

NEWSLETTER



Winter 2013 Vol 3 No 1

Letter from the President



Right now I am sitting in my chair looking out the window at the snow falling in Saranac

Lake. This will be one of the last times in this chair looking out the window at the beautiful winter wonderland. I love this place but my needs have changed. It is time to move on and open another chapter in my life.

One thing that puzzles me most is why are people so resistant to change? Change can be difficult but at the same time it opens new doors. I like change! It rejuvenates me and gives me reason to be excited everyday. If we all did the same things every moment of our lives how dull would life be? Both personally and professionally I greet change with open arms. Embrace it!

The following is a story about a Philosopher who walks into a classroom with an empty jar and a box of stuff.

On the podium, he puts this large empty jar and fills it with golf balls. He asks the students if the jar is full. Everyone raised their hands, “yes,” it is. Then, he took a box of pebbles and poured that into the jar and filled it up. He asks the students if the jar is full. They said “yes.” He said “one moment.” He took out a box of sand and poured it into the jar and filled it up. He asks the students if now the jar is full. They said “yes.” Underneath the podium he took two cups of coffee and poured them into the jar.

What he said to his class – here is the lesson: “That big empty jar is your life. In it are the golf balls. Those golf balls are the things that should be so important to you in life. Your family, your children, yourself,

your own well being, your community. The pebbles represent your career, your job, car, house, that often become important. The sand is all that stuff we all worry about, whether we are going to [continued pg. 6]

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**Fourth District Dental
Society of New York
NEWSLETTER**

Volume 3, No.1 Winter 2013

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of the State of New York**

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This newsletter is the official publication of the Fourth District Dental Society. It is published three times a year: Fall, Winter, Spring/Summer. Unless officially adopted by the Fourth District Dental Society and so indicated, opinions expressed in this publication are not necessarily the views of the association.

Please contact the Fourth District office with any changes to your home or office address, phone number, or email.

News Updates

Saratoga Dental Congress 2013

Don't forget to sign up for this year's Saratoga Dental Congress, which will take place on **May 23rd and 24th**. You should have received the brochure with registration forms in the mail. The brochure is also available for download on the website [www.4thdds.org]. We have an exciting program planned including the following speakers: Dr. John Cranham, Mr. Timothy Twigg, Ms. Colleen Rutledge, Dr. Garry Bey, and The Madow Brothers. A full day Hands-On Hygienist Course will be offered on Thursday, the 23rd, and a CPR/AED for the HealthCare Professional Course will be offered at various times throughout the 2-day event. Registration fees will increase after April 18th.

Hurricane Sandy Relief

NYSDA and the ADA have partnered to provide relief for the affected dentists on Long Island and Manhattan. The Fourth District Dental Society has donated \$10,000 to the relief effort, in addition to the many who have contributed individually. As of Jan, 17th, 2013, over \$440,000 was raised and \$315,000 of that has been distributed to over 60 individuals. If you would like to donate please visit www.nysdentalfoundation.org/disaster-relief.html.

4th Annual Golf Outing

Save the date, **Friday, September 13th**, for another great day of golf and continuing education at the Hiland Golf Club in Queensbury. The NYSDA Risk Management course will be presented in the morning by Dr. Fred Wetzel and John VanDenburg, Esq. More detailed information will be coming soon, please watch for your invitation.

Fourth District Online Member Directory

The directory is now online for members only to access with a password. Please call Nancy Hess at the district office for information on how to log in for the initial setup. There will now be the ability to add practice names, websites, and multiple office locations. Please watch for the member information update form and, as always, please let us know of any email, phone, or address changes as soon as possible.

NYS Dental Assistants' Assoc. Annual Meeting

Please remind your Dental Assistants to save the date for their Annual Meeting, **Saturday, April 13th**, at Hudson Valley Community College in Troy. Topics include digital radiography and NYS dental assisting law. Registration is at 8:00 AM and refreshments and lunch will be provided. The fee for the full day course is \$35 and registration and payment are due by April 1st. Please contact Ann Gallerie at a.gallerie@hvcc.edu with any questions or for further information.

New Dentist Meeting

Over 35 were in attendance for the New Dentist Meeting held at Angelo's Prime in Clifton Park on November 8th. Jonathan Miller from Bank of America Practice Solutions presented, "Preparing for Practice Ownership – A Guide to Avoiding the Pitfalls of Starting or Buying a Dental Practice." This was followed by a talk on "Reputation Marketing – What's Your Star Rating? Creating, Managing, and Building a More Attractive Online Reputation," given by Alex Pruzinsky of Demand Force. This event provides an excellent opportunity for the new dentists in our district to get to know each other.



Dr. Seth Farren
Master of Ceremonies



Dr. Tsui, Drs. Matt and Lindsey Battiste



Dr. Shaughnessy and Dr. McMahon



Jonathan Miller
Bank of America



Alex Pruzinsky - Demand Force

Dr. Jennifer Kluth during introductions



ADA Books Available for e-Readers

ADA e-Books are now available for both the Amazon Kindle and the Barnes and Noble Nook, making these perfectly portable for work travel. Visit the Amazon Kindle Store or BarnesandNoble.com for a complete list of all the ADA titles available. Books are also still available as hard copies at adacatalog.org or by calling 1-800-947-4746.

Women Dentist Reception

On December 6th the Fourth District Dental Society hosted approximately 35 members at the Gideon Putnum Resort and Conference Center in Saratoga Springs for a dinner reception with continuing education. The American Dental Association Membership Program for Growth has helped to make the Women Dentist Meeting a popular repeat event in our district. We would like to offer sincere thanks to NYSDA President, Dr. Deborah Weisfuse, and Chair of the NYSDA Council on Membership and Communications, Dr. Maria Maranga, for traveling to our district to speak at the event. Mrs. Erin Sandmann gave a thought

provoking presentation on staff personality types as it relates to communication in the office. Dr. Nancy Cavotta, a pediatric dentist in Latham, then gave a wonderful and interactive presentation on management of the pediatric patient. It was a great opportunity for this segment of the membership to get together for a social gathering and simultaneous educational meeting. The meeting was funded in part by a grant from the ADA Membership Program for Growth (MPG). Thank you also to Nancy Hess, executive director of the Fourth District, and Dr. May Hwang, membership chair, for organizing the event.



Amie Cheeney, Dr. Harrison, Dr. Pels-Wetzel, Dr. Maranga



Dr. Byrne and Dr. Singh



Dr. Cavotta and Dr. Hardinger



Dr. Morini, Dr. Cocozzo, and Dr. Fox



Dr. Arpei-McHugh and Dr. Burlingame



Dr. Evans, Dr. DeLucia, and Dr. D'Souza



Dr. Weisfuse and Dr. Pels-Wetzel

Letter from the President

(Continued from pg 1)

get caught running the red light, we are going to get stopped at the corner. All those things are tremendously important to us.” He said, “if you fill the jar with sand, you have no room for the other things important in your life. The same thing is true if you think about the pebbles. As you go ahead and move through your life, always re-evaluate that situation, always reevaluate what you are doing in your life.”

How many of us put too many pebbles in the Jar and not enough golf balls? I wish I had put more golf balls in the jar. Think about what is important and what matters. That is why change is important. In case you were wondering, the coffee is a reminder that no matter how full your life is there is always room for coffee with friends.

For me, I look forward to the changes and challenges of being President of the Fourth District Dental Society. We have a great district that we can all be proud of. Get involved and participate. Attend the Saratoga Dental Congress or any of the regularly scheduled meetings. Volunteer to help out with the local county societies or serve on a committee or the Board of the Fourth District. Step up, challenge yourself to change, and open up some wonderful opportunities.

Welcome New Members:

Dr. Alexander Choe - *Periodontics*
University of California, San Francisco
University of Washington - Periodontics
Private Practice Kletter and Levine PC - Saratoga

Dr. Nicola Henry - *General Dentistry*
Howard University Dental School
Alice Hyde Dental Center - Malone

Dr. Kevin O’Keefe - *General Dentistry*
University of the East, Philippines
Private Practice - Elizabethtown

Dr. Joel Abikhzer - *Oral Surgery*
University of Montreal
University of Toronto - OMFS
Private Practice with Dr. Feinberg - Plattsburgh

Dr. Abraham Chen - *General Dentistry*
Univ. of Medicine & Dentistry of New Jersey
1st Advantage Dental - Queensbury

Dr. Kate Perham - *General Dentistry*
Tufts University School of Dental Medicine
Private Practice Drs. Kearney and
Cotugno - Gloversville

Dr. Eunsuk Lee - *General Dentistry*
Univ. at Buffalo School of Dental Medicine
1st Advantage Dental - Saratoga Springs

Dr. Jeremy Lassetter - *Oral Surgery*
University of the Pacific School of Dentistry
Highland Hospital/Univ. of Pacific - OMFS
Adirondack Oral & Maxillofacial Surgery

Join us in the Mile High City at the Four Seasons Hotel for the annual New Dentist Conference, geared toward new dentists (fewer than 10 years out of dental school) and leaders in organized dentistry. This conference will offer up to 15 hours of continuing education, a full day of leadership development, breakfast and learn sessions, all-inclusive

lunches, and a Friday night event at Coors Field with a pre-game picnic and a ticket to the Colorado Rockies vs. the Chicago Cubs game. Register by May 24th, 2013 to be entered in the Early-Bird Registration Sweepstakes with a chance to win one of the following: one complimentary registration for the conference, three nights lodging at the Four Seasons Hotel (Jul 17-20, 2013), two complimentary registrations to the ADA Annual Session in New Orleans, or three nights lodging at the Sheraton New Orleans (Oct 31 - Nov 2, 2013).

The American Dental Association

27th

New Dentist
Conference

Denver, Colorado | July 18-20, 2013

Annual Installation Dinner

Fourth District Officers for 2013



President

Dr. Doug Sandmann



President Elect

Dr. Loren Baim



Vice President

Dr. Adrienne Korkosz



Treasurer

Dr. H. John Schutze

The 2013 Installation of Officers took place on Friday, January 11th, at the Seven Horse Pub and Restaurant in Saratoga Springs. The evening had a Mardi Gras theme in tribute to the next ADA Annual Session New Orleans. Dr. Wayne Harrison

was recognized and thanked for serving his second term as President for our district. Dr. Harrison then passed the gavel to incoming President, Dr. Douglas A. Sandmann who spoke about his plans for his upcoming term.

**Member
Get A
Member**



Building the future of our profession ... together!

ADA American
Dental
Association®

America's leading
advocate for oral health

Share why you belong to the #1 organization representing all dentists.

Any ADA member dentist is eligible to participate in the 2013 ADA Member-Get-A-Member Campaign. With your help:

- **The ADA benefits** by representing another member dentist.
- **The new member you recruit benefits** by taking advantage of membership.
- **You benefit** by strengthening the ADA and sharing membership with another colleague — plus there are incentives and prizes for recruiters! For details and complete campaign rules visit **ADA.org/MGAM**.

Don't Delay!

The ADA Member-Get-A-Member campaign runs through September 30, 2013. For resources to assist your recruiting efforts, plus complete guidelines and rules visit **ADA.org/MGAM**, send an email to mgam@ada.org or call 800.621.8099.

Obituaries

Dr. George T. Amann passed away on Friday, December 14, 2012 at Saratoga Hospital. Born in Troy on April 28, 1942 to the late Ludwig Alois, Sr. and Teresa Elizabeth (Holland) Amann. He is the husband of Anne (Cononica) Amann. Dr. Amann was a graduate of Mechanicville High School, class of 1959. He attended Siena College and graduated from the State University of New York at Buffalo with a BA in Biology. He attended the College of St. Rose and graduated with Thesis Honors in 1976 from SUNY Buffalo, School of Dentistry. He was a former science teacher in the Greater Amsterdam School District and was the owner of Dr. George T. Amann Dentist Office in Mechanicville. He was a past captain and president of the J.L. Short Hook and Ladder Co. #1, and was a past safety officer of the Mechanicville Fire Department, where he served for 52 years. In his spare time George enjoyed construction, music, classic cars and above all his family, grandchildren and patients and he "always liked a good joke". Memorials may be made to the Mechanicville Fire Department, 54 North Main Street or the John H. Ahearn Rescue Squad, 58 North Main Street, both of Mechanicville, NY.

Board Meeting Highlights

November 14, 2012

- Documents/reports for Board meetings will now be distributed to the Board earlier to give members more time for review before the meeting.
- The NYS Dental Assistants Assoc. has asked to have a table at the SDC. The Board approved this and the table will be set up on the exhibit floor.
- ADA House of Delegates meeting discussion and summary: Dr. Wetzel reported there were 150 resolutions, which became over 170 by the time of the meeting. Key topic was governance-reducing the size of the House of Delegates. The savings nationally would be minimal, but there would be some savings for the states. After much debate, there was no change. Dental Anesthesia was also an important topic-it was not approved as a specialty. The Membership council decided to raise the ADA dues percentage for Active Life members to 75% nationally.
- Dr. Mathiesen reviewed Peer Review Council meeting report: 'Instant Membership' for non-members wishing to utilize Peer Review was discussed, with the majority of the Council in opposition.
- Dr. Condry is stepping down as Dental Health Planning and Hospital Dentistry council chair and Dr. Nancy McDermott will be replacing him.

December 12, 2012

- Missions of Mercy Presentation by Dr. Bauman and Dr. Kennedy: Discussed North Carolina site visit after powerpoint and video presentation of the event.
- Membership & Communications Council Meeting Review by Dr. Hwang: The Hallmark of Excellence has received 5 applicants, however the New Dentist leadership award had no applicants at this time. NYSDA has formed a focus group to update their website.
- Schenectady County Branch Report - The Tri-Professional meeting in Schenectady was discussed. Financial help to the branch will be provided by the Fourth District.

February 6, 2013

- Dr. Bauman and Dr. Kennedy have presented their Missions of Mercy presentation to the 3rd District, the NYSDA foundation, the CT MOM group and Schein. Planning for the event is coming along well.
- Date set for the golf tournament: Sept. 13th at the Hiland Golf Course.
- Pierre Fauchard Academy nominations are due. Any nominations should be forwarded to Dr. Gleason.
- 4th District Secretary position open - The Nominating Committee will present names to the Board.



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Dental Society**
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Fourth District Newsletter



Saratoga Dental Congress

The Meeting At The Springs

Thursday, May 23 & Friday, May 24, 2013
Saratoga City Center

ADIA·E·R·P
Continuing Education Reciprocity Program