



THE HANDPIECE

Q2
2018

The Newsletter of the Lancaster County Dental Society

www.lancastercountydentalsociety.org



THE PRESIDENT'S MESSAGE

IN THE SPOTLIGHT

april 27-28, 2018

PENNSYLVANIA DENTAL ASSOCIATION
Meeting and 150th Anniversary
Hotel Hershey, PA.

may 11, 2018

Day with DENT&PLY-SIRONA
Practice Excellence Series
Lancaster Marriott at Penn Square
Registration - 7:15AM

Lou Graham, DDS

Advanced Concepts in Restorative
Direct and Indirect Dentistry

Lori Trost, DMD

Streamlining Posterior Composite
Placement for the Busy Practice

Theresa Johnson

From Risk to Results: Periodontal
Instrumentation for the
Advanced Practitioner
Managing Dentinal Hypersensitivity:
A Continuous Care Strategy

Amy Kirsch

Jump Start Your Practice

LCDS Social Event

Installation of Officers
Appetizers • Drinks • Fun

may 15-17, 2018

MOM-N-PA
Santander Arena - Reading, PA

june 15, 2018

Deadline for article submission
for next Handpiece

Please e-mail to
lcdentalsociety@gmail.com
or call Bridgette
TELEPHONE : 717-606-6534

Our hero had just thrown the Iron Sheik into a cradle and the referee slid down onto the mat to start the count, One...Two...I'm sorry I keep slipping back into my teenage dreams of a professional wrestling career.

Have you ever heard the statement, "You get out of something what you put into it?" I know I have, and thanks to my parents, it was on more than one occasion that I had the opportunity to hear it. When I came to Lancaster I was fortunate to meet Dr. Besterman, join his practice and eventually take over. This was one of those moments my parents had so often referred to when they said those famous words. I had a great foundation set out for me but I was going to have put a lot of work into it to get what I hoped to achieve.

I think the same holds true for the Lancaster County Dental Society. The executive board has been putting a lot of work into our continuing education programs, social events and community outreach activities. I know that I personally have gotten a lot out of what I have put into the dental society: great tips and tricks that I have been able to use in my practice, professional recognition from colleagues for serving on the executive board, and most of all lots of laughs and good times at our social activities.

As I step away from the executive board I put it to you – what have you put into the Lancaster County Dental

Society? Have you checked out any of the CE events? Have you picked up any tips or tricks from a colleague? And, have you invited a colleague to attend a social event with you? If you have, thanks for being a part of our tag team.

If you haven't, then ask yourself - what am I waiting for? What have you got to lose? Our CE is affordable, our social events are fun, and you may just pick up a tip or two. So consider this your "tag" to step into the ring.

...Three, the ref's arm came down again ending the contest, your winner and New Heavyweight Champion...Hey, a guy can still dream can't he?

Respectfully,

Todd "Jawbreaker" Grambau, DMD
Soon-to-be-Past President, LCDS

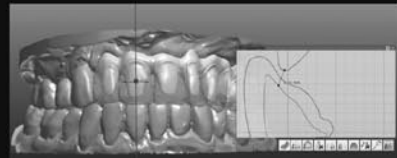
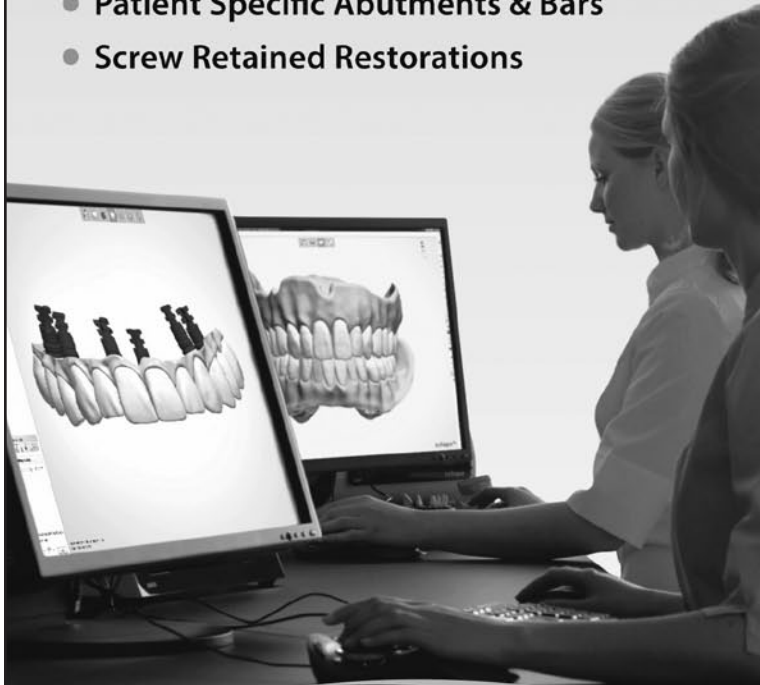
(Our next big wrestling match, I mean... LCDS event will be our Day with Dentsply on Friday May 11th, at the Penn Square Marriott, following that evening: Installation of New LCDS Officers, immediately after: Happy Hour reception, spouses and staff welcome.)



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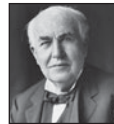
CHAIRSIDE CHATTER

thoughts to ponder:

"In politics, if you want anything said, ask a man.
If you want anything done, ask a woman." Margaret Thatcher



"Opportunity is missed by most people because it
is dressed in overalls and looks like work." Thomas Edison



**Volunteer dentists
providing a "Dental Home"
for low-income uninsured
patients.**

"Do your little bit of good where you are; it's those little bits of good put together that overwhelm the world" Desmond Tutu

DALCO Steering Committee Updates

The DALCO steering committee recently met to brainstorm opportunities to increase access to a "dental home" for low income uninsured residents in Lancaster County. DALCO dentists have provided more than 1.2 million dollars in donated dental care! There are 83 practices providing a dental home to 247 people. Participants in DALCO are required to submit an application and documentation of income to DALCO staff annually. Participants who no longer meet the income levels or who have received dental insurance are removed from the program. Although we have practices across the county, transportation is often a barrier to accessing dental appointments. We are investigating options to help remove transportation barriers.

I will be sending DALCO practices a list of current participants assigned to practices in an effort to gauge how often they are accessing services. We will be encouraging current DALCO participants to make sure they are scheduling visits to ensure good oral health. Participants can determine if they wish to follow the guidelines and stay with the program or be removed. This could open up access for participants on the waiting list at practices that are full. We hope that practices will maintain the current number of DALCO participants and would be thrilled if any want to expand! Look for a letter and more information soon!

Please contact me with any questions or concerns you have regarding our program!

Christine Eyer
(717)544-3279
caeyer@lghealth.org



**LANCASTER COUNTY
CAREER & TECHNOLOGY CENTER**

LCCTC students are getting finished with their pre-clinical practice in preparation for clinical rotations in their volunteer dental offices. Thanks to all of you who participate in the externships during April and May. I have been busy trying to coordinate students with offices and appreciates all who have assisted in this process.

Not all students will be going out on rotation due to various issues or continuing education career plans. Those students remaining at the school will help in our dental clinic with Dr. Kelly and the LGH residents so that they may be better prepared for the dental workforce.

Most of the students are currently in the process of taking their DANB radiology certification test required by Pennsylvania for taking dental radiographs.

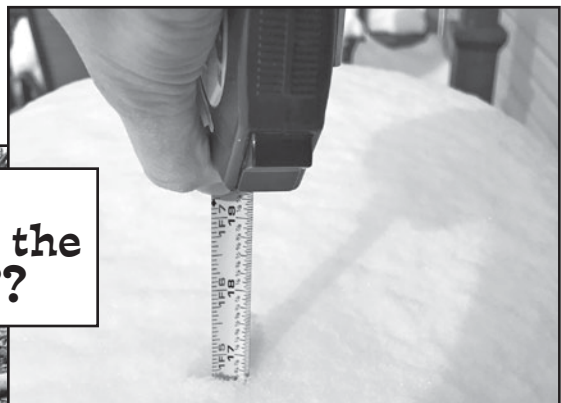
It has been a busy year with the CTC Dental Clinic and proposed dental hygiene program. We have met with the Pennsylvania Department of Education and CODA- Council on Dental Accreditation and our tentative start date is Fall 2019. Information on the hygiene program may be obtained by calling the Adult Ed Dept at the CTC.

If you desire to participate in providing valuable input into the Dental Assisting Program or the Dental Hygiene Program at the CTC, consider becoming an Occupational Advisory Committee member by calling 717-464-7050 x 7091. New members and new ideas are always welcome. Have a great summer!

Kay Hudak
Dental Assisting Instructor



**MARCH 21, 2018
Is this the new "norm" for the
First Day of Spring ???**



LCDS Bulletin Board

Info of interest to the LCDS community



PRACTICE TRANSITIONS - We specialize in Dental Practice Sales, Appraisals and Partnership Arrangements. Ask about our free guides for Sellers or Buyers. Contact Philip Cooper, DMD, MBA, American Practice Consultants, 800-400-8550 or cooper@ameriprac.com.

SERVICES OFFERED - Dr. Phil Blanck is available to check hygiene patients for offices any day except Friday. Dr. Blanck is licensed and fully insured. Please text 717.725.3753 or email fillblanck@hotmail.com, if you are in need of hygiene coverage.

SEEKING EQUIPMENT - LCCTC Dental Clinic is looking for a Scanex processor and a conventional x-ray unit. If you or anyone you know might have one or both that is no longer in use, please contact Kay Hudak at khudak@lancasterctc.edu. Thank you!



Key Elements to Selling a Practice

Philip A Cooper, D.M.D., M.B.A.

Selling a dental practice is an involved process. There are many steps and issues which have to be dealt with. Knowing what they are and how to manage them will help ensure a successful transition. The following is a brief discussion of key elements which are essential in all transactions.

Timing - The first question I usually ask sellers is when do they want to sell. The length of time until that point will help determine what type of transition is appropriate. If they want to be out in a year or two, then an outright sale is usually the method of choice. If they intend to work three or more years, then a partnership or delayed sale might be appropriate. Most importantly, dentists should not enter into any type of transaction before they are ready.

Planning - There are two important questions dentists need to consider. First, are they financially able to sell? A thorough discussion with a financial advisor is critical since after a sale, the practice income will end. Second, what will they do once they sell? Having a plan for their newfound free time (assuming retirement) is important.

Proper Pricing - A practice should be valued by someone who is familiar with the dental market. This could be an accountant, broker or consultant. Fair market value can be a range depending on various issues. You want to make sure that the price is not more than what the market will likely pay; otherwise, you might lessen the chances of a successful transaction.

Team - A seller should have a team to assist in getting a practice sold. An accountant plays a key role in evaluating the tax implications. An attorney is necessary to prepare the appropriate documents and advise on the legal issues. A broker is usually the quarterback of the team and is involved from start to finish in all the steps. Make sure you know what each advisor does, how they are paid, what type of contractual arrangements they require and be sure to request references.

Marketing - There are many ways to find buyers. If you are using a broker, that person should have an extensive database of prospects. Today, most buyers do their primary searching on the Internet. They will also ask their colleagues for recommendations. All prospects

should be required to provide background information as well as sign confidentiality agreements.

Practice Information - An information packet should be prepared. This should include a practice profile, tax returns, computer reports, staff information, fee schedule, equipment list, office photos and other items which are important to buyers. The packet can be a hard copy which can be mailed to prospects, or in digital format which can be emailed. A well prepared packet will not only answer many buyer questions, but can also give a good impression of the practice.

Key Business Points - In all practice transitions, there are certain key points which must be agreed upon: price, terms and transition. If the seller owns the real estate, then the rent or purchase price is another point. If the transaction is a buy-in, how the income will be split is a critical point. Unless these key points can be agreed upon, the transaction should not yet be presented to the attorneys. If the attorneys get involved too soon, they tend to bring in various issues which while important, are not relevant in most cases unless the key business issues can be agreed upon.

The stages of transactions include finding the buyer, negotiating the transaction, documentation, settlement and transition. The big unknown is how long it will take to find the buyer. Negotiation and documentation typically takes two to three months. The transition can occur quickly (a matter of weeks) or can even take years. Most importantly, it takes motivated parties to reach a successful outcome.

Dr. Cooper owns American Practice Consultants, a dental transition firm covering New Jersey and Eastern Pennsylvania. He is a member of ADS Transitions and has been assisting dentists for over 32 years. He can be reached at cooper@ameriprac.com or 800-400-8550. Reprinted with permission from October 2011 Dental Economics magazine.



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LANCASTER COUNTY CAREER & TECHNOLOGY CENTER

Kay Hudak SETS sail FOR New ADVENTURES



After 28 years of teaching the Dental Assisting Program at the Lancaster Co. CTC, I have turned in my retirement papers effective at the end of this school year.

This decision was bitter sweet but one that will allow me to travel and pursue other interests that I have been looking forward to.

It has been an honor and privilege to work with each of you during these past years. Some have served on my Occupational Advisory Committee, others have acted as judges for NOCTI testing and Skills USA and others have been there to encourage and support me in numerous other capacities. It has been an incredible journey and one that I will always treasure.

I am very proud that I had the opportunity to positively influence the dental community in Lancaster County and hope that my legacy remains within the incredible dental assistants that have graduated from the LCCTC.

I trust that you will embrace the new instructor, as you did me, and continue to work for the betterment of the dental assisting profession here in Lancaster.

Thank you for the opportunity to work with you these last 28 years and for your friendship, support and encouragement along the way.

Best Regards,
Kay Hudak

FROM THE LANCASTER COUNTY DENTAL SOCIETY . . .

"On behalf of the Lancaster County Dental Society, we would like to congratulate Kay on her retirement. We are honored to have worked with her for so many years. We wish her all the best!"



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FOR YOUR DENTAL TEAM



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Our EFDA program attracts career-minded students who want to take their dental assistant training to the next level. Our graduates are trained to:

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- Apply bases and liners

Designed according to the PA State Board of Dentistry's EFDA guidelines, our program includes 15 weeks of classroom/clinic instruction (2 nights per week) and a maximum 15-week clinical externship. Students must have one year of experience as a dental assistant and be CPR and Dental Radiology certified.

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Forbes  2017 TOP 30 TRADE SCHOOLS

2018

Alliance Poster Contest for Children's Dental Health Month

"Brush your teeth with fluoride toothpaste and
clean between your teeth for a healthy smile."

And the winners are:

Ages 5,6,7

1st Place: Liam Goddard, patient of Dr. Jeff Eby

2nd Place: Sammy Duong, patient of Dr. Pete Ross

3rd Place: Maya Kac, patient of Dr. Todd Grambau

Ages 8,9,10

1st Place: Carson Keller, patient of Dr. Aaron Miller

2nd Place: Nathaniel Frey, patient of Dr. Rama Seelam

3rd Place: Collin Bube, patient of Dr. Vanessa Matos

Ages 11,12,13

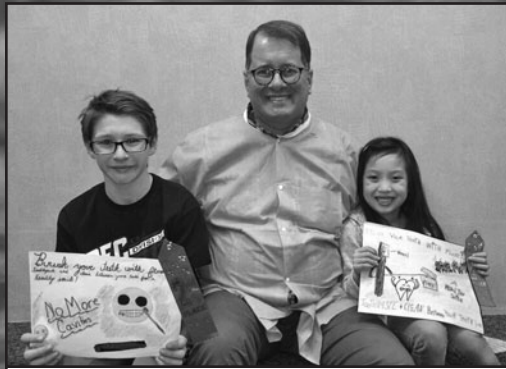
1st Place: Ali Bube, patient of Dr. Vanessa Matos

2nd Place: Rhys Craven, patient of Dr. Pete Ross

3rd Place: Sachi Singh, patient of Dr. Rashi Majithia



Ages 5, 6, 7
1st Place: Liam Goddard
with Dr. Jeff Eby



Ages 11, 12, 13 2nd Place: Rhys Craven
Ages 5, 6, 7 2nd Place: Sammy Duong
with Dr. Pete Ross



Ages 5, 6, 7
3rd Place: Maya Kac
with Dr. Todd Grambau



Ages 8, 9, 10
1st Place: Carson Keller
with Dr. Aaron Miller



Ages 8, 9, 10
2nd Place: Nathaniel Frey
with Dr. Rama Seelam



Ages 11, 12, 13
3rd Place: Sachi Singh
with Dr. Rashi Majithia



Ages 8, 9, 10 3rd Place: Collin Bube
Ages 11, 12, 13 1st Place: Ali Bube
with Dr. Vanessa Matos

Pennsylvania's Dental Meeting April 27-28, 2018

The Hotel Hershey®



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The Hotel Hershey®, a Forbes Four-Star and AAA Four-Diamond property, offering guests the opportunity to enjoy:

- ★ Access to exclusive golf courses
- ★ *The Spa At The Hotel Hershey*®
- ★ Hershey Gardens
- ★ Tanger Outlets
- ★ ZooAmerica North American Wildlife Park
- ★ Hershey's Chocolate World
- ★ Tröegs Brewing Company
- ★ Antique Automobile Club of America Museum

Continuing Education

Valuable sessions for you and your dental team including courses to fulfill your CE requirements for license renewal in 2019:

- ★ OSHA and infection control
- ★ Child abuse recognition & reporting (Act 31)
- ★ A team approach to record keeping
- ★ Pain management, identification of addiction or the practices of prescribing/dispensing opioids (Act 124 of 2016)
- ★ Anesthesia update
- ★ Understanding the current state of dentistry to create and maintain long-term success

Social Events

Friday, April 27

- ★ Welcome Reception 6:00 p.m.
- ★ Champagne Luncheon & Cooking Demonstration 1:00 p.m.

Saturday, April 28

- ★ Trolley Tour of Hershey 1:30 p.m.
- ★ 150th Anniversary Gala 7:00 p.m.



Register today!

www.padental.org/PDM



CHI St. Joseph Children's Health

OUR GOAL: To assure every child in the Lancaster Community, regardless of their socio-economic or insurance status, has access to high-quality, compassionate and supportive dental care.



Often referred to as the silent epidemic, childhood cavities are the number one chronic disease impacting the health and well-being of children throughout the United States. In the Lancaster community, over 19,000 children have not seen a dentist in their lifetime. Many more are not completing dental visits with the frequency at which care is recommended. For some the barriers are financial, for others it's the limited number of providers accepting their insurance or simply the hours during which care may be provided.

TRIVIA CORNER

In which hand is the Statue of Liberty's torch ?

On which side of a man's shirt are the buttons ?

How many curves are there on a regular paper clip ?

Does a Merry-go-Round turn clockwise or counter-clockwise ?

Is there a red stripe or a white stripe at the top of the United States flag ?

Answers to 1st Quarter 2018 "Handpiece" Trivia Corner

About one in every 4 million lobsters is born with a rare genetic defect. What does the defect cause ? Turns it blue

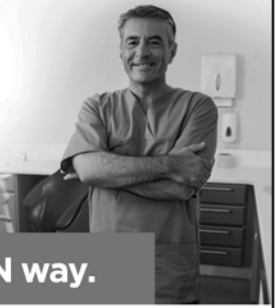
For over 20 years, which character was not featured in Flintstone vitamins ? Betty

In the movie, "The Lion King", what was Simba's father's name ? Mufasa

Only one McDonald's in the world has turquoise arches instead of yellow ones. Where is it and why ? Sedona, Arizona, officials thought the yellow would look bad with the natural red rock of the city.

Which US state can be typed on one row of a keyboard ? Alaska

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LCDS is "seeking" dentists and hygienists who would like to provide temporary services for Lancaster County practices. The LCDS is compiling a list of dentists to serve as Locum Tenens and hygienists who are looking to provide temporary services to our members. We will provide this list to members as they are requested. If you are interested in being added to our database, please email us contact information and availability at lcdentalsociety@gmail.com. Thank you!

ASSOCIATE DEGREE IN DENTAL HYGIENE

Lancaster County Career and Technical Center is in process of CODA accreditation for initiating an Associate Degree Dental Hygiene Program at the Willow Street campus. Third party comments are requested pertaining to the standards for the program or policies and procedures used in the CODA commission's accreditation process prior to September 15, 2017.

A copy of the appropriate accreditation standards and/or the Commission's policy on third-party comments may be obtained by contacting the Commission at 211 East Chicago Avenue, Chicago, IL 60611, or by calling 1-800-621-8099, extension 4653. All comments submitted must pertain only to the standards relative to the particular program being reviewed or policies and procedures used in the accreditation process.



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Providing health care through
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Water Street Health Services would like to invite you to our Top Chef Dinner event held at the Lancaster County Country Club on April 20th at 6 PM. The dinner auction is one of our largest fund raising events for the people we serve in our dental and medical clinics. Please register online at www.wsm.org Click on events and then click on Top Chef Dinner Auction. We look forward to seeing you there.

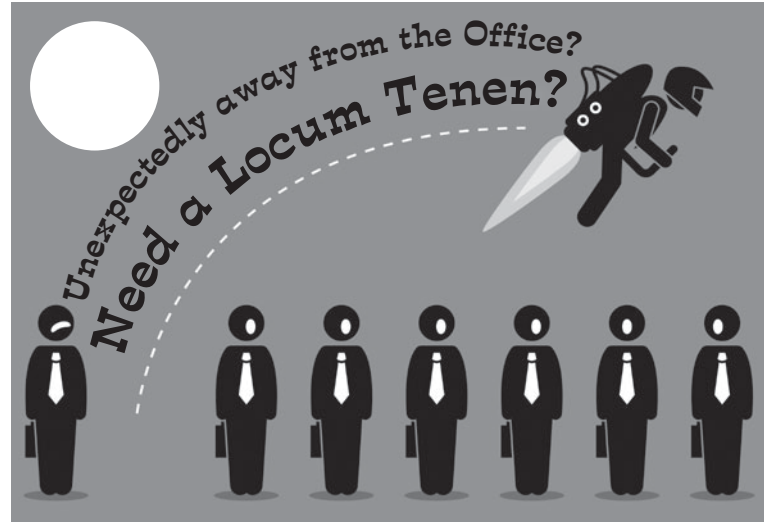
Thank you to the Dental Alliance for the generous donation to our clinic and also toothbrushes, toothpastes, rinses and floss. Thank you to Dr. Peter Ross and the Dental Society for allowing Dr. Lydia Baird and myself to speak in January at the CE event. Thank you to Dentsply/Sirona and Henry Schein Companies for their generous donations.

Sealant Saturday was held on February 24th, which we treated 16 children and placed 95 sealants. We want to thank Dr. Lydia Baird our staff dentist and Dr. McAllister Castelaz, our LGH resident, Karen Sherwood, Donna Schoenecker, Cee Lo RDH's and Dodi Conrad, EFDA and YTI instructor Nicole Kilgore and YTI DA students and our WSHS staff. It took this amazing team to make this such a successful day for these children.

We also are looking for YOU and your amazing dental teams to come and serve with us for 4 hours 1 time a year. We do all the planning and you and your team come and provide the dentistry. If you are interested in hearing more about our clinic please contact Tina at tnissly@wsm.org or call 717-917-6743 to schedule. I would enjoy sharing with you and your team lunch and how to volunteer with us.

Our prayer is that you and your families have a very blessed Springtime as we look forward to new beginnings!

In Jesus Love,
Tina Nissly, RDH
Director of Dental Services



Are you planning a vacation or will you be unexpectedly away from the office? Do you need someone to see your patients in your absence? If so, call or email us at 717-606-6534 or lcdentalsociety@gmail.com. We may be able to help connect you with a Locum Tenen. We have compiled a list of members who are willing to fill in for other members temporarily if you need coverage.



Lancaster County Dental Society



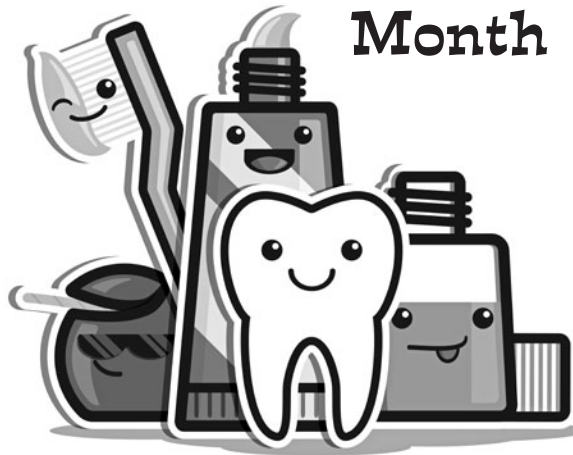
PDA's 150th Anniversary

The Pennsylvania Dental Association will be celebrating its 150th anniversary in 2018 and is planning a special issue of the Pennsylvania Dental Journal. PDA would like to hear from members all over the state and hopes to include contributions from as many people as possible. Please share any of your favorite stories, memories, experiences, photographs, or why you have valued being a part of PDA through the years by contacting Rob Pugliese, director of communications, at rap@padental.org.

The Alliance

to the Lancaster County Dental Society

Boy Scouts Make a Difference for Children's Dental Health Month



TROOP 84

The Boy Scouts of Troop 84 helped pack dental kits for the Alliance on Feb 17, 2018, as a service project for needy recipients during Children's Dental Health Month. Several of the Scouts had helped with this project in the past, and now were able to lead their younger Troop mates in packing so things moved quickly. The Scouts organized tables with the contents of the kits, purchased by the Alliance - toothbrushes, toothpaste, floss and mouthwash, all packed in a ziplock baggie - and were able to efficiently put together the kits assembly-line style. They were assisted by members of the Alliance who supervised

to make sure no one got four packs of floss and no toothbrush! The Scouts were rewarded with snacks and drinks and the glowing feeling that comes from helping other members in your community. Kits were delivered by Alliance members to needy organizations throughout Lancaster County.

Thanks to everyone who showed up, and special thanks to Cherisse Feddock, Christina Seldomridge and Stephanie Grambau for their help on packing day! Extra special thanks go to Melissa Yoler for chairing this event!

MOM-N-PA

Looking for a volunteer opportunity but only have a limited amount of time? MOM-N-PA (Mission of Mercy in Pennsylvania) has volunteer shifts in as little as a four hour time slot. It is a 2-day free dental clinic for underserved Pennsylvanians. This year it's being held on Friday May 18th and Saturday May 19th. They take all types of volunteers, from lay people to help with hospitality, check-in and the like, to dentists, specialists, hygienists and more! If you have been looking for an event to take your entire team to, this is it! Breakfast and lunch are offered to volunteers, and you can pick to work just one day or both. Of course, you can come on your own, too! This year's event is right in our backyard - Reading, PA. Look for more information and sign-ups on their web page:

www.mom-n-pa.com

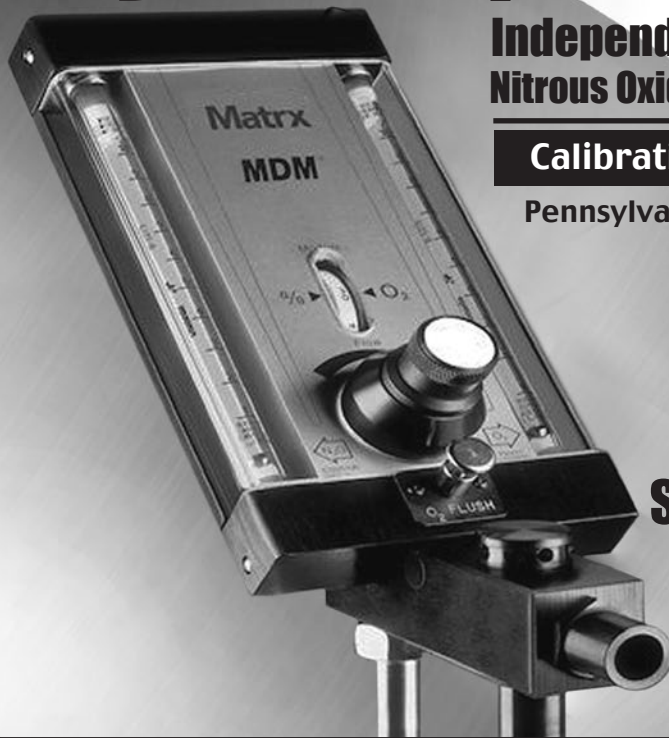
Attention Alliance Members:

You are cordially invited to the LCDS Installation of New Board Officers! Marriott Penn Square in the William Montgomery House Room, Friday May 11th, 3:30-5:30pm. (Immediately following the Day with Dentsply.) Dress is business casual. Pay parking is available at the Prince Street garage (get a ticket), or along the street (pay at kiosk, free after 6pm). Complimentary appetizers and drinks provided! Since this is an "off" year, this event takes the place of the annual LCDS Dinner Dance, so come on out and socialize! You may want to top off the night with reservations at one of the many outstanding downtown restaurants - Tellus360, Maison, or right there in the Marriott, Penn Square Grille!

And finally . . .

Last meeting of the year! Alliance will meet for the final time this 2017-18 calendar year in May. Look for the eVite for our Past Presidents/New Members Dinner and plan to join us!

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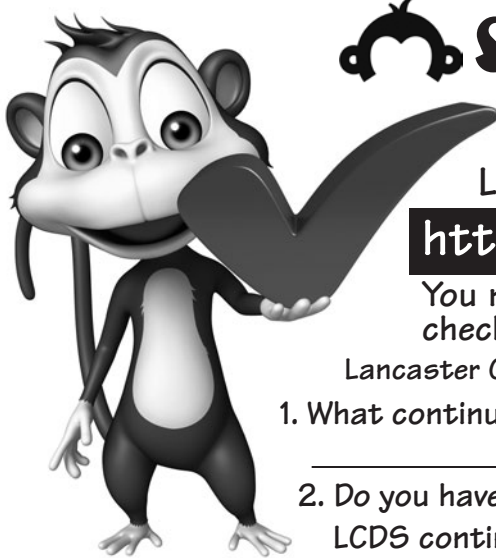
Please contact Ken Rishar

215-443-9293

FAX 215-443-9640

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30 Years Experience



SurveyMonkey says,
“We want to hear from you.”

Lancaster County Dental Society Member Feedback

<https://www.surveymonkey.com/r/D7FRDQN>

You may use the online link above to complete the survey or
check the boxes and mail your responses to:

Lancaster County Dental Society • P.O. Box #5157 • Lancaster, PA. 17606

1. What continuing education event topics interest you?

2. Do you have a specific speaker(s) in mind that you would recommend for an LCDS continuing education event?

3. What type of social event would you like to see the LCDS host?
 Dinner/Dance Family Event Spouse Event
 Wine Social Beer Social Other (please specify) _____
4. What day of the week would you like the LCDS to host a social event?
 Monday Tuesday Wednesday Thursday Friday Saturday Sunday
5. What time of day would you like the social events to take place?
 After 5:00PM After 6:00PM After 7:00PM Other (please specify) _____

Does this look like a classroom?

NOPE.

It's the

William Montgomery House located within the Lancaster Marriott



AND, these guys are NOT instructors.

Please join the Lancaster County Dental Society for our Social/Installation of Officers event immediately following the Day with Dentsply event. Drinks and hors d'oeuvres in the William Montgomery House 3:30-5:30.

It all happens

HERE.

MAY 11, 2018
Learning.
Camaraderie.
New Officers.
History.



Day with Dentsply lecture details on the following pages
Lancaster Marriott Hotel 25 South Queen Street Lancaster, PA 17603



Academy

Lancaster County Dental Society &
Dentsply Sirona present:

Practice Excellence Series

The perfect **Staff Appreciation Event!** Show your team that you care about their career by giving them the opportunity to hear about topics that relate to them.

DATE: Friday, May 11, 2018

TIME: Registration: 7:15am
Lecture: 8:00am - 3:00pm
Lunch: 12:00 - 1:00pm

VENUE: Lancaster Marriott at Penn Square
25 S. Queen St.
Lancaster, PA 17603
717-239-1600

TUITION: \$80 per Dentist / \$55 per Hygienist, Assistants, Business Team
Light Breakfast and Lunch are included with paid tuition

REGISTRATION: : <http://dentsplysirona.com/ce-lancaster-pa>
(Deadline to register: 4/20/18)

Immediately following the Dentsply event, we will hold an LCDS sponsored social event to induct new officers, spouses welcome!!!

{ 6 CE Credit Hours }

for Doctors, Assistants and EFDAs:

Advanced Concepts in Restorative Direct and Indirect Dentistry
presented by Lou Graham, DDS

for Doctors, Assistants and EFDAs:

Streamlining Posterior Composite Placement for the Busy Practice
presented by Lori Trost, DMD

for Hygienists:

From Risk to Results: Periodontal Instrumentation for the Advanced Practitioner
Managing Dentinal Hypersensitivity: A Continuous Care Strategy
presented by Theresa Johnson

for Business Teams:

Jump Start Your Practice
presented by Amy Kirsch

LOU GRAHAM, DDS



Dr. Graham is an internationally recognized lecturer extensively involved in continuing education for dental professionals, focusing on incorporating current clinical advancements through "conservative dentistry." He emphasizes in his teachings the same things he practices: dental health diagnosis, treatment plans for medically compromised patients, conservative treatment, cosmetic dentistry, and customized approaches to periodontal care, implants and laser dentistry. He is the co-founder of Dental Team Concepts a continuing education company whose philosophy and programs use contemporary, interactive formats to integrate time-proven conservative dentistry with 21st century materials and techniques.

Dr. Graham is a published author in many leading national and international dental journals. He is a member of the American Dental Association, American Academy of Cosmetic Dentistry, Academy of General Dentistry, Chicago Dental Society and Illinois Dental Association. Dr. Graham is a graduate of Emory Dental School. He is the former Dental Director of the University of Chicago's Department of Dentistry. He enjoys providing dental care at his private practice, University Dental Professionals, in Chicago, IL - Hyde Park.

Speaker Disclosure: Speaker is being compensated by Dentsply Sirona for this event, but does not have monetary or other interest(s) with Dentsply Sirona or any other company whose products are discussed or presented in this presentation.



LORI TROST, DMD



Dr. Trost received her DMD from Southern Illinois University and established Smiles of Distinction — a comprehensive restorative dental practice in Columbia, IL. She offers post-graduate courses to dentists and their team members on topics ranging from restorative and implant dentistry to minor tooth movement and digital technology to business management, communication, and office efficiency. She is a nationally recognized dental educator and author on dental materials and innovation who brings a practical approach to patient care.

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{ for Doctors, Assistants and EFDAs }

Advanced Concepts in Restorative Direct and Indirect Dentistry

Lecture presented by Lou Graham, DDS

COURSE DESCRIPTION

Our day together is all about updating the audience with many of the latest techniques and materials in restorative dentistry. Yes, many courses offer such, but this course will challenge you to think "what is best for the patient" and isn't that what counts? This course will present some of the latest diagnostic instruments and how they can guide your decision making process. These two programs will stir debate and interaction and isn't that what education should be all about?

COURSE OBJECTIVES

- Advanced approaches to diagnostics for the general dentist
- Minimally invasive dentistry: with the latest diagnostics, deciding when and how to restore early lesions. Do you really always have to drill? Lots of options!
- Treating cracked teeth: from definition to treatment. To crown or to bond...let the debate continue with clinical examples that will challenge you for sure!
- Treating the most challenging Class II's, with step-by-step examples
- Geriatric composite crowns and reparative dentistry
- Treating the black triangles: how to save tooth structure and have results that your patients will love
- Ceramic options for today's dentist: How to choose the best material for each clinical situation and how preparations vary and that's only the start.
- Technique tips for impressions, bleeding control, contact adjustment, cementation options
- Indirect clinical casework to share with every practitioner

{ for Doctors, Assistants and EFDAs }

Streamlining Posterior Composite Placement for the Busy Practice

Lecture presented by Lori Trost, DMD

COURSE DESCRIPTION

If posterior composite placement is time-consuming and frustrating, then this course is perfect to lower your stress! This course will present a systematic and predictable approach to current adhesion and composite placement. You will build confidence restoring Class II contacts by using sectional matrices, better understand bulk-fill materials, and value light curing — all with more efficiency.

COURSE OBJECTIVES

- Review current adhesion techniques and learn how a "universal" adhesive works
- Understand "bulk-fill" materials - their adaptation qualities and stress-reducing properties
- Master re-capturing contacts and natural contours
- Create a durable and well-polished restoration

THERESA JOHNSON



Theresa Johnson is the Clinical Educator for Dentsply Sirona Professional. She received her degree in dental hygiene from Shawnee State University, a Bachelors of Technical and Applied Sciences from Ohio University, and her MBA in Healthcare Administration from Mount Vernon Nazarene University. A practicing clinician in Texas and Ohio for more than 20 years, her speaking experience includes both the US and Europe. Theresa uses her clinical experiences to enhance and provide insight into her programs. Her experience in dentistry includes clinical practice, education, and dental office practice management. Theresa has served as a delegate to the Texas Dental Hygienists Association for the Austin Dental Hygiene Association and is involved in her component. She has helped develop orientation and mentoring programs in a number

of practices. Theresa's focus is to provide dental professionals with current scientific research and information to assist them in implementing effective and efficient evidence-based treatment protocols in their clinical practice.

Speaker Disclosure: This speaker is employed full time by Dentsply Sirona



{ for HYGIENISTS }

From Risk to Results: Periodontal Instrumentation For the Advanced Practitioner

AM lecture presented by Theresa Johnson

COURSE DESCRIPTION

This course is based on current scientific literature providing the clinician with evidence based tools and strategies which include the use of periodontal risk assessment protocols, salivary diagnostics, incorporation of the dental exam and progressive treatment planning. Advantages of ultrasonic instrumentation will be examined as demonstrated in the current research for obtaining successful clinical outcomes while providing comprehensive patient care.

COURSE OBJECTIVES

Upon completion, the participant will be able to:

- Examine the application of Evidence-based Decision Making (EBDM) for providing optimal patient outcomes by utilizing current concepts in periodontal debridement.
- Understand the unique relationship between oral and systemic conditions utilizing the patient's risk factors including current medical status, dental and periodontal considerations, and total patient history.
- Discuss the use of salivary diagnostics as part of risk assessment to examine the presence of pathogenic bacteria, genetic markers, and elevated C-reactive protein which all play a role in periodontal disease susceptibility.
- Develop an understanding of the role ultrasonic instrumentation plays in biofilm disruption, access to deeper periodontal pockets and furcation involvement critical for successful clinical outcomes.
- Recognize the need for a variety of ultrasonic inserts according to patient presentation and clinical significance.
- Identify the elements of insert care and maintenance necessary for effective and efficient clinical outcomes.

{ for HYGIENISTS }

Managing Dentinal Hypersensitivity: A Continuous Care Strategy

PM lecture presented by Theresa Johnson

COURSE DESCRIPTION

Dentinal hypersensitivity is an episodic condition that is increasing in prevalence, a consequence of the 21st century lifestyle. Surprisingly, a majority of patients do not actively seek treatment to desensitize their teeth, instead adopting coping behaviors, such as avoidance of cold foods and drinking through straws. Effective prevention and management of dentin hypersensitivity requires a continuum of care. The objective of this course is to provide the dental health professional with a continuous care strategy for identifying and meeting the treatment needs of patients suffering from hypersensitive dentin.

COURSE OBJECTIVES

Upon completion, the participant will be able to:

- Conduct an effective assessment process to identify areas of hypersensitive dentin
- Recommend patient-specific behavioral modifications necessary to prevent the initiation of dentin hypersensitivity
- Implement a continuous care approach, using appropriate patient-applied and/or in-office therapies, to manage the discomfort of dentinal hypersensitivity

Amy Kirsch



Amy Kirsch is a nationally known dental practice management speaker and consultant. For over 20 years, Amy has provided customized consulting services and training for dentists and their teams. Amy is a member of the Academy of Dental Management Consultants. She has been a Senior Dental Consultant with the Pride Institute, an Associate Professor at the University of Missouri in Kansas City, a

Visiting Faculty Member of the L. D. Pankey Institute and is currently a Clinical Associate Professor with the University of Colorado School of Dental Medicine.

Speaker Disclosure: This speaker is being compensated by Dentsply Sirona for this event but does not have monetary or other interest(s) with Dentsply Sirona or any other company whose products are discussed or presented in this presentation.

{ for BUSINESS TEAMS }

Jump Start Your Practice

Lecture presented by Amy Kirsch

COURSE DESCRIPTION

In your commitment to help patients make good decisions about their dental health you will need:

- the "right" people on board
- to differentiate your practice right from the beginning with the new patient phone call;
- to implement solid systems to control cash flow in the practice.

REGISTRATION Deadline: April 20, 2018

\$80.00 per Dentist

\$55.00 each Hygienist/Assistant/Business Team

Register ONLINE at: <http://dentsplysirona.com/ce-lancaster-pa>

A voucher for free parking in the garage connected to the Marriott will be provided to attendees when they check-in at the event registration table.

Immediately following the Dentsply event, we will hold an LCDS sponsored social event to induct new officers, spouses welcome!!!

Cancellation Policy: Cancellations by the participant within 7 days of the program will result in a fee of 50% of the tuition cost. No shows will be charged the entire regular tuition price. If Dentsply Sirona cancels the program, the participant will be reimbursed the full tuition amount.

DENTSPLY SIRONA Inc., is an ADA/CERP recognized provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. DENTSPLY SIRONA Inc., designates this activity for 6 continuing education credits. Concerns or complaints about a CE provider may be directed to the provider or to Commission for Continuing Education Provider Recognition at ADA.org/CERP. DENTSPLY SIRONA Inc., is also an AGD approved PACE provider (208218) for FAGD/MAGD Credit. Acceptance period 05/2014 - 06/2018.

Meeting planners for this event are employed by Dentsply Sirona.

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ADACERP
CONTINUING EDUCATION RECOGNITION PROGRAM

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**Lancaster County
Dental Society**
Est. 1867

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**THE
HANDPIECE**

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