36 percent more likely to die from CVD, compared to those with faster reaction times.

YOUR PERSONALITY
In a 90-year study of more than 1,500 Americans, those who lived the longest were frugal, persistent, hardworking, and somewhat obsessive in their youth. The study also found that a certain amount of worry was beneficial, because it encouraged healthy habits.

YOUR BLOOD COUNT
A simple blood test known as a complete blood count (CBC) may predict life expectancy, researchers from Harvard and other centers reported at the 2013 American Heart Association Scientific Sessions. The study included more than 10,757 participants, including 5,146 patients with cancer.

The study also found that a certain amount of worry was beneficial, because it encouraged healthy habits.
17,000 people from 26 countries who were tracked for up to five years. Those with a high CBC score were twice as likely to die as those with low scores. People whose scores fell in the middle of the range had a 50 percent rise in mortality risk, compared to those with low scores.

**YOUR EDUCATION**
Four years of college could add a decade to your lifespan, according to a study published in Health Affairs. The researchers found that for women, having 16 or more years of education raised life expectancy by up to 10.4 years, while men gained up to 12.9 years, compared to people with fewer than 12 years of schooling. The study also found that people who didn’t complete high school had life expectancies comparable to adults in the 1950s and 1960s.

**YOUR DENTAL CARE**
Taking care of your teeth can add years to your life, according to a 2012 study of 5,611 seniors who were tracked during a 17-year period. In that time span, those who never flossed had a 30 percent higher death rate than did people who flossed daily. Not brushing at night raised mortality risk by 20 to 35 percent, versus brushing every night. And people who hadn’t seen a dentist in the previous 12 months were up to 50 percent more likely to die than those who received dental care two or more times a year.

**YOUR WALKING SPEED**
An analysis combined the results of nine studies that included 34,485 people ages 65 or older—followed for six to 21 years—and found a strong correlation between a brisker walking pace and longer life. In fact, predictions based on the person’s age, sex, and walking speed alone were equally accurate as predictions that also included such health data as chronic disorders, smoking history, blood pressure, body mass index (BMI), and hospitalizations. The speed associated with longer than average lifespan in seniors was 1 meter per second or higher (about 2.25 miles per hour).

**HOW EASILY YOU CAN STAND UP**
People who have the most difficulty sitting on the floor and then standing up again are 6.5 times more likely to die in the next six years as those who can perform these actions easily, researchers report. The study included more than 2,000 people ages 51 to 80 who were asked to sit and stand with as little support as possible. For example, those who needed to touch a hand or knee to the ground or push off with a hand on their knee got a lower score than those who didn’t need support to sit and stand up.

This article originally published in the Yahoo! Day in Health blog.

Lisa Collier Cool is a bestselling author, blogger and winner of 19 journalism awards. Her latest book is Beat the Heart Attack Gene: The Revolutionary Plan to Prevent Heart Disease, Stroke and Diabetes.
Running a successful and responsible dental practice means assuming many non-clinical roles - everything from accountant and HR manager, to tech guru and marketing expert. These may very well be skills that you were not exposed to during your formal training.

Let’s take a look at six of the many “hats” that today’s dentist entrepreneur may be required to wear.

Editor’s Note: Beginning with the Winter 2014 issue of The Dental Arch we have detailed these “hats” to help our readers with some of the challenges they may face during their career.

HAT #3
PRACTICE MANAGER
(or How to Measure Performance)

So, just how is your dental practice performing? That has been the million-dollar question since the economy headed south in 2008. But, if you can look back, and your fee income in 2009 equals 2008, you had a good ’09. And if 2010 income equals 2009, you had a good ’10. If you’ve been able to manage the top line, hopefully you’ve been able to manage your overhead to maintain profitability within your practice. As you evaluate where you are, consider these hallmarks of performance.

Your fees are keeping pace. At the very least, try to increase your fees annually. A good goal is to be within the 70th percentile of fees in your zip code. But, in general, the Consumer Price Index has been running 2.7 to 3 percent, so you want to try and match this on an annual basis. If you haven’t increased fees in a while, you may have to gradually increase them over time. If you need help, a good dental CPA can help you rebalance your fees.

You’ve incentivized top performance. Even though times are tight, it may be a smart move to look at who on your team is truly performing and truly contributing to the practice and make some exceptions.

Your case acceptance has improved. Take a long hard look at your batting average. How many times have you presented cases and how often have patients accepted your treatment plan? Remember that case acceptance requires selling without really selling - selling by cultivating trust, rather than by twisting arms.

You’ve implemented marketing strategies. Have you embraced a marketing mindset (i.e., that marketing is not simply an expense of doing things they never taught you in dental school.
Looking for a Faster, Easier, Better and Less Expensive Crown?

IPS e.max® $99 (Only 4 days in lab!)
Pressed Lithium Disilicate
- Cement or bond
- Pressed for maximum flexural strength
- CAD/CAM accuracy
- Clinically proven in over 10 years of use

BruxZir® $99 (Only 4 days in lab!)
Solid Zirconia Crowns
- Shaded blocks provide improved esthetics
- Conservative prep, similar to cast gold
- Solid zirconia is chip resistant, making it ideal for bruxers and grinders.

Call 636.600.4200 today for your case pick-up!
business; rather, it is an investment in your practice? Have you developed a strategic marketing plan and a budget that supports it? Are you monitoring the return on investment from your marketing efforts?

You’ve “tuned up” your decor. Try an experiment one morning and come in the front door of your practice. See you waiting room as your patients do. If you don’t like what you see, update your decor to make it look vital, warm and inviting.

You’ve embraced technology. For example, you could promote the CAD/CAM concept with same-day treatment (and avoiding a second appointment). You could also inform your patients that you are keeping pace of the digital revolution within your practice, so that your patients perceive you are “state of the art.”

PROFITABILITY ANALYSIS: HOW DO YOU RATE?

Looking at the accompanying profitability and overhead data from the last 12 years, you can see that profitability is running about 38 percent for general practices. Periodontic and endodontic practices have enjoyed a little spike, as they place more implants, which is contributing to their overall profitability. In that same vein, though, oral surgeons are seeing their profitability dropping a bit as implant costs continue to increase and many of the practices have failed to increase their fees to keep up.

Of course, the opposite of profitability is overhead, and you can see that for the years covered by the data that overhead is right around 62 percent for a general practice.

The content of this whitepaper was taken from the May 2012 webinar, “How to Run a Successful and Responsible Dental Practice,” presented by Allen M. Schiff, CPA, CPE, a founding member of the Academy of Dental CPAs and owner of the dental accounting firm of Schiff & Associates, LLC. This whitepaper provides an overview of his presentation.
Thank you.

The third Missouri Mission of Mercy was held on May 2-3, 2014 and was a great success. The
team of volunteers worked to serve 1,616 patients and deliver $915,995 in free dental care. These
member dentists made St. Louis extremely proud and generously provided care to those in need.

We thank you and couldn’t have done it without you.

---

DR. ARUNA ASTUTO • DR. RYAN AUSTIN • DR. SOPHIA BEDNARSKI
DR. MATTHEW BIRKE • DR. JOHN BOAIN • DR. ELIZABETH BRACK • DR. BOB BUTLER
DR. STEVEN CAJIGAL • DR. LAURA CAPATI • DR. GREGORY CASALONE • DR. VERNON CHERRY
DR. MATT CLINE • DR. GEORGE COLEMAN • DR. JON COPELAND • DR. STEPHANIE COPELAND
DR. JEFFREY DALIN • DR. JEFF DAVIDSON • DR. MADELYN DIEKEMPER • DR. DATHU DOAN
DR. DARRELL DRISSELL • DR. JOHN EBELING II • DR. COLIN ELIOT • DR. HOLLY ELLIS
DR. OLLIE FISHER • DR. NORMAN FREIBERGER • DR. GREG FRIMEL • DR. DANIEL GOLDBERG
DR. JOSEPH GRIMAUD • DR. KARL GRUENDL • DR. JOHN G’SELL • DR. CHRISTOPHER GUILFOY
DR. JEFFREY HARRIS • DR. ADIS HASANAGIC • DR. JAY HAUSER • DR. ROBYN HAYES
DR. CRAIG HOLLANDER • DR. SUE HONG • DR. ARNOLD JACOBSON • DR. ALAN JOHNSON
DR. EMILY JOHNSON • DR. KEVIN KILLIAN • DR. BRENT KINCAID • DR. ANTHONY KRAMER
DR. JOHN LANDGRAF • DR EARL LARSON • DR. BRENT LAU • DR. LAUREN LEVIN
DR. JAKE LIPPERT • DR. ROBERT LOWE • DR. JACK MARINCEL • DR. NICHOLAS MARINO
DR. JERRY MAYER • DR. VICTORIA MAYER • DR. SCOTT MCCLAIN • DR. DENNIS MCCOY
DR. LISA MCDONALD • DR. CHARLIE MEYER • DR. NICOLE NIEWDACH • DR. CYNTHIA NOURI
DR. MICHAEL O’CONNELL • DR. JANE OTTO • DR. STEPHEN PAUL • DR. JEREMY PFEFFER
DR. KEVIN POSTOL • DR. SARAH PUZEY • DR. VINCENT RAPINI • DR. MICHELLE REGA
DR. ROBERT RETI • DR. KATHRYN REUther • DR. KURT RICHTER • DR. JULIE RING
DR. DANIELLE RIOJAN • DR. LORI ROSEMAN • DR. ERIC RUNYON • DR. RON SCHOOLMAN
DR. JUEHWA N SEA • DR. JOE SHEA • DR. ANURADHA SHEMAR • DR. MELISSA SMITH
DR. JOSEPH SOKOLOWSKI • DR. ELIZABETH STANSBROUGH • DR. KURT STUDT
DR. GREGORY STUDT • DR. DEAN TELTHORST DR HOMER TOURKAKIS • DR. MARYANN UDY
DR CYNTHIA ULRICH • DR. DAVID URBANEK • DR. JAMES VANDEWATER • DR. JOHN VOGL
DR. STUART WAITE • DR. MARC WALLACH • DR. SUZANNE WATSON • DR. ADAM WEHRMEISTER
DR. JENNIFER WHEELER • DR. ALLISON WINKLER • DR. KATIE WOLKEN • DR. MARIA WONG
DR. LUM YOUNG • DR. ALLISON ZAROM • DR. MARK ZUST
My Mission of Mercy

Missouri held its third Mission of Mercy clinic in May and provided dental care for people that might not otherwise receive it. Many GSLDS members volunteered their time and talent. One of those members was Dr. Daniel Goldberg.

Participating in a Mission of Mercy was truly an extraordinary experience! As a new dentist in the Greater St. Louis area, it was an honor to be a part of such a well-planned and successfully implemented event. Treating more than sixteen hundred patients simply speaks for itself. Every volunteer walked away from feeling confident that they had made a significant contribution to improving the overall health of many Missouri residents.

BY DR. DANIEL GOLDBERG

DESPERATE patients left MOMOM feeling grateful and relieved after having received excellent dental care from the attentive and dedicated dental professionals. When I first heard about MOMOM, I immediately wanted to become involved. I contacted numerous young dentists and encouraged them to participate. For the past several years, I have been involved with Wisconsin’s Mission of Mercy. As a dental student with an unbelievably busy schedule, participating in community service was difficult due to obvious time constraints. It was important to choose opportunities that would allow us to help the most people within the limited amount of time we had available. Mission of Mercy was that golden opportunity. As dental students,
...this patient wept, jumped out of the chair and gave me and my assistant hugs.

we looked forward to traveling around Wisconsin to help out at these MOM clinics.

THIS EXPERIENCE was invaluable to dental students because it provided us with an opportunity to build relationships with dentists of various ages and backgrounds. It also allowed us to observe a vast array of dental procedures rarely performed in the traditional school setting. So, when Dr. Stu Waite asked if I would contact the local dental schools to request volunteers for MOMOM, I was immediately on board. Fortunately, AT Still and UMKC were extremely helpful in sending dental students to MOMOM.

Dental professionals from all over the Midwest eagerly gathered at Chaifetz Arena to help out. The supervising oral surgeon traveled four hours to volunteer. Dentists scurried around the busy clinic floor to achieve one goal: “help the most amount of patients in the least amount of time.” During times of extreme volume, dentists would switch from either restorative to oral surgery, whatever it took to accommodate the need. With a clinic of this magnitude, I was impressed with the organization and efficiency of the entire event. For example, if there was a malfunction with the equipment, a sign was held up and a technician instantly appeared to repair the problem. Sterilization was completed in the timeliest manner possible.

The medical and dental histories of the patients were quite specific and thoroughly reviewed before any procedures were performed. Patients were given prescriptions with complete post-operative instructions as well. Words cannot express how deeply grateful the patients felt as they exited the clinic.
ONE PATIENT particularly stands out in my mind. The patient came to my chair in tremendous pain. The routing form stated, “extract remaining dentition for full/full.” In our dental practice, we rarely, if ever, would see a patient like this. I practice very conservative dentistry, always attempting to save every tooth possible. After close inspection of the radiograph, I can honestly say that these teeth were clearly nonrestorable. The patient had been in severe pain for a very long time and there was extensive clinical inflammation. As I explained the procedure, this patient kept thanking me and my assistant for volunteering our time to help her. We decided to divide the treatment plan into two days. Day one would consist of removing the lower teeth, while day two would consist of removing the uppers.

This patient did not want us to use anesthesia because she didn’t want to “slow us down” possibly preventing us from relieving others of their pain. Of course we would never proceed without properly anesthetizing a patient, but her level of appreciation was beyond words. We successfully removed all of the lower root tips and the patient was extremely stoic. When the procedure was completed, this patient wept, jumped out of the chair and gave me and my assistant sustained hugs. The following day, this patient hugged us again. She expressed how comfortable and valued she felt at MOMOM. I will never forget the appreciation expressed by this patient.

DURING MY limited tenure as a dentist, it has become evident that in order to truly succeed in this profession, one must be a lifelong learner who stays actively involved in volunteer events. Participating in MOMOM was one of the most rewarding experiences I have ever had. It has been nearly one month since the event and that “proud” feeling is still lingering. More than nine hundred thousand dollars of dental care was donated during MOMOM. This fact illustrates an unbelievable accomplishment! I strongly encourage dentists of all levels of experience to participate in future volunteer events around the community.

Words cannot express how deeply grateful the patients felt as they exited the clinic.

MOMOM by the numbers

$915,995
Donated in free care

1,616
Patient encounters (including 903 Fillings, 2,249 Extractions, 412 Cleanings)

991
Volunteers (including 211 dentists, 104 hygienists, and 676 others including dental assistants, students, nurses, translators, and lay volunteers)

What Patients Said About MOMOM:

• Thank you so much. I couldn’t afford the work I needed and was in so much pain. This makes a world of difference. Thank you for your time and care.
• I am sooooloo thankulllll!!! No more pain woo-hoo!
• Many, many thanks to all the amazing volunteers at MOMOM. Everyone had smiles and friendly comments to make you feel comfy. Thank you so much!
• Thank you all so much. You are all God sends. You have truly changed my life.
• My experience was great. The volunteers were amazing and the dentist and assistant performed as if I was at their clinic. Thank you for providing this service.

What Dental Professionals Said About MOMOM:

• It really warmed my heart to be able to help.
• The organization and flow of the event seemed to be very efficient and fluid. Amazing team leads and volunteers!
• Hospitality was “off the charts”.
• The gratitude of the patients was overwhelming.
YOUR FUTURE IS LOOKING BRIGHT.

For your entire career, you’ve been helping to whiten and brighten the smiles of your patients. Now that it’s time to sell your practice, make sure that you receive the compensation that will brighten your own life for years to come.

Since 1975, William L. Otten & Associates, Inc. has been serving the dental profession. We consider it a great honor and responsibility to be selected to place a value on a person’s lifework, and we take that responsibility very seriously...we do everything we can to make sure your dental practice evaluation and sale reflects the unique business you’ve spent so many years building.

Whether you are selling your practice, bringing in a new associate or just want an appraisal to find out how much your business is worth, we can help.

Call for a confidential, no obligation consultation.

PHONE: 636.391.4844
WWW.OTTENDENTALSALES.COM
WLOINC@AOL.COM

410 SOVEREIGN COURT, SUITE 10 • MANCHESTER, MISSOURI 63011 • FAX: 636.391.6286
Greater St. Louis Dental Society members receive free Mid-Continent registration beginning this year. Now the Council on Scientific Sessions and Central Office want to ensure that it’s one of the best meetings to date. We talked to GSLDS Meetings Director, Laura Breeden, about what attendees can expect at this year’s convention.

**ARCH:** What’s new for the 2014 Mid-Continent Dental Congress?
**Laura Breeden, GSLDS Meetings Director:** We introduced a new membership benefit this year, FREE registration for all GSLDS members. Our members will have the opportunity to earn up to 12 hours of CDE at no charge by attending; great timing as the Missouri Dental Board’s reporting period is 11/30/14. Our Council on Scientific Sessions plans the Mid-Continent according to the needs and interests of all our attendees. This year we are offering hygienists an exclusive hands-on workshop, where multiple manufacturers will introduce new products and techniques. A similar workshop has been offered at past meetings to dental assistants and will continue this year. Also as part of these workshops, an orthopedic physical therapist will present information on quarter musculoskeletal disorders related specifically hygienists and assistants. Our Chair, Dr. Dean Telthorst, also wanted to offer something fun and outside the box during this year’s meeting, so we have planned a scotch tasting event. “Scotch 101: An Introduction to Single Malt Scotch” will be offered Thursday and Friday afternoons.

**ARCH:** What are some of the new changes to incorporate technology?
**LB:** For the first time, we are offering attendees a Mid-Continent Mobile App. Attendees will be able to immediately have access to information regarding the meeting via their smart phone, including speakers, lecture information, course handouts, CE certificates and much more! The mobile app will be able to answer questions attendees might have while wandering the exhibit floor. Are they looking for a specific booth? Want to see who’s speaking when and on what subject? Out-of-town attendees can easily locate their hotel information, a good lunch spot, and other nearby attractions. The app will be available for download four weeks prior to the Mid-Continent Dental Congress.

We are also excited to offer attendees computerized CE accreditation at this year’s meeting. Attendees will be provided a completion code at the conclusion of each course they attend. Kiosks will be located on-site in the Exhibit Hall; attendees just need to scan the bar code to receive CE credit. Certificates may be printed immediately or attendees can send to their email. Attendees will also have the capability to redeem credits at home online or even utilize the meeting app to receive their CE certificates. Please note, attendees will not receive CE credit for courses they’re not registered for.

**ARCH:** How does the Mid-Continent Dental Congress compare to other meetings in the region?
**LB:** I feel our Mid-Continent Dental Congress is a premier convention for the dental professionals in the region. Attendees will have the capability to redeem CE online, at home or even utilize the meeting app to receive their certificates.
dental meeting. Our exhibitors comment each year that the meeting gets better and better. I have compared registration and ticket fees for other meetings; we are definitely much more affordable. Dentists are able to bring their staff to the Mid-Continent Dental Congress without it costing them a fortune. Our Council works hard when planning to ensure a speaker line up that includes top clinicians who offer topics of interest for everyone. For our out of town attendees, the St. Charles Convention Center is easily accessible and a short distance from our airport.

ARCH: What are the highlights for this year’s meeting?
LB: Multiple hands-on workshops will be offered that will interest the dentist and entire team; from restorative, endodontics, and oral cancer detection to periodontal therapy. Each hands on workshop will be housed in a small and intimate setting, which will provide our instructors a greater ability to focus on each attendee’s specific needs.

We are excited to offer top notch courses and instructors again this year. For the specific needs of a new dentist, Dr. William van Dyk will lecture on quality in a difficult economy and the skills necessary to run a successful practice. New Dentists will also be interested in attending Dr. Mitchell Gardiner’s course on dental malpractice. For hygienists, Cynthia Fong will present “Ultrasonic Debridement and Instrumentation.” Dr. Harold Crossley will lecture on street drugs and Dr. Martin Nager will speak on periodontics. Dr. Raymond L. Bertolotti is also presenting a full day lecture on advancements in adhesive dentistry. This is just a glance at what we have to offer this year. Watch for your pre-registration in late July for full convention details.

ARCH: What is the most important thing for attendees to keep in mind when pre-registering?
LB: Each year, our attendance has grown in numbers. To manage our presentation room space and best accommodate our attendees, we have ticketed every course offered at the 2014 Mid-Continent. Free after registration courses will now be ticketed and as in years past, those courses with a fee will also be ticketed. In addition, you will not be able to receive a CE Certificate for a course you have not registered for. It is extremely important that attendees pre-register for courses they wish to attend. No admittance to any course will be permitted without a ticket.

ARCH: What improvements have been made this year to make parking easier for attendees?
LB: Since we are growing in attendance numbers each year, this year we will introduce additional parking options for attendees. A short distance from the convention center will be a parking lot available for attendees to use and a charter bus will be shuttling back and forth each day.

ARCH: How can attendees learn about specials being offered on the exhibit floor?
LB: Exhibitors offering show specials at the Mid-Continent will be listed on our website, mobile app and signage on site. In addition, prior to the meeting we email attendees a list of all exhibitor show specials so they may plan ahead. Announcements of show specials are made during each break and at lunch in the Exhibit Hall each day. We encourage each of our exhibitors to offer a show special during the event, and it is a great time to save money by shopping the Exhibit Hall!

ARCH: Why is it necessary for members to pre-register, even though registration is free?
LB: This year, all GSLDS and Affiliate Members receive free registration to attend the Mid-Continent Dental Congress, a new membership benefit. The new benefit will provide up 12+ CE credits to our members.....FREE! We anticipate a surge in our dentist attendance numbers by offering free registration to members. A close eye will be on room accommodations during pre-registration and on-site registration. Those who pre-register are more likely to be able to get into their desired courses. Some of our lectures are limited in room size and once full, you will not be able to attend. Each workshop is limited on the number of tickets we are able to sell. It is also important for members who plan on bringing their staff to the meeting, since staff fees are also higher on-site.
Meet Your New Colleagues

We would like to welcome all our new members. We are happy to have you as a member of organized dentistry. We would also like to thank all of our current members that have referred associates and colleagues to become members of the Greater St. Louis Dental Society.

Nari Cho
9979 Winghaven Blvd. Suite 202
O’Fallon, MO 63368
(636) 561-7072
Nari completed her dental degree from the University of Michigan in May of 2009. She enjoys music, cooking and travel.

Morgan Emery
2901 Dougherty Ferry Rd. Suite 400
St. Louis, MO 63122
(314) 821-7100
Morgan completed her DDS from the University of Missouri-Kansas City in June 2012. She practices in Kirkwood, MO.

Cheryl Harmon
3865 Mexico Rd.
St. Charles, MO 63303
(636) 447-4630
Cheryl completed her DDS from Howard University in 1989 and completed a GPR at Southern Illinois University in 1992. She lives in Fairview Heights, IL and enjoys volunteering, choir, gardening and exercise.

Sara Hunter
No office address
Sara graduated from Southern Illinois University School of Dental Medicine in 2012. She currently lives in Edwardsville, IL.

Kyle Palmer
16 Hampton Village Plz. Suite 229
St. Louis, MO 63109
(314) 353-1851
Kyle completed his DDS from the University of Missouri-Kansas City in 2012. He practices in south St. Louis.

Lynn Schmader
246 College
Bourbon, MO 65441
(636) 346-2752
Lynn earned her DDS from the University of Missouri Kansas City in 1991. She maintains a general practice in Bourbon, MO.

Collin Stutz
605 Old Ballas Rd.
St. Louis, MO 63141
(314) 993-5936
Collin completed his DDS from the University of Detroit Mercy in 2008. He earned his degree in Oral Surgery in 2014. He practices oral surgery in Creve Coeur and lives in south St. Louis County.

Nathan Williamson
Williamson Dental
606 S. Truman Ave.
Festus, MO 63028
(636) 937-3870
Nathan completed his DMD at Southern Illinois University in 2008. He enjoys sports, scuba, trivia, music and theater.

ROBERT S. CORNWELL
Robert S. Cornwell, orthodontist and retired life member, passed away on May 19. He was 83. He was a graduate of Westminster College in Fulton, Missouri. There he became a member of Sigma Alpha Epsilon fraternity. In 1956, Dr. Cornwell received his Doctor of Dental Surgery degree from St. Louis University. He was a member of Delta Sigma Delta dental fraternity. After a tour of duty with the Air Force, Captain Cornwell returned to St. Louis. He received his orthodontic training through a preceptorship with the Midwestern Society of Orthodontists. Dr. Cornwell practiced many years with Dr. John Gray as Northwest Orthodontics with offices in St. Ann and North St. Louis County. He retired in 2008. He is survived by his wife of 50 years, Nancy Clement Cornwell; son Jeffrey and daughter Rebecca Ann Cornwell Kaletka. He was a grandfather of seven.

DONALD E. GUTTING
Dr. Donald E. Gutting, retired Life Member, passed away on April 14. He received his Doctor of Dental Surgery degree from St. Louis University School of Dentistry in 1957. Dr. Gutting practiced in North St. Louis County until his retirement in June 2005. He is survived by his wife of 48 years, Margaret Miriam; his children Mary Matthews, Matt, Kieran, Tom, Paul, Jow, Brigid, Jhee and Caroline; and 19 grandchildren.

JERROLD “JERRY” SCHAFERS
Dr. Jerrold Schafers passed away on March 7. He graduated from the University of Missouri Kansas City School of Dentistry in 1978. He practiced dentistry for over 30 years in St. Louis. He was a dedicated outdoorsman who loved to fish and kayak to streams of the Missouri Ozarks. He was an avid volleyball player who played recreational volleyball until his death. He is survived by his wife, Susan and daughters Ashley and Allison Schafers, as well as many nieces and nephews.
Premier Dental Anesthesiology provides in-office dental anesthesia by board certified anesthesiologists.

Our mobile practice arrives at your office with the finest standard of anesthesia care, just as you'd expect from a hospital. We do our job so that you can do yours...safely.

We offer:
- Free certification course for your office
- Free registration/application with the Missouri Dental Board
- No cost to the dentist

We are EXCITED about the meetings we have had with dentists just starting practicing and those already practicing. They are surprised by our in-depth clinical knowledge and how far we have accelerated their practices. We adjust to YOUR practice needs and focus on YOUR goals, not ours. We are booking appointments now. Contact Angela Thomas athomas@bwtpcpa.com at 314.576.1350 to discuss your needs.
Where (in the world) Is It

Email your answer to nikki@gslsd.org. Those guessing correctly will be included in the next issue of The Dental Arch.

SO, WHERE WAS IT?
If you guessed Fourth Presbyterian Church, Chicago, Illinois, you were right! Guessing correctly was Dr. Dathu Doan.
Your presence is requested at the
Lumiere Place Theatre for a
Knight of Smiles Gala
Benefiting
Delta Dental Health Theatre
with a royal feast and “Dancing for Smiles” competition!

Saturday September 13, 2014 at 6:30 pm
999 North Second Street, Saint Louis, MO 63102
Cocktail or medieval attire is encouraged.
Vote for your favorite “Dancing for Smiles” Contestant at
www.ddhtstl.org
$195 per guest

Please call DDHT at 314-241-7391 with any
questions or for sponsorship opportunities.
Dentist Positions

PEDiatric Dentist: My Kid’s Dentist has an excellent opportunity for a pediatric dentist to work 2-3 days a week in our St. Louis office. We offer excellent income including a daily guarantee, comprehensive benefits and a great work/life balance, all in an environment in which you dictate the treatment plans. If you are a pediatric dentist looking for an exciting opportunity, My Kid’s Dentist is the place for you. Contact Ed at 949-842-7936 or e-mail your CV to looname@pacden.com. Please also visit our website at www.mykidsdentistonline.com for information and office locations. Job requirements: Dental degree from an accredited University and an active State Dental Board license. DDS/DMD. Oral Sedation license required.

ORal Surgeon: Pacific Dental Services (PDS) is looking for an oral surgeon to work 4 days a month in our new offices located throughout greater St. Louis. Oral Surgeons working in a PDS affiliated office have the luxury of focusing 100% of their time on patients knowing the office staff handles all of the non-clinical activities. If you like the idea of walking into an office where patient flow is steady and everything is in order, then Pacific Dental Services is likely the place for you. We offer excellent income, a comfortable environment and state-of-the-art facilities. Please contact Ed Loonam at 949-842-7936 for more information or send your CV to looname@pacden.com. Job requirements: Dental degree from an accredited University and an active State Dental Board license. DDS/DMD.

ASSOCIATE WANTED: Busy Chesterfield office seeking associate 1-2 days/week (Wednesdays and Thursdays). You will work with highly experienced professionals in a well-run, beautiful, contemporary office. Great location, close to Highway 40. Hygienists are all block anesthesia certified and assistants have expanded functions certificates. Saturdays are available if desired. Must have Missouri dental license, malpractice coverage and DEA license. Interested applicants please email jirdsa@aol.com.

GENERAL DENTIST: An established, rapidly growing, multi-doctor group practice is looking for a general dentist to replace an existing dentist who is moving back to his hometown. This locally owned and managed general and multi-specialty office is technologically savvy, using paperless records, digital radiographs, CBCT, lasers and intraoral cameras. This candidate must be an enthusiastic and able to radiate true quality in both clinical excellence, as well as, the very best customer service. These are the reasons for reputation, rapid growth and success. This doctor must be humble, gentle and polite. The atmosphere at this office is fast-paced and friendly, where inner-staff relationships and job satisfaction are very important to us. Our doctors enjoy practice-sponsored team building events and above average compensation. Benefits are excellent and include medical, dental, CE, 401K and schedule A expensing. Please forward resume to mhayward@theplazadentalgroup.com.

EXCITING OPPORTUNITIES FOR DENTISTS IN THE ST. LOUIS AREA: Help enhance the quality of life for children by providing a positive dental experience right in the school setting. Excellent compensation. Monday - Friday. No evenings or weekends. For more information or to apply www.smileprograms.com.

CHILDREN’S DENTAL THEATRE: Unique Opportunity. $5000.00 Signing Bonus. 1st Month Free Rent. $500.00 Minimum Per/Day Average Income Guaranteed. Facility Includes Equipment, Staff and Patients (Supplies and Instrument not Included). Must Be Missouri Licensed/Medicaid Provider-Payee. 2 Day Maximum Per/Week 1 Year Renewable Lease. Can Easily Earn Over $1000.00 Per/Day. Must See To Appreciate. Interested email childrensdentaltheatre@gmail.com.

FLORISSANT, MO: P/T- Temp Dentist: Flexible schedule and hours. 1-2 days/week. Dr. need be Medicaid provider or willing to be credentialed. Contact: Email montumak1@gmail.com.

CLASSIFIEDS
**DENTAL CLINIC:** Make a difference by giving just one day a month or every other month. Volunteer at the Optima Institute Outreach Dental clinic that serves Missouri’s neediest patients. It’s now open in Union but will expand to a St. Louis location this year. Dentists, assistants and hygienists needed. Volunteer at: contact@optimainstitute.org.

**NON-PROFIT COOPERATION SEEKING DENTISTS:** Non-profit corporation with two chartless and digital offices seeking Board-Certified Dentists as independent contractors with the possibility of employment. We specialize in pediatric care and are serving the needs of thousands of children in the St. Francois and Jefferson counties. We already have multiple providers in our two locations, yet are always looking to expand our family of care. Our pay is above the Missouri average, and we offer a very rewarding workplace. Call 855-944-KIDS (5437) or email scauley@upwardsmiles.com.

**PART-TIME DENTIST:** Dentists interested in Part-time work within the St. Louis County area who are willing to provide dental services to county residents in local health centers. Must hold a current Missouri license, DEA, BNDD, and malpractice insurance. If you are interested in the challenges and rewards of working in these health centers or would like more information please call 573-634-4006 or email ericag@accubiz.net. Interested applicants may send a CV to ericag@accubiz.net.

**SEEKING A DENTIST FOR THE “PERFECT” PRACTICE:** We are looking for a fun, quality minded dentist who enjoys his/her work, patients and staff. We feature the latest technology and a state-of-the-art facility. This is your opportunity to make exceptional income and work with experienced associates and specialists in a family oriented community. Contact Zach at zach@forumdental.com or 573-368-1423 for more information

**ASSOCIATE-TO-OWNER:** If being a long-term corporate or associate dentist is not a fit for you - consider our associate-to-owner vision for dentistry! We are looking for personable, dedicated dentists to join our team and let us help them build the practice of their dreams. Work as an associate in a state-of-the-art office, enhance your clinical and business skills, and ultimately own the practice you’ve worked hard to build. New graduates are welcome! We offer a competitive base salary plus collection bonus, 401 K, malpractice and health insurance. To learn more about this unique opportunity email davidcole@mytotalcaredental.com or call David at 314-704-2776 today!

**EXPERIENCED ORTHODONTIST AVAILABLE:** Experienced orthodontist available to work one day a week in either a pediatric or general dental practice. Email orthostl@gmail.com.

**ASSOCIATE WANTED:** We are looking for a dynamic & professional dentist to join our practice part-time with a possibility of full-time status. Our office has over 20 years experience serving North County & the Metro St. Louis area. We take pride in offering our patients all facets of dentistry using the latest advances in technology, within our state-of-the-art center. This position is for an Associate Dentist who has five (5) or more years experience, who is highly motivated to succeed & eager to help with the continuous growth of the practice. If you are looking for a challenging position with unlimited opportunities, we are interested in hearing from you. We offer competitive wages including a comprehensive benefits package which includes: Continuing education allowance - Medical Insurance - Life Insurance - Disability - Dental Care benefits - Simple IRA. Must be licensed in the state of Missouri & have current DEA license. Please email your resume to office@drnorouzi.com

**LOOKING FOR AN ENDODONTIST:** Looking for a doctor with a passion for Endo. 1 Day a week, 30% of production, estimated daily production 7 - 10,000. To discuss email curt.rosinski@gmail.com.

**ARE YOU TIRED OF BEING A “JUNIOR ASSOCIATE” OR “INDEPENDENT CONTRACTOR”: with no opportunity for ownership? Are you interested in a long-term equality association? Do you have the temperament required in a partnership? Long established St. Louis County general practice, providing complete family dentistry is seeking such a person. Reply to gslds@gslds.org. Include Box #03 in subject line.

**ASSOCIATE:** Great Opportunity to Associate in an established practice with early buy in option. Practice is 41 years old. Operates 5 days per week, Monday through Friday. Last three associates have all netted six figures in under 32 hours per week. One hygienist, four operators, Kodak digital X-ray, great staff. Owner works 12-16 hours per week. Willing to mentor a mature individual with good work ethic, self motivation and integrity. Send CV with references to miller.reid.dmd@gmail.com.

**ASSOCIATE TO OWN THEIR OWN PRACTICE:** Current opportunities in St. Louis and outer areas for dental associates to own their own practice. Opportunity to work with experienced dental consultant and practice owner who works with limited amount of dentists to acquire personal ownership of a private practices. Proven track record. Send resume to Human Resources, 10128 Shapfield Lane, St. Louis MO 63123 or email sheilaj@kingstondental.us.
PART TIME ASSOCIATE: needed for busy North County practice. Skills are required in all phases of General Dentistry. Contact 636-397-8800

GENERAL DENTIST: Are you intrigued by technological advancements in dentistry, clinical autonomy and the ability to maintain a work-life balance while having a successful practice? If so, we may have an opportunity for you. Drs. Alex Sharifian and Bryan Watanabe are currently seeking new and experienced dentists for their new practices in the St. Louis Metro Area (O'Fallon, Arnold, Mehlville, Francis Park). These opportunities allow for: Access to a fully-digitized practice equipped with; SIROlaser, Cerec CAD/CAM and integrated specialists. Ability to achieve ownership in a timely manner without all of the burdens of operating and growing a successful practice. Maximization of individual and professional potential. Ideal candidates will possess: DDS/DMD from an accredited University and active State Dental Board licensure. A strong sense of ethics and self, acting with integrity. Willingness to be mentored, coached and trained by fellow clinicians. If you are interested in learning more about these opportunities, please send your CV to Amie at parttimedr@yahoo.com

DENTAL ASSOCIATES: are currently seeking for their new practices in the St. Louis Metro Area (O’Fallon, Arnold, Mehlville, Francis Park). These opportunities allow for: Access to a fully-digitized practice equipped with; SIROlaser, Cerec CAD/CAM and integrated specialists. Ability to achieve ownership in a timely manner without all of the burdens of operating and growing a successful practice. Maximization of individual and professional potential. Ideal candidates will possess: DDS/DMD from an accredited University and active State Dental Board licensure. A strong sense of ethics and self, acting with integrity. Willingness to be mentored, coached and trained by fellow clinicians. If you are interested in learning more about these opportunities, please send your CV to Amie at parttimedr@yahoo.com

DENTAL ASSISTANT POSITIONS: Crider Health Center is a Community Health Center serving the mental, physical, and dental health needs of citizens of Franklin, Lincoln, St. Charles, and Warren Counties. We currently have openings for Dental Assistants in our Wentzville and Union clinics. We offer flexible schedules and benefits. Full job descriptions can be seen at www.cridercenter.org/careers/join-our-team. We welcome inquiries from qualified individuals who want to be part of a team of hardworking, dedicated and compassionate employees whose work helps us aspire to our vision of full, healthy, productive lives for everyone. Crider Health Center welcomes all people regardless of race, age, gender, religion, education, nationality, ethnicity, family circumstance, marital status, veteran status, sexual orientation, gender identity and expression, and physical or mental ability. Crider Health Center is an Equal Opportunity/Affirmative Action Employer and an E-Verify participant.

PART TIME ASSISTANT: available for busy private general practice. Contact Blueline9@aol.com for more information or call 636-527-4442.

STAFF WANTED: Office Administrator - Looking for articulate, organized, friendly team oriented professional, experienced Dentrix office manager that understands dental terminology. Dental Assistant - Busy office seeks articulate, friendly experienced with dentrix and dexis programs to assist General Dentist, Oral Surgeon and/or Endodontist. Must be a team player. Reply to gslds@gslds.org. Include Box #05 in subject line.

NEED A TEMPORARY HYGIENIST? TEMP ME: (Vacation, Day Off, Maternity or Sick Leave) Kathi Modica Schreiber, RDH (314) 984-0527.

DENTAL RECRUITERS, INC.: offers “Direct Hire” (permanent placement) for Dentists, Dental Specialists and support staff. Contact by: Phone 314-413-6043, e-mail scott@dentalrecruitersinc.com or website www.dentalrecruitersinc.com.

Practice Opportunities

ARE YOU TIRED OF BEING AN ASSOCIATE: You could take the next step by owning this dental practice. Located in the City of St. Charles, on track to gross $140L on a 2-day week. Currently referring out molar endo, ortho, impacted third molar extraction, perio surgery, and implant placement. Lots of potential for future growth. Perfect for start-up/satellite/merger. Costs less to acquire than starting from scratch. About 700 active patients. Gendex direct digital pan. Name brand equipment in 2 ops, plumbed for 2 more. Asking $119K. Negotiable. Contact STLDDS@HOTMAIL.COM.

FOR LEASE: St. Charles County, Dierbergs 94 Crossing (94 & Mid Rivers Drive) 1600sf dental office available for lease. Completely plumbed & built out for a 4 operatory practice. In excellent condition, ready to receive FF&E (furniture, fixtures & equipment. Contact: Matt Pross, Capitol Land Company, 314-941-8900 (cell), mp@caplaco.com.

FOR SALE OR LEASE: Dental office with three ops and room to expand located in a high traffic area of Jefferson County Mo. Call ED (636) 433-2288.
FREE OFFICE SPACE FOR PEDIATRIC DENTIST OR GENERAL DENTIST: An opportunity that you do not want to miss. This new, geographically free standing building located on Mexico Rd. between Highway K and Brian Rd. 2600 or 2750 sq. ft. Property details: Building and monument sign, 10’ ceiling heights, easy access to Highway K, Highway 70, Highway 40. Great visibility and full access to Mexico Rd. Open floor plans that can be tailored to fit specific needs. Call 314-267-6554.

GUY JAFFE IS THE ONLY ST. LOUIS MEMBER OF AMERICAN DENTAL SALES(ADS): If you are considering purchasing or selling a practice in the St. Louis area, please call Guy Jaffe at (314) 997-0535 or guy@adsmidwest.com. PRACTICE OPPORTUNITIES: BELLEVILLE - Guy Jaffe is the only St. Louis member of American Dental Sales (ADS). If you are considering purchasing or selling a practice in the St. Louis area, please call Guy Jaffe at (314) 997-0535 or guy@adsmidwest.com NEAR BELLEVILLE, IL - This is a highly profitable office with very low overhead and a lot of room for expansion. Refers out most endo, oral surgery, perio and pedo. Has 2000 active patients. Does not advertise. Works four days per week, Monday through Thursday, FAIRVIEW HEIGHTS, IL - The practice has a Dentrix software system and uses both digital and analogue x-rays. There are four treatment rooms. Our long established practice has treated generations of families for more than 35 years. FENTON - Five operatory rooms with lots of windows. New equipment plus Dentrix. Busy street. NEAR HOUSE SPRINGS - off Highway 30 (Gravois) - Grossing $500,000 in four modern operatories with digital x-rays. Hygienist, office manager, and assistant. O’FALLON, MO - Dentist producing $300,000 in four treatment rooms while referring out all endo and oral surgery. About 100 cleanings per month. Excellent location and dentist owns the real estate. SOUTH ST. LOUIS - Long-term dentist retiring in south St. Louis city. He owns a three treatment room building on major south St. Louis thoroughfare. Large patient base. Staff of two. ST. PETERS - Practiced grosses $470,000 in 1800 square feet with three operatories in a one story complex. Active patients number 1300-1400. Perio, implants, ortho and most endo and surgery are referred out. Carestream Dental Management Program and Trophy Digital x-rays. ST. PETERS - Grossing $1,700,000 in 10 treatment rooms. Two full-time hygienists with over 300 recalls per month. Ideal for two doctors, husband and wife dentists, or high-energy solo practitioner. Over 4000 active patients. SUNSET HILLS - Grossing $300,000. Staff includes long-time hygienist and assistant. IDEAL FOR A MERGER. WEBSTER/SHREWSBURY - Grossing $500,000 in four operatories with a four-day week. High traffic location. Strong hygiene and recare system. Digital sensors and panoramic. Completely paperless and chartless. If you would like to view any of the above practice opportunities, please call: Guy at ADS Midwest (314) 997-0535 or guy@adsmidwest.com.

DENTAL PRACTICE WANTED: Experienced general dentist is looking to buy a practice in West County or South County. Please contact me at morelridgetop@outlook.com.

PARAGON DENTAL PRACTICE TRANSITIONS: - Discover the PARAGON difference - Our dual representation policy guarantees all parties emerge as winners. NEW - WEST CENTRAL IL - 3 ops, $474K gross collections on 3 day work week, mostly FFS, good growth potential without the hassles and competition of big city living/practice. Real estate also available. This is a must see. COMING SOON - WESTERN IL - All FFS practice, $537K gross collections, modern office, digital, great cash flow! Don’t delay on this one. FLORISSANT/general dental practice - SOLD, WILDWOOD, MO - general dental office-SOLD, ST CHARLES - general dental practice - UNDER CONTRACT, JEFFERSON COUNTY - general dental practice - UNDER CONTRACT. Call Bill Otten or Kim Rey at (636) 391-4844 if you want to be notified when it comes on the market- this practice will go fast.

PRACTICE TRANSITIONS: AFTCO is the oldest and largest dental practice transition consulting firm in the United States and we are seeking enthusiastic dental professionals who are looking for an exciting and rewarding new career in the dental practice transition business in St. Louis. Join our network of experienced, skilled consultants (dentists and non-dentists) who would love to share their knowledge and insight with you. Call AFTCO at 800.232.3826 or email careers@aftco.net.

WANTED TO PURCHASE: Dental practice along I-44 between St. Louis and Tulsa. Any size or equipment. Current owner may continue working if they desire. Contact Zach at zach@forumdental.com.

OTTEN-REY DENTAL SALES: OTTEN-REY DENTAL SALES: ST. LOUIS COUNTY-long established general dental practice grossing 2.5 million, 8 ops in spacious stand alone building, amazing cash flow for someone willing to work hard. STE. GENEVIEVE, MO - general dental practice grossing $320,000 per year, 3 ops in 1550 sq ft. office. Dentrix, participates in Delta Dental and BC/BS, attractively priced, owner retiring. JEFFERSON COUNTY - modern office in stand alone dental building, practice grossing approx. $400,000, 5 ops equipped, 1 plumbed, owner retiring.EUREKA-PACIFIC AREA- general dental practice- great startup or second office- UNDER CONTRACT, KIRKPWOOD - general dental practice-SOLD, FLORISSANT - general dental practice - SOLD, WILDWOOD, MO - general dental office-SOLD, ST CHARLES - general dental practice - UNDER CONTRACT. JEFFERSON COUNTY - general dental practice - UNDER CONTRACT. Call Bill Otten or Kim Rey at (636) 391-4844 if you want to be notified when it comes on the market- this practice will go fast.

PLACING A CLASSIFIED: Classified advertisements run in our The Dental Arch publication and online at www.gslds.org. To place an ad with us, please email or fax the ad as you would like it to read, to nikki@gslds.org or 314-569-0448.
Equipment For Sale/Miscellaneous

SEEKING STUDY CLUB: Seeking study club for Softdent and Kodak Imaging users. If interested please email rdstl@rigdendental.com. Open to meetings, phone calls, or emails. Seeking to share ideas and brainstorm problem solving. Any area welcome to join.

FOR SALE: Phillips Oralix Pan DC:III. Good working order. $350.00 or best offer. 450 N. Lindbergh, suite 100, Creve Coeur, MO 63141. Call (314)991-1400 Ask for Kayla

FOR SALE: HoyaConBio Versawave hard/soft tissue laser hardly used, works great on both hard and soft tissue, use for pedo, restorative, cosmetic, impressions, Cerec, ETC. Purchased 2005, like new. $9500 OBO. 314-750-6082

FOR SALE: Complete functioning crown and bridge lab equipment for sale, casting machine, porcelain furnaces, handpieces, model trimmers, lathes, etc: $4,500. Office 573-885-2142, cell 573-259-3793. Inventory list available.

FOR SALE: Sybron Endo Digital Apex ID Locator for sale. Brand new in the box with tips and instructions. Never been used. $450 Contact Jeannie at Ballwin Dental Care 636-227-2552.

FOR SALE: Very good Pano for sale.398 Pans. Cost $4000.00. It will cost 13,000.00 to covert to digital. Brand new digital from Panaramic Corp. will be 23,000.00. You save $6000.00, and Panaromic Corp will do the change for you. Contact Dr. Mark Aylward at 314-991-2950 and leave a message. Save money, this is a good deal.

SELLING KERR CONTOUR AMALGAM CAPSULES: Fast set, dispersed phase. 1500 triple spill and 1500 double spill capsules selling for 50% below catalog price. STOCK UP NOW! Contact Doctor at (636) 671-9000.

NEW THIS YEAR! Get the free Mid-Continent Meeting App! Attendees will be able to immediately have access to information regarding the meeting via their smart phone.

GET THE APP available 4 weeks prior to MCDC

MID-CONTINENT

• Local information  • FAQs
• Speaker Profiles  • Attendee Itinerary
• Show Specials  • Handouts

THE PARAGON DIFFERENCE

After handling thousands of transactions over the past two decades, PARAGON consultants know that no two clients and no two transactions are the same.

A practice transition is a very personal event that requires very special attention. Nothing is taken for granted. We customize every single transaction to satisfy the needs and goals of our clients. We handle each transaction as if we are the client. This is just one of the many reasons why PARAGON is so unique.

Judge for yourself! Call us for a complimentary consultation. No obligation… just a very worthwhile education!

Sign up for our free newsletter at paragon.us.com

Your local PARAGON practice transition consultant is Stephanie Houseman, D.M.D. Contact her at 314.283.3480 or stephanie@paragon.us.com
Now Available From Verch Dental Ceramics

"EMERGENCE"
Custom Titanium Abutment plus Noble Alloy PFM Crown

Only $449*
You Save $71.00•

Sale Price Includes:
• Free Pickup and Delivery
• Implant modelwork, Soft tissue, Implant labor
• CAD custom designed abutment
• Noble PFM crown and alloy

We make it Fast and Easy to “treatment plan” your patients with our FIXED FEE approach to implant restoration and our CUSTOM ABUTMENT is far superior to a stock version.

Verch Dental Ceramics

Call us to discuss the available systems 636-227-0186

* Prices subject to change without notice. Not all implant systems are available. Restrictions apply.