

8th District Bulletin

Volume 54
Number 1
Spring 2018

Publication of the Eighth District Dental Society
of the State of New York

www.8ddsny.org

New Dentist Spotlight

Dr. Erin Sweeney



Originally from Ilion, New York, Dr. Erin Sweeney fell in love with the city of Buffalo while visiting her sister, Bridget Sweeney, then a second year dental student at the University at Buffalo. Erin graduated from UB SDM in 2016 and completed her AEGD residency at UB in 2017.

This month, Erin is joining Better Smile of WNY as a new associate at their Tonawanda location. She is very excited to continue serving patients in the Buffalo area.

“Throughout my time living here, I have seen the city grow and I now understand why they call it the “City of Good Neighbors.” Buffalo is the perfect example of a city with home town charm and a cosmopolitan vibe. When I travel and people ask where I am from, I proudly exclaim “Buffalo!” without hesitation. I am so happy to call it home,” Erin said.

Having graduated from SUNY College of Environmental Science and Forestry with a Bachelors of Science in biotechnology, Erin has a particular interest in technology and media as it relates to young dentists.

“Growing up in the age of social media can provide so many challenges to a young person, and young dentists are not exempt. Dissemination of misinformation and blatant lies is so rampant across Facebook, Twitter and click bait pseudo-journalism. It can become really easy to find yourself the lone defender of the dental profession in hostile comment sections about the dangers of fluoride or greedy lion-hunting villains. Organized dentistry reminds me that we are not alone and that there are brilliant and kind men and women in this profession daily,” Sweeney said.

Erin enjoys getting to know other young dentists and learning from more experienced providers. She is an active member of the 8th District Dental Society, NYSDA, and ADA. In her free time, she spends time with her eight year old golden retriever, Henry, and her family. Dr. Sweeney’s sister, Bridget, is a dentist practicing in Wheatfield. Her younger brother, Sean, who is a structural engineer who lives in Amherst, NY.

Outside of dentistry, Erin enjoys knitting and riding her bike around the city and outer harbor. It comes as no surprise that she is an avid Buffalo Bills fan and has been a season ticket holder for the past four years.

Congratulations to Dr. Erin Sweeney on being featured in our 8th District Dental Society's "New Dentist Spotlight!" We are fortunate to have so many new dentist members making a difference in our community, dedicating themselves to our profession, and staying involved in organized dentistry.

(Continued on page 7)

Inside this issue:

From the Editor	2
From the President	3
Calendar	4
Executive Director’s Note	5
Good Neighbors Dental Care	6
Social Media	8
Proposed Change to Bylaws	10
2017 Pictures	11
2018 President’s Reception Pictures	12
Dental Insurance	14
New Members	16
2017 Christmas Party Pictures	17
County Society Pages	18
Informed Consent	20
Classified Ads	22
Vendor Listing	23

8th District

Bulletin

Volume 54, No. 1 Spring 2018

Eighth District Dental Society of the State of New York

3831 Harlem Road Buffalo, NY 14215
(716) 995-6300 FAX (716) 995-6305

American Dental Association 800-621-8099
New York State Dental Association 800-255-2100

EDITORIAL STAFF

Kevin Hanley, Editor 871-7443
Cynthia Bellinger, Associate Editor 995-6300

2018 OFFICERS

Glen Donnarumma	President
John Tibbetts	President-Elect
James Matteliano	Vice President
Joseph Craddock	Secretary
Mark Barone	Treasurer
Cynthia Bellinger	Exec. Director

EXECUTIVE COUNCIL

Patrick Anders	James Glennon
Roger Anderson	Kevin Hanley
Frank Barnashuk	Nicole Hinchey
Mark Barone	James Hoddick
Laura Barres	Ronald Jarvis
Robert Bochiechio	Elizabeth Kapral
Amy Bryan	Michael Kubiniec
Dominic Colarusso	Timothy Mahoney
Robert Connelly	Michael Marrone
Joseph Craddock	Thomas Martin
Patrick Danna	James Matteliano
Joseph DeLuca	Raymond Miller
Frances DePlato	Julie Mills
Glen Donnarumma	Karl Neuhaus
Brendan Dowd	Joseph Rumfola
Edward Dwyer	Frank Sindoni
Michael Ehlers	Susan Soja
Jennifer Frustino	David Stasiak
Joseph Gambacorta	John Tibbetts
Chester Gary	Joseph Zamboni



Member Publication American Association of Dental Editors

The Bulletin of the Eighth District Dental Society (USPS 909-900) is published four times a year by the Eighth District Dental Society for its members. Unless officially adopted by the Eighth District Dental Society and so indicated, opinions expressed in this publication are not necessarily the views of the association.

Address all communications pertaining to this Bulletin to the Editor, Eighth District Dental Society, 3831 Harlem Road, Buffalo, New York 14215. Material for publication should be submitted three weeks prior to the month of publication.

The Dental Society is organized for the purpose of encouraging improvement of the health of the public, to promote the art and science of dentistry, and to represent the interests of the members of the profession and the public which it serves.

From the Editor

By Kevin J. Hanley, DDS



I recently had the honor of being installed as a Life Member of the Eighth District Dental Society, the New York State Dental Association, and the American Dental Association. To become a life member of these organizations one must reach the age of 65, have been a member of the organizations for thirty consecutive years, or forty cumulative years. I qualified under the first two requirements, although I would have qualified under the third requirement as I have been an active member of the ADA since graduating from dental school in 1978.

When I was in dental school, there wasn't a great push to join the ADA, as it was assumed you would after graduation. This assumption was based on membership trends at that time. The ADA was the pre-eminent dental organization in the United States then and just about every dentist was a member. It was, after all, our "union" in the fight against governmental intrusion into our private practices.

Things have changed over the years, as membership in the ADA and other dental organizations has fallen precipitously. This is due to many factors, the biggest of which is the tremendous debt load recent graduates bear upon graduation. Membership dues are not the first priority in the budget of the young dentist. That priority is paying back the student debt incurred during the school years prior to graduation. Because membership is not a huge concern with the new dentist, the ADA, state organizations, and local dental societies face increasing pressure to attract new members to replace those older members retiring.

Membership in organized dentistry is not a foregone conclusion anymore. So the ADA, state, and local dental societies are doing as much as they can to help the young dentist achieve success in their chosen career and teach them the importance of joining their organizations. Much more than when I was a young dentist. We didn't have organizations like the ASDA when I was in dental school. In fact, we only had one dental fraternity active in my school. It was as if everyone assumed you would join organized dentistry once you graduated because that was just what you did.

I think of those of us graduating in the 1970s and 1980s as the "lost generation" of dentists who were essentially ignored by organized dentistry. There were no New Dentist committees in our local dental societies. Nor were there any functions strictly for the young dentist as there are today. You joined, paid your dues, and just went on from there. I did receive a welcoming kit from the Eighth District when I joined, but that was about it. I joined because I knew how important organized dentistry was to the well being of me, my practice, and my profession. I sought out opportunities to contribute to organized dentistry because I knew organized dentistry was our voice in the political world. It kept me informed about the challenges facing me as a dentist in the constantly changing world of my practice.

It's important we have organized dentistry and I don't begrudge the young dentist of all the help they receive. Without the young dentist, our organizations would wither and die. It's just that as I have grown older, while the ADA has been there, it seems its focus has changed. We now have student members on all the Councils at the ADA. This was unheard of when

(Continued on page 7)

From the President

By Glen C. Donnarumma, DDS

Next year at this time, it is my hope that we can say that 2018 was another great year for our society. The last several years have been. This organization has been truly fortunate - or dare I say blessed - to have such great leaders.

Last year I had the great pleasure of serving under Dr. Raymond Miller who provided exemplary leadership. As good as Dr. Miller is, he could not do the work of the society alone (or maybe he actually could). He was supported by our officers, our Executive Council members and our Executive Director, Cyndy Bellinger, and our editorial staff. If you look at the inset on the left side of page 2, you will see a list of many of the people who are tirelessly working on your behalf and mine. I am grateful to each and every one of them for voluntary service to our profession.

The purpose of our society is to encourage the improvement of health to the public, to promote the art and science of dentistry, and to represent the interests of the members of the profession and the public which it serves. I think our society does a great job in each of these areas through our many councils and committees, the Service Corporation, and our Foundation.

One of my main areas of interest is advocacy. Over the past several years I have had the opportunity to participate in House of Delegates meetings with NYSDA, ADA, and in my own specialty, Oral and Maxillofacial Surgery. I have also had the opportunity to meet with local, state, and national elected officials representing an agenda that supports our society's purpose. I have learned that it is important to be involved and have a "seat at the table". To that end, I would encourage each of you to respond to those requests from NYSDA or the ADA to e-mail your local representative or congressman in support of our needs. I would also ask you to consider supporting the political arms of NYSDA and the ADA through EDPAC and ADPAC. I like to think of these contributions as insurance to practice dentistry the way it should be practiced for the benefit of our patients and the profession.

I would also like to invite any interested members who have a desire to enjoy the camaraderie of serving on the board or a committee to let one of your friends or

(Continued on page 7)



Bank of America **Business Advantage**

Practice financing*



2013-2017 Townie
Choice Award Winner
for Best Practice and
Equipment Financing

- New office start-ups
- Practice sales and purchases
- Business debt consolidation†
- Office improvement and expansion
- Owner-occupied commercial real estate§
- Equipment financing

**For more information or to get started today, please
contact us. We look forward to speaking with you soon.**

* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. The term, amount, interest rate and repayment schedule for your loan, and any product features, including interest rate locks, may vary depending on your creditworthiness and on the type, amount and collateral for your loan.

§ Owner-occupied commercial real estate, 51% owner occupancy required.

† Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

Bank of America is a registered trademark of Bank of America Corporation. Bank of America Practice Solutions is a division of Bank of America, NA.
©2018 Bank of America Corporation | ARVYXDWV | Rev. 01/18

Your local dental
financing expert



Jason McKenzie

Vice President, Dental Regional Manager

201.401.9142

jason.a.mckenzie@bankofamerica.com

Practice Solutions

Bank of America

Calendar

February 2018

Tuesday, February 13

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Tuesday, February 27

Eighth District Dental Foundation Board Meeting

7PM Eighth District Office

March 2018

Wednesday, March 7

New Dentist Speed Networking

7PM Saturn Club

Tuesday, March 13

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Thursday, March 15

Risk Management Seminar

5:30PM Creekside Banquet Facility

Friday, March 23

Spring All Day Seminar - "Offensive Dentistry"

8AM Lucarelli's Banquet Facility

April 2018

Tuesday, April 10

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Thursday, April 12

Dental Office Construction 101

5:30PM Eighth District Office

Tuesday, April 17

National Signing Day

4PM The Steer

Tuesday, April 24

Eighth District Dental Foundation Board Meeting

7PM Eighth District Office

Monday, April 30

New Dentist Event

Know Before You Owe: Student Loan & Financial Planning Info Fair

5pm Eighth District Office

May 2018

Tuesday, May 8

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Wednesday, May 16

Infection Control Seminar

6PM Chef's Restaurant



PRINTED Image
PRINTING & GRAPHICS

Creative Design	Newsletters/Catalogs/Booklets
Business Stationery	Direct Mail Services
Postcards/Flyers/Brochures	Posters

1906 Clinton St., Buffalo, NY 14206 • 716.821.1880 Fax 716.821.1843
info@printedimageofbuffalo.com • www.printedimageofbuffalo.com

CALL TODAY! LET US QUOTE YOUR NEXT PRINT JOB.

UB University at Buffalo

Thursday, April 19, UB Implant Study Club 6-9pm

Guided Bone Regeneration in Implant Dentistry & TX of Periimplantitis Tuition \$225, CE HRS: 3

Wednesday Evening Lecture Series 6-9pm

April 11: Obesity in Dentistry: A Growing Epidemic

April 18: Protocols for the Medically Complex Patient

April 25: Cervical Lesions: Restore or Graft

May 2: Managing Medical Emergencies

May 9: Head & Neck Radiation Dental Patient Care

May 16: Adv. Perio Instrumentation: Risk to Results

May 23: Endodontic Techniques Review

Live lecture on UB Campus or Jamestown DL Site \$65

SELF-STUDY-ONLINE \$45 CE HRS: 3

Fri, Apr 20, 9am-4pm, Salvatore's

Airway Centric Dentistry Dr. Michael Gelb

UB Alumni \$225, Nonmember \$245, CE HRS: 6

Thu-Fri, May 3-4, 9am-4pm, UB SDM

Stress-Free Endodontics...2-day Hands-on Workshop

UB Alumni \$895, Nonmember \$995, CE HRS: 12

Complete details & online registration

www.BuffaloCE.org or call (716) 829-2320

Executive Director's Note

By Cynthia Bellinger

When the Eighth District Dental Society relocated to its new offices in 2005, Dr. Mark Barone and Dr. Frank Barnashuk collaborated on a display entitled "The Heritage of the Eighth District Dental Society", depicting selected documents and photos over the 140 years of the Society since its inception in 1868. These framed momentos remain on display in the Eighth District offices so that future generations of Western New York dentists can appreciate the history of the Society.

I was fortunate enough to have worked here in 2005, as the Executive Assistant. I returned in 2010, again as the Executive Assistant, and have been your Executive Director for the past year. I hope to continue as your Executive Director for many years to come. I hope I am able to contribute in some small way to maintaining and improving that fine heritage of service to the profession of dentistry in Western New York.

It is a rich heritage that has its roots in the establishment of the American Dental Association in Niagara Falls on August 4, 1859. It is a heritage that has provided a tradition of great Eighth District leaders, such as Drs. Louis Kramer, Harvey Sprowl, Lawrence Volland, and soon Brendan Dowd to serve as President of the New

York State Dental Association (and previously the Dental Society of New York State).

This year, 2018, is the 150th anniversary for New York State Dental Association. Celebrations are taking place all across the state. To celebrate here in Buffalo, where it all began in 1868, we will have a special presentation during our 2018 Spring All Day Seminar on March 23, 2018 at Lucarelli's Banquet Center. For those in attendance, you will be treated to a beautifully designed presentation of NYSDA's history, and you will receive a commemorative 150th anniversary pin.

The heritage of the Eighth District Dental Society is inseparable from the tradition of excellence in scientific research and academia practiced by the University at Buffalo School of Dental Medicine, and the pride evidenced in the UB Dental Alumni Association and the premier dental meeting in Upstate New York, the Buffalo Niagara Dental Meeting.



(Continued on page 7)

**Work with a partner
you know you can trust.**



Walsh Duffield
Dental Practice Insurance Center

Home | Auto | Life | Business | Employee Benefits

Endorsed by the Eighth District Dental Society since 1974, Walsh Duffield will guide you to the right insurance solutions for your business and your family. Contact us today for an insurance review and to learn about your options.

Christine Garvelli | 716.362.7363 | cgarvelli@walshins.com

Good Neighbors Dental Care

Hello Dental Friends,

My name is Lynn Kratz Ryan and I'm blessed to be the Dental Coordinator at Harvest House—Good Neighbors Dental Care, where Dr. Patty Haberman is our Dental Director. We are an ALL volunteer ministry that provides dental care to the uninsured in Western New York. We welcome all of you and your whole dental team to share this information so that everyone in our community can have access to dental care.

We see patients on a first come, first served basis on Wednesday from 8:30-11:30am and on Friday from 1:30-4:30pm. We open our doors a half an hour before the above times to allow extra time to complete paperwork. We see a limited number of patients, depending on how we are staffed. We provide exams, prophylactic care, restorations and extractions. Dr. Amy Bryan, an oral surgeon, comes in every other Monday evening from 5-7:30pm for difficult surgical cases.

We invite you to visit us at 175 Jefferson Ave. in Buffalo to take a tour and see how our ALL volunteer dentists, hygienists, dental assistants and pre-dental students make a difference right here in our own backyard!

We invite to you to become a member of our all volunteer ministry - aka “**Dental Angel Team**” by donating your time with us!

You'll be blessed!

Perhaps you're a specialty office. Consider joining our “**Dental Angel Circle**” and provide services at your location. The “Circle” is made up of specialists we can refer our patients to who provide services we aren't equipped for, especially endodontics, and fixed or removable prosthetics.

You'll be blessed!

You and your office still want to be a “Dental Angel” and can't do any of the above? Then join our “**Dental Angel Helping Hands**” and make up dental goodie bags for all the patients who visit us. We need 100 adult and 100 children monthly. Drop the supplies off and we'll do the bags!!

You'll be blessed!

Our facility provides medical care, vision exams and glasses, and chiropractic care to thousand of our uninsured Neighbors! We also House the largest Baby & Children ministry, serving almost six thousand of our smallest neighbors with clothes, coats and toys. Donations of supplies and financial support are always appreciated. It's tax deductible too!

You'll be blessed!

When your office goes digital please consider donating your film to us. Especially Panorama film. Please contact me for more information: goodneighborsdental54@yahoo.com

Blessings to all!

Lynn

Lynn Ryan
Good Neighbors Health Care
Dental Coordinator
175 Jefferson Avenue
Buffalo, New York 14210
goodneighborsdental54@yahoo.com
(716) 856-2400 (Office)



New Dentist Spotlight

(Continued from page 1)

If you have a new dentist in mind that you feel should be featured in an upcoming “New Dentist Spotlight,” please e-mail your nomination to lrbarres@gmail.com.

Laura Barres, DDS, New Dentist Council Chairman

From the President

(Continued from page 3)

colleagues on the board know that you are interested. You may also call the society office and let us know. If you have any problems, questions, or suggestions as to how the society can serve the membership better, please offer your opinion. Remember, we are here to serve you.

In closing, I thank you for the opportunity and privilege to serve as your President. I am looking forward to serving the society and representing our great profession to the best of my ability. Thank you for the confidence you have shown in me and for your anticipated support in the challenges we may face together in the future.

From the Editor

(Continued from page 2)

I was in school. It’s wonderful for those students given this opportunity to interact with the highest echelons of dentistry, but I feel a bit left out. I would have loved to serve in such a capacity when I was in dental school, but I never had the opportunity.

And, now that I am a Life Member, I look back on my career and I see the ADA still has forgotten about us, that generation of dentists graduating in the ‘70s and ‘80s. It seems the only benefit I receive from being a Life Member is a 25% reduction in dues. At one time, once you achieved Life Member status, you no longer had to pay dues at all, whether you were still practicing or not. But, as our membership roles have been decreasing over the past years, you have to make up the dues loss in some way. Since I am still practicing dentistry, I understand that. But it still hurts a bit, that the ADA is still relying on its most loyal members to help sustain it. I know I am approaching the end of my career, but I still have effort to give on behalf of organized dentistry. That is one of the reasons I am still an editor. It is my way to contribute to a profession I love.

A large problem organized dentistry faces is attracting new members from those recent graduates who have their careers ahead of them. They will continue to need the guidance the ADA and organized dentistry can provide. They will continue to need that one voice constantly defending them in the marketplace and governmental circles. To all of us “old guys” out there, mentor a young dentist to show them the importance of belonging to organized dentistry. Let them know the ADA is their voice, the one voice helping them to become the successes they desire to be.

While I feel I may be part of a lost generation of dentists, lost because it was a foregone conclusion I would join organized dentistry, I have never wavered in my support of organized dentistry. I am thankful for the opportunity afforded me to belong to organized dentistry and the opportunity to serve in the capacities I have. It’s been a wonderful ride, one I intend to keep riding until I can ride no more. And that won’t be for a long time indeed.

Executive Director’s Note

(Continued from page 5)

The passion and the excitement in improving the oral health of the public is shared by the dental auxiliaries and the dental auxiliary educational programs sponsored by Erie Community College, Niagara Community College, UB’s Educational Opportunity Center, Cattaraugus Allegany BOCES and Jamestown Community College. Major contributions to oral health also begin at the many fine dental laboratories throughout Western New York.

I appreciate the opportunity to be of service to the members of the Eighth District Dental Society and to the many fine partners of the Dental Society. I am confident that the collaboration among all of the communities of interest in dentistry that exists today will continue to grow, and that this collaboration will sustain and enhance the Heritage of the Eighth District Dental Society for generations of practitioners to come.

Social Media and Your Practice

By Julie Goldberg, DDS - Dental Education Coordinator

The Fortress Patient Safety and Risk Management Department receives many questions regarding how to best interact with patients through Social Media. The decision to use Social Media for your practice is ultimately up to each individual. However, social media can play a role in claims. Here is what we have learned:

1. Keep It Professional: Maintain a separate personal and business presence online

“Friending” or “Following” your patients through your personal profile can blur the professional doctor-patient relationship. It also could increase your exposure for unintentional HIPAA violations. The same holds true for your staff. Implement clear policies and procedures regarding staff’s interaction through your professional and personal social media platforms.

2. Market with Caution: Set Realistic Patient Expectations

Social media can allow you to reach a large number of current and prospective patients. You can share educational information about procedures you perform in your practice or give an inside look at your practice. This virtual “first impression” can help patient’s feel more comfortable at their first appointment, but it can also set patient expectations. It is recommended that you avoid statements such as “an expert in...” or “pain-free dentistry” which may give patients unrealistic expectations.

3. Establish a Posting Policy: Best Practices to Manage Your Profiles

Who is responsible for managing your professional social media profiles? How frequently should you post? What information is appropriate to share, “like” or “retweet” for your practice? These are just a few questions that should be considered and addressed in your social media policy. It is important to remember that social media is a public platform, and as such, the information you share can be easily shared and consumed. “Going viral” may sound appealing from a marketing perspective, but only if the attention is positive for your practice. Best practices suggest keeping posts objective, and reference only reputable sources when sharing information for educational purposes.

4. Protect Patient PHI: HIPAA Applies in the Digital World

Post Patient Information Only After Proper Authorization

A testimonial or photograph of a positive treatment result can encourage prospective patients to seek treatment at your practice. However, be sure to have written authorization or release by the patient (or the patient’s guardian) to use their words, images (even if de-identified) and names.

You Have Options When Negative Reviews Arise

Social media is a global conversation platform, but one of the greatest risks is the inability to control the conversation. While there is benefit to asking patients to post about their positive experiences, they can also post negative comments about a dentist or their practice, whether the posted information is true or not. When this happens, your first instinct may be to respond, but caution is warranted. Consider these tips to respond in a professional manner and avoid an inadvertent HIPAA violation:

- Pause and think about the options. First, is a response even necessary? Generally, patients may be more likely to trust your overall rating, even if a few negative reviews are included.
- Continue to encourage satisfied patients to post positive reviews to offset any negatives.
- As opposed to commenting on the review site itself, and depending on the situation, you may try to contact the patient via their HIPAA approved method of communication; whether that be by phone or mail.
- Alternately, you may be able to hide or remove a review on the website by contacting the website’s customer support. A reputation management company may be able to assist you in the process.

If, after considering the above, you believe there is value in responding to the review, or you want the chance to speak with the patient and address concerns, a generic de-identified response is likely your best option. A statement such as the one below does not directly acknowledge or confirm a relationship and gives the patient an opportunity to contact the office to address concerns.

Sample Response:

“We appreciate your feedback. Our office strives to provide an excellent experience, and we work hard to

(Continued on page 9)

Social Media and Your Practice

(Continued from page 8)

constantly improve our practice. In order to protect the privacy of our patients or potential patients, we do not address specific comments made online. Please contact our office to discuss any concerns that you may have."

Ultimately, how you respond is your decision. However, revealing any personal information about the patient, or even acknowledging a patient-doctor relationship can be considered a HIPAA violation. In these cases, patients can accuse the practice of negligence in protecting their personal health information. Avoid getting into a back-and-forth conversation with the patient. Assume that anything posted or said is in the public domain, and anything typed or e-mailed will create a permanent record. All posted or written information is also subject to discovery in litigation proceedings. This includes deleted information.

Conclusion

The very attributes that make Social Media attractive, its immediacy and engagement also increases the potential dangers linked to its usage. Remember to consider HIPAA Rules and Regulations, and maintain professionalism. If you would not say it in person, do not post it online.

Additional Resources

The ADA offers members a selection of resources related to social media best practices.

Social Media Policy for Dentists

<http://success.ada.org/en/practice-management/marketing/social-media-policies-for-dentists>

The ADA's Posting Policy: A helpful reference when drafting your practice's policy

<http://www.ada.org/en/about-the-ada/american-dental-association-social-media/social-media-posting-protocol>

Social Media: Five Rules of Engagement

<https://success.ada.org/en/practice-management/marketing/social-media-five-rules-of-engagement>

Thank You

TO OUR DEDICATED STAFF & LOYAL CUSTOMERS FOR YOUR YEARS OF SUPPORT.

WE HAVE BEEN SERVING THE DENTAL COMMUNITY FOR OVER
14 YEARS, WITH ALL OUR PRODUCTS FABRICATED RIGHT HERE IN
WESTERN NEW YORK!

PRO-ESTHETICS PROVIDES THE HIGHEST QUALITY CROWNS,
BRIDGES, & REMOVABLE RESTORATIONS AT AN AFFORDABLE PRICE.

CONTACT US TODAY & SEE WHY WNY DENTISTS TRUST PRO-ESTHETICS.



CUSTOM SHADE, PERFECT FIT & FAST TURNAROUND TIME

Joe Procopio

Owner, Pro-Esthetics Dental Lab



716.626.1258

**338 Harris Hill Rd. Suite 211
Williamsville, NY 14221**

www.Proesthetics.com



Proposed Change to Constitution and Bylaws

Background Statement

The Eighth District Dental Society has been informed by NYSDA it will be losing a delegate and alternate delegate to the ADA annual convention beginning in 2018. Due to this reduction in representation, the following resolution is put forth to bring the District's Constitution and Bylaws current.

Resolved, that the Eighth District Dental Society Constitution and By-laws be amended as follows (strike out is language to be deleted, underline is language to be added):

SECTION 10. DELEGATES TO THE AMERICAN DENTAL ASSOCIATION. It shall be the duty of the Nominating Committee to annually present the names of members who will represent the Society at the sessions of the American Dental Association meeting as Delegates and an equal number of members as Alternates. The number of Delegates and Alternates recommended shall conform to the method of proportional representation established by the New York State Dental Association and contained in their By-Laws, Chapter X.

The Delegates to the American Dental Association House of Delegates recommended to the New York State Dental Association for their consideration and election shall be:

- Two of the eight Society representatives to the House of Delegates of the New York State Dental Association, ~~and the President of the Eighth District Dental Society.~~ These will be one year terms.
- The NYSDA Trustee, ~~the President Elect, and the Vice President of the Eighth District Dental Society~~ and the President of the Eighth District Dental Society shall be the first, and second ~~and third~~ ADA alternate delegates recommended to the New York State Dental Association for their consideration and election. The first and second alternate delegates shall:
 - Attend all caucus meetings of the Second Trustee District.
 - Attend all meetings of the House of Delegates of the American Dental Association



**WE ARE MANY THINGS AT PATTERSON DENTAL.
ALL OF THEM REVOLVE AROUND YOU.**

WE ARE YOUR EVERYDAY PARTNERS.

Our dedicated, knowledgeable team is with you every step of the way, providing you with industry expertise, advice on new products and services, and comprehensive support.

WE ARE YOUR FRIENDS AND NEIGHBORS.

Our nationwide network of branches means we're always nearby, and we're always accessible.

WE ARE WHERE YOU ARE.

Call Patterson at 800.933.6825, or visit pattersondental.com.

WE ARE PATTERSON



18P0713 (1/18)

Community Outreach

In December 2017, the Eighth District Dental Society donated toothbrushes and toothpaste for adults and children to Kenmore Mercy's first annual Christmas Shoppe Program which brought help and joy to at least 40 families and 104 children this past Christmas at our Kenton Family Care Clinic.



2017 Dr. Rick Fink Memorial Lecture

December 1, 2017 was the annual Dr. Rick Fink Memorial Lecture featuring Dr. Marty Jablow presenting "GPS to Get You to Your High Tech Dental Practice". Dr. Jablow held a captivated audience of 60 for the all day seminar.



During the lunch break, Dr. Marshall Fagin spoke about Dr. Richard Fink, Eighth District's 2005 President. The Dr. Rick Fink Memorial Lecture was established to memorialize Dr. Fink's commitment to organized dentistry and, in particular, his enthusiastic support for initiatives to continuously improve the educational standards and knowledge base of those engaged in the dental profession.

Also during the lunch break, special continuing education awards were presented to Drs. Charles Travagliato, Warren Krutchick and Marshall Fagin for their achievements. Dr. Travagliato was presented with a certificate for completing 1500 hours of continuing education through the end of 2016. Dr. Krutchick was presented with a certificate for completing 2000 hours of continuing education through the end of 2016. Dr. Fagin was presented with a certificate for completing 2000 hours of continuing education through the end of 2016.

Dr. Michael Marrone, who was unable to attend the 12/1/17 seminar, was presented with a certificate for completing 3500 hours of continuing education through the end of 2016.



2018 President's Reception

The 2018 Eighth District President's Reception took place on Saturday, January 27th at The Country Club of Buffalo. The evening began with a cocktail hour followed by the program and dinner. Dr. Brendan Dowd served as MC for the evening. The program began with Dr. Glen Donnarumma presenting the Past President Plaque to Dr. Raymond Miller.



Dr. Lawrence Volland installed Drs. John Tibbetts, James Matteliano, Joseph Craddock and Mark Barone as the 2018 officers. He also installed Dr. Glen Donnarumma as 2018 President. Dr. Steven Vukas gave a wonderful speech, honoring Dr. Glen Donnarumma.



Dr. Brendan Dowd returned to the microphone after an excellent dinner to congratulate the ten Life Members in attendance, of the total twenty four. Dr. Glen Donnarumma presented each Life Member with their plaques.



Dr. Priscilla Adams



Dr. Jeffrey Baumler



Dr. Joseph Capuana



Dr. John Cart



Dr. Paul DiBenedetto



Dr. Chester Gary



Dr. Frank Graziano, Jr

2018 President's Reception



Dr. Kevin Hanley



Dr. James Matteliano



Dr. Neil Scott

Life Members not in Attendance: Stephen Abel, Russell Colosi, Bernard Eisen, David Gaeth, Joseph Germano, Thomas Hartnett, Charles Marchetta, Kenneth Novak, Gaetano Polizzi, Michael Schwartz, Chester Sielski, Paul Smith, Paul Volansky, Jr., and Stephen Warunek

Dr. Chester Gary had the privilege to present the NYSDA Bernard P. Tillis Award to Dr. Kevin Hanley. This award recognizes and honors a member of NYSDA, who through his/her writing in *The New York State Dental Journal* or in any of the component publications promotes a positive image of organized dentistry - just as Dr. Tillis did throughout his tenure as Editor. Dr. Kevin Hanley is the 2017 winner of this award, and was chosen for his editorial about dental therapists that appeared in the Fall 2017 8th District Bulletin.



The music for the evening was provided by "Central Groove".

As always, thank you to all of our sponsors:

Premier Sponsors	Fortress Insurance
	Walsh Duffield Companies
Gold Sponsors	Ivoclar Vivadent
Silver Sponsors	Bank of America Practice Solutions
	Straumann Dental
Bronze Sponsors	Merrill Lynch

Dental Insurance: Why Your Team Needs CE Each Year

By Colleen Huff

“Do you accept my insurance?”

That dreaded question for the team member who handles your incoming calls. How many of us in the field would love to go to that Utopia world where dental insurance companies would pay 100% of everything to anyone and there was no need to participate with any of them! Where every breakdown is the same and everyone covers all the work the same way. Where we would no longer have to learn how to have that wonderful conversation as to why the insurance downgraded their filling and why they need to pay you more money than was anticipated. Where we no longer have to say “your coverage is an agreement between you and your insurance company, yes you are responsible for the difference!”

Oh to live in that world with unicorns and rainbows.

Unfortunately that is not quite the world we live in. Many of you have heard me say that dental insurance has changed more in the last 7 years than the previous 15 before that. This is the world we live in. Because of that we, yes I am talking to the dentists also, we ALL need to continue our education on the types of insurance plans being offered in our area. This includes all the offices that are FEE FOR SERVICE also. Yes, you heard me correct - just because you are not participating with the insurance companies does not mean it is not important to learn about them.

Why do I say that you ask? One of the biggest trends happening in the insurance field is paying only to In Network Dentists. The days of telling your patient “we will submit the form for you and the insurance will pay to you” is slowly coming to an end. There are more and more insurances being offered that are very restrictive. These restrictions are making the choices for patients less and less. By this I mean they are trying their best to force dentists into their networks.

How are they doing this you ask? Here are two examples of what I have seen just in this last year:

(Continued on page 15)

A graphic for Walsh Duffield featuring various dental and medical icons like a syringe, toothbrush, dental mirror, and teeth. The text reads: "We want to be at the center of your smile." followed by the Walsh Duffield logo and name.

We want to be at the center of your smile.

WALSH
Walsh Duffield

At Walsh Duffield, we have a team dedicated to providing you health insurance and other employee benefits products.

We are here to:

- ✓ Work with your staff to determine best medical plan.
- ✓ Answer all of your questions on-site during your plan renewal.
- ✓ Provide you service throughout the year, whether you have new hires to enroll, carrier/eligibility issues, or any other concerns.
- ✓ Assist in disability and life insurance planning, as well as succession, partnership and corporate planning.



**Endorsed and Recommended by
The Eighth District Dental Society**

For More Information Contact:

Brendan Farrell
bfarrell@walshduffield.com - 716.362.7334
www.walshduffield.com

Dental Insurance: Why Your Team Needs CE Each Year

(Continued from page 14)

1. EPO plans are making their way across the country. An EPO is Essential Provider Option. This plan allows for payment only to dentists within their network. So for example - if you are a Delta Dental Premier dentist only then those patients on this plan will receive no coverage if they come to see you. In the past they were only responsible for the difference between the PPO fees and the Premier fees. That is no longer true. So for those fee for service offices who had a similar conversation - again this will result in no coverage at all.
2. Lower percentages for out of network dentists. Guardian has been very big on this one this year. For example - when a patient goes to an in network dentist the plan may pay like this:
100% preventive
80% basic and
50% major.
But if you are out of network they reduce the percentages like this:
80% preventive
55% basic and
25% major.
This is a HUGE difference for a patient. Especially when the payment is also paid based on the Dental Guard preferred network.

Another factor that is still playing a part in this crazy insurance world is the Affordable Care Act. I know, I know you think it is going away so why bother learning about it. Well, it has not gone away. It has changed but it is not gone. People need insurances to help them afford their dentistry. Retirees and self-employed are always looking for options along with those whose employer has cut hours so they are not required to provide insurance. Many plans offered on the marketplace can be very deceptive to both you and your patient. They will call your office to inquire if you participate with a certain insurance. Your team will innocently answer yes and not be aware that there is a plan being offered in your area by that insurance company that you are not a part of. **This is why continued education is essential.** While I was developing my course on the ACA I learned how varied these plans are. When I began to dig further into the plans in my area it became crystal clear that I had a lot to learn. My initial understanding of these plans was that they were similar to Medicaid. I assumed (and we all know what that can do) that they would be easy to recognize like Medicaid plans. This is where things went terribly wrong. The plans sold on the Marketplace are as varied as snowflakes. One of the biggest surprises for me was finding out that there were special plans with companies like MetLife & Guardian that you had to sign up for apart from your current contract. There are also plans that are embedded within the patient's medical that many times they are unaware of. These plans are more difficult to figure out but we need to know they are there.

So what is your front desk to do about all of this? Education is key. Making sure your front office team is attending continuing education EVERY YEAR! I learn something new about insurances every week. Getting your team insurance continuing education every year is vital. The other thing is to ask questions. When a new patient calls you have to ask questions.

“Mrs. Smith – does your card state PPO on the front?” “Mr. Jones did you receive your insurance through your employer or was it purchased on the marketplace?”

These are the types of questions that will help you determine what type of insurance they have. And remember there are many sources out there for your continuing education. AADOM webinars are always a key source. Your local chapters may be another source closer to home. Check out your local dental conventions and see who they may be bringing to town. Teresa Duncan, Roy Shelbourne & Dr. Blair are other options also. Do anything you can but continue to educate yourself and your team each year.

Colleen Huff, FAADOM has been in the dental field for 22+ years. Colleen has managed for over 16 years multi location offices as well as specialty practices. She lectures nationally on insurance with a one of a kind course on the ACA. Colleen is still a practicing manager. She most recently was interviewed by Richard Madow for their audio series. She has been an active AADOM member since 2006 and is President and founder of the Buffalo/WNY AADOM Chapter.

New Members

Please join us in welcoming the following as new members of the Eighth District Dental Society.

Lisa M. Yerke

Transferred from: Seventh District Dental Society
Dental School: SUNY Buffalo, 2006
Employed at: Cornerstone Periodontics

David A. Covell, Jr.

Transferred from: Oregon Dental Association
Dental School: Ohio State University, 1991
Employed at: UB Dept of Orthodontics

Keith L. Kirkwood

Transferred from: Michigan Dental Association
Dental School: West Virginia University, 1991
Employed at: Roswell Park Cancer Institute

Lauren C. Cantwell

Transferred from: Graduate Membership
Dental School: SUNY Buffalo, 2014
Employed at: 5939 Transit Rd; Depew, NY

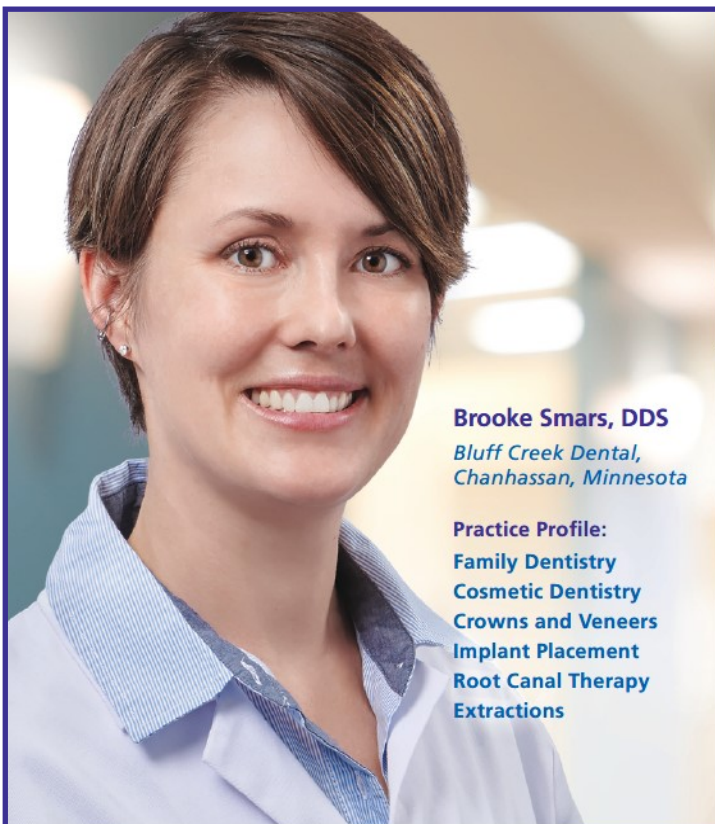
Paid Family Leave

With the Paid Family Leave Act being effective January 1, 2018, you may still have a lot of unanswered questions. If so, do not hesitate to call the Dental Society office, or Christine Garvelli at Walsh Duffield. We can provide you with resources including:

- Paid Family Leave Business Owners Fact Sheet
- Claim Submission forms for Bonding
- Claim Submission forms for Care for Family Member
- Claim Submission forms for Military Leave
- Road Maps for employees on how to submit the above claim forms
- Employee Language for Employee Manual to be used as a guide for the employer

Call us now for answers to your questions.

Eighth District Dental Society Walsh Duffield
716-995-6300 716-362-7363
info@8ddsny.org cgarvelli@walshins.com



Brooke Smars, DDS
*Bluff Creek Dental,
Chanhassan, Minnesota*

Practice Profile:
Family Dentistry
Cosmetic Dentistry
Crowns and Veneers
Implant Placement
Root Canal Therapy
Extractions

Create Complex Treatment Plans with Confidence.

DDSGuard™ Insurance from Fortress

Delivering excellent patient care often means offering advanced procedures, and that increases liability exposure. DDSGuard professional liability insurance from Fortress is designed to protect the dentist with advanced skills and broad patient needs, like Dr. Smars. We have a depth of clinical expertise unmatched in the industry. Ask for DDSGuard.

Endorsed by the
Eighth District
Dental Society



Contact Fortress Agent Christine Garvelli at Walsh Duffield, 716-853-3820 walshduffield.com

*The language contained in each policy of insurance establishes the specific terms and conditions of insurance, and will supersede any statements contained herein. © 2018 Fortress Insurance Company. All rights reserved. DDSGuard™ is a registered trademark of Fortress Insurance Company.

2017 Children's Christmas Party



The Eighth District Dental Society's Children's Christmas Party was held on December 9, 2017 at Brookfield Country Club. Approximately 50 kids and 60 adults joined us for a morning of Christmas themed arts & crafts, music, breakfast and of course their visits with Santa. We would like to thank Dr. & Mrs. Stanley Zak for sponsoring us at Brookfield and being our greeters, Dr. James Hoddick for graciously acting as Santa once again, and Ms. Christine Garvelli for being Santa's Helper.



Erie County Dental Society Page

I would like to express my gratitude to the members of the board and committees of Erie County Dental Society, as well as the staff at the Eighth District Dental Society, for their service and support over the past few years and for their volunteered involvement and dedication.

Our society has provided many educational and community services over the past few years. We have made, and will continue to make, improvements that allow the society to function in the manner for which it was established - to improve the oral and dental health of the public and promote the art and science of dentistry. Another aim of the society that we will continue to pursue is to cultivate and develop closer professional relationships among our members and with all professions and health organizations whose purpose is the betterment of human welfare. The society is fortunate to have volunteers within its ranks who continue to meet these challenges and seek to improve and promote our organization. We strive to bring back a social aspect amongst the members, as well as promote membership through exceptional educational opportunities.

I encourage everyone to stay active in the society, promote oral health and, if able, to volunteer and give back whether it be at the Good Neighbors clinic, local or abroad mission trips, or through mentoring students and younger colleagues. If interested, come to a meeting or contact a society member or staff to become more active.

Wishing you a warmer and healthy 2018.

Your past president,
Tara Halliwell-Kemp, DDS, MD

I'm very excited to serve the Erie County Dental Society as its President for 2018. We have a very busy and exciting year planned, and can't wait to serve our members. We have a very strong and diverse team of dentists and administrative staff to help all of us succeed. We are looking forward to more social and networking events this year, and are always looking for new members. Additionally, there are ways for members of the Erie County Dental Society to join the Board of Directors ... we would love to have you!

Joshua T. Hutter, DDS
ECDS 2018 President

Upcoming ECDS Events

February 16, 2018 @ 8am

Ski Day & CE

Holimont Ski Resort

May 7, 2018 @ 5pm

CPR

Eighth District office

April 4, 2018 @ 6pm

CE dinner

HPV and its Role in Oropharyngeal Cancer

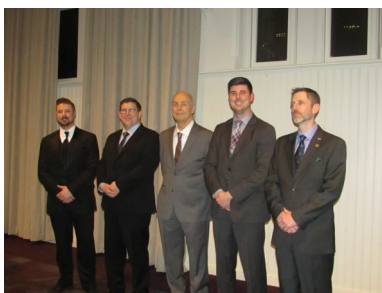
Creekside Banquet Facility

August 6, 2018 @ 5pm

CPR

Eighth District office

On January 13, 2018, the Erie County Dental Society held its annual Installation Dinner at Hotel Henry. Dr. Joshua Hutter was installed as the 2018 President. Drs. Karl Neuhaus, Joseph Hyde, Carl Embury and Darren Forcier were also installed as the 2018 officers. Dr. Tara Halliwell-Kemp was presented her Past President plaque. Ten members were awarded Life Membership status. Dr. James Hoddick was presented the Frank Stone Award.



Niagara County Dental Society Page

ATTENTION ALL DENTISTS PRACTICING OR RESIDING IN NIAGARA COUNTY:

LOOKING TO MEET OTHER LOCAL DENTISTS, LISTEN TO SPECTACULAR SPEAKERS, EAT GREAT FOOD, AND ESTABLISH CAMARADERIE WITH OTHER LOCAL DENTISTS ALL WHILE EARNING CONTINUING EDUCATION HOUR?!!!

WE ARE CURRENTLY ACCEPTING **2018 MEMBERSHIP APPLICATIONS** FOR:

Niagara County Dental Society

We have 6 meetings per year, always on the 3rd Tuesday of January, March, May, September, and November. Our extravagant end of the year Christmas Party is held on the 2nd Tuesday of December- It is always the highlight of our year!

The following is the list of our 2018 meeting dates and locations:

Tuesday January 16th- The Como Restaurant in Niagara Falls

Tuesday March 20th – location TBD

Tuesday May 15th – location TBD

Tuesday Sept 18th- Ivoclar in Amherst

Tuesday Nov 20th- Lockport Country Club

Tuesday Dec 11th- Holiday Party- Niagara Falls Country Club

Meetings generally start at 6:00pm with cocktails, followed by dinner and lecture at 7:00pm.

To join: Please write a check for \$65 dues made payable to NIAGARA COUNTY DENTAL SOCIETY, and mail to:

Dr. Stacy Hoffman
6932 Williams Road, Suite 1900
Niagara Falls, NY 14304

Tri-County Dental Society Page

Upcoming TCDS Events

There are currently no scheduled events for Tri-County Dental Society.

For more information about TCDS events, please contact Dr. Michael Kubinieć at (585) 343-5865.

Cattaraugus/Allegany County Dental Society Page

Upcoming CACDS Events

There are currently no scheduled events for Cattaraugus/Allegany County Dental Society.

For more information about CACDS events, please contact Dr. Dominic Colarusso at 716-372-8017.

Chautauqua County Dental Society Page

Upcoming CCDS Events

There are currently no scheduled events for Chautauqua County Dental Society.

For more information about CCDS events, please contact Dr. Julie Mills/Dr. Susan Soja at 716-366-6822.

Do You Obtain Proper Informed Consent? The Informed Consent Process

A recent decision¹ by the Pennsylvania Supreme Court reinforces previous recommendations made by Fortress, and is a reminder to all dentists of the proper way to obtain informed consent. The Court ruled that only physicians, and not members of their staff, may obtain informed consent from patients prior to performing a medical procedure. Justice David Wecht stated in the majority opinion, "Informed consent requires direct communication between the physician and patient, and contemplates a back-and-forth, face-to-face exchange." The court further held, "The duty to obtain the patient's informed consent belongs solely to the physician who is performing the treatment and is not delegable."

¹Shinal v. Toms, 2017 WL 2655387 (Pa. June 20, 2017)

Document The Process

The use of a procedure-specific, written informed consent form as a guide and visual aid during the discussion supports the dentist's efforts to inform the patient of the risks, benefits and alternatives to the treatment, including no treatment. Staff can assist with the informed consent process by:

- documenting that the informed consent discussion took place,
- placing a signed copy of the informed consent form in the patient's chart, and,
- documenting that the dentist and patient reviewed the informed consent form.

Informed Consent Forms at www.dds4dds.com

A library of procedure-specific informed consent forms are available for download at www.dds4dds.com. Login to download the forms today.

Adhese® Universal

Dental adhesive

- **Efficient VivaPen® delivery**
3X more applications per ml compared to bottles
- **Universal application**
Developed for all bonding and etching techniques
- **Predictable results**
High bond strength and virtually no sensitivity



Learn how
Adhese Universal
results in virtually no
post-op sensitivity at
AdheseUniversal.us

ivoclarvivadent.com
EXPLORE SHOP LEARN

For more information, call us at 1-800-533-6825 in the U.S., 1-800-263-8182 in Canada.
© 2017 Ivoclar Vivadent, Inc. Ivoclar Vivadent, VivaPen and Adhese are registered trademarks of Ivoclar Vivadent, Inc.

**ivoclar
vivadent®**
passion vision innovation

GoldSecure™ Hybrid Overdenture using ATLANTIS™ Conus concept
functions and fits like a hybrid. Removable for daily hygiene!



YOUR DENTAL LAB PARTNER



Learn more about
GoldSecure™ Hybrid Overdenture
using **ATLANTIS™ Conus concept**
Call us at **800.677.4784** today!



Rochester Technical Group, Inc.
120 Halstead Street
Rochester, NY 14610
800.677.4784 • 585.482.8100
Bill Burger-Sales/Marketing Manager
585.370.1988

GoldSecure™ Hybrid Overdenture **using ATLANTIS™ Conus concept**

The **GoldSecure™ Hybrid Overdenture** utilizes ATLANTIS™ Conus concept, and incorporates the proprietary ATLANTIS™ VAD (Virtual Abutment Design) for parallel milled abutments that correct divergent implant angles. The 5° SynCon® caps provide exceptional retention. The prosthesis is implant supported, and removable like an overdenture for optimal hygiene.

What makes it different?

- The non-resilient attachments provide a secure fit approaching that of a fixed appliance.
- The level of retention is unmatched by competing overdenture systems.
- The SynCon® caps are slightly malleable, allowing retention to improve over time. This eliminates the need for constant maintenance and replacement of attachments, unlike resilient systems.

Requirements

- 11 millimeters of space between the tissue surface (not implant surface) and opposing dentition.
- Not available on external hex implant systems.



Contact our GoldSecure™ implant team for your next fully edentulous case. We will guide you through planning, design and clinical stages to success! Ask for Tom or Holly.



Celebrating 65? **It's Time To Think About Medicare.**

There is a lot to know when it comes to Medicare. We're here to help guide you through the process. Contact us today for assistance!

Ask us about our Medicare
informational sessions!

Brendan Farrell
716.362.7334
bfarrell@walshins.com



Walsh Duffield
Insurance since 1860

Classified Ads

Employment Opportunities

Associate position available: We are a well established private practice seeking an associate to join our group. Busy general dentistry, fully digital office in Kenmore. Buy-in partnership potential. Please send CV to lrstrotsky@yahoo.com

Equipment for Sale

For sale: Cerec blue cam with latest software. MCXL milling unit with custom cabinet; Ivoclar programmet staining/crystallization oven. Health Sine defibrillator. Call 716-474-4396 for more information and prices.

Used dental equipment - some pretty new, all in good working order. Pelton/Crane Hustler Arid-Air compressor. Adec dental light (ceiling mount, off white). Progeny: Priva Dental x-ray system. Air Techniques Vac Star Dental Vacuum System. L&R Ultra sonic cleaner. Denta Former Vacuum System. Unitek spot welder. Dentspy Rinn x-ray duplicator. Harvey Chemclave EC5500. Demetron II cordless curing light. For more information, contact Dr. Paul Volansky at 716-675-4381.

Offices/Practices for Sale

Practice for Sale: Williamsville-Clarence. \$400,000+ Gross. Mixed FFS and PPO, no Medicaid. The practice has approximately 1200 active patients and does little to no advertising. Office has 4 treatment rooms, 1900 sq ft, in a free-standing building with room for expansion. Has ample parking. Practice is computerized and has digital x-rays. Seller owns real estate. If interested, reply to P.O. Box 12, Clarence, NY 14031 or email falkirk48@gmail.com

General Practice for sale in Mayville, NY. Averaging \$525k in collections and \$250k+ net profits, \$400k asking price. 100% FFS, great patient base and major growth potential. Seller owned Real Estate also available. Seller approaching retirement and excited to setup new owner for success! Call/email Brian, 585-260-7566 or brian@fairwayhealthcarepartners.com

Professional Services

United Dental Brokers of America ... Your full service dental practice brokers. Are you - Looking to purchase a practice in NY State? Thinking about transitioning into retirement? In need of an associate or employee? We can help you. Call me, David Meislin, 315-725-4520, david@UDBA.biz, www.UDBA.biz. For Sale: Syracuse Perio \$2.6M Collections.

MEMORIALS

Dr. Basil J. Arnone passed away on December 21, 2017 at the age of 87. Dr. Arnone was a Life Member of the Eighth District Dental Society.

Volunteers Needed

The Dental Office at Good Neighbors is in need of volunteer dentists and dental assistants to provide free dental care to the people of WNY.

The Dental Office operates on:

Wednesday mornings from 8:30-11:00 AM
Friday afternoons from 1:30-4:30 PM

The Dental Office at Good Neighbors Health Care Center
175 Jefferson Ave
Buffalo, NY 14210

Please call 716-856-2400 to volunteer.

Assistance for Dependencies Available

The Council for Chemical Dependency is in existence to help colleagues, staff or family who may have an issue with alcohol or other substance abuse. All inquiries are kept strictly CONFIDENTIAL and will be acted upon in a non-punitive, non-judgmental and caring way. If you or someone you know has an issue, please call State Chairperson, Dr. Bob Herzog (716-565-2160) or Eighth District Chairperson, Dr. Amy Bryan (716-433-7684).

Eighth District Dental Society: Endorsed Vendors

Credit Card Acceptance:

Retriever Systems (800) 337-3630
x2017

Payroll Service:

Payroll Processing (716) 668-5200

Insurance:

Professional Liability Insurance

Fortress Insurance (716) 362-7363
thru Walsh Duffield

Medical Insurance

Walsh Duffield (716) 362-7386

Other Insurance Products

Walsh Duffield (716) 362-7363

Eighth District Dental Society: Sponsoring Vendors

Accounting:

Chiampou, Travis, Besaw & Kershner (716) 630-2400

Banking:

Business Loans

Bank of America (646) 265-3004
Practice Solutions

Computer Network Solutions:

MVP Network Consulting (716) 630-1701

Dental Laboratory:

Legacy Dental Arts (716) 458-0218
Pro-Esthetics (716) 626-1258
Rochester Technical Group (585) 482-8100
Vital Dental Laboratory (716) 874-0252

Dental Suppliers:

Dentsply Sirona (844) 848-0137
Henry Schein Dental (631) 843-5500
Ivoclar Vivadent (800) 533-6825
Patterson Dental (585) 924-0550

Financial Planning:

Merrill Lynch (716) 635-4366
Wealth Management Group (716) 625-4520

Practice Transitions

Hudson Transition Partners (716) 908-3143

Printing & Graphics:

Printed Image (716) 821-1880

NYSDA Endorsed Services

Financial Services:

Patient Financing (800) 300-3046
CareCredit x5

Financial Planning
Altfest Personal (888) 525-8337
Wealth Management

Credit Card Acceptance
Best Card (877) 739-3952

Student Loan Refinancing
SoFi (855) 456-7634

Payroll Processing
SurePayroll (866) 535-3592

Debt Collections
TekCollect (888) 292-3530

Insurance Services:

Professional Liability
MLMIC (888) 744-6729

Other Business Insurance
Arthur J Gallagher & Co (888) 869-3535

Long-Term Care
New York Long-Term (844) 355-2596
Care Brokers

Banking:

Credit Cards
US Bank (888) 327-2265

Practice Loans
Bank of America (800) 497-6076
(800) 932-2775

Other Services:

Electronic Prescribing
Henry Schein (800) 734-5561

Website Development
Prosites (888) 932-3644

Patient Marketing
Demandforce (800) 210-0355

Amalgam Recycling
Solmetex (800) 216-5505

Luxury Vehicles
Mercedes (866) 628-7232

Apparel for Staff
Lands End (800) 490-6402

Delivery Services
UPS (800) 636-2377

Travel Program
Travel Discounts www.nysdental.org

Secure Email
iCoreExchange (888) 810-7706

PRST STD.
U.S. POSTAGE

PAID

Buffalo, N.Y. 14240
Permit No. 1238



MVP Network Consulting, LLC.

Technology *That Works!*



**The Official I.T. Provider of
The Eighth District Dental Society**

WNY's Dental IT Experts

- Dentrix, Eaglesoft, Carestream Specialists & Many More
- HIPAA Compliance Consulting
- Digital Integration Experts
- 24/7/365 Help Desk Support
- Web Development & Search Engine Optimization (SEO)
- Phone Systems

mvpworks.com

716-630-1701