FORGE CONNECTIONS | BECOME INSPIRED | EARN CE CREDIT

JULY 25–28
SAVE THE DATE

GDA Georgia Dental Association

Convention & EXPO
The Ritz-Carlton Amelia Island | Amelia Island, FL

2019

Invest in yourself at our biggest event of the year!

IT'S A LICENSE RENEWAL YEAR...

COMPLETE YOUR CE AT THE BEACH!

✓ Choose from more than 40 hours of CE
✓ Courses offered in all required areas for licensure

Top-quality CE Courses | Win Prizes
Activities for the Whole Family | Luxurious Beach Resort
Networking & Social Events | An Exhibit Hall Not to be Missed

Registration Opens Mid-February at GDAconvention.com

INVEST IN YOURSELF | CREATE FAMILY MEMORIES | WIN PRIZES
PRESIDING OFFICER

TRAINING WORKSHOP
with Dr. Glenn Hall, ADA Speaker of the House

Friday, April 5, 2019
Noon–5 pm
(Lunch provided)

Doubletree Atlanta Perimeter
4386 Chamblee Dunwoody Rd
Atlanta, GA

Registration Fee: $45

Learn how to be more confident and effective in your volunteer leadership roles. In this workshop, Dr. Glenn Hall, ADA Speaker of the House, will teach participants how to run productive meetings, the basics of parliamentary procedure and techniques for working effectively with groups of volunteer leaders. Open to all GDA members, this session is eligible for 4 CE credits.

Who should attend?*

- Members serving as volunteer leaders with GDA or other organizations
- Those considering serving in a leadership role
- GDA/District Officers
- GDA/District Committee Chairs
- GDA House of Delegates Members
- GDA Board of Trustees
- Leadership GDA Participants
- ADA Delegation
- Those considering a role as Speaker/Parliamentarian with any organization

Visit gadental.org/CE to register and for recommended reading.

*This workshop is required for incoming District Presidents/PEs as part of the District Leadership Conference, which takes place April 5-6 in Atlanta. Those attending the District Leadership Conference will receive a discount code to register at no charge.
Apparel: LANDS END OUTFITTERS: $50 or 10% savings off purchases. 800.490.6402 | ada.landsend.com

Check/credit card payment: TSYS: $1,274 average annual savings. 800.538.1601 | transfirst.com

Debt recovery: TSI: $1,300 average annual savings. 706.267.7513 | tsico.com

HIPAA-compliant communications: ICORECONNECT: salesinfo@icoreconnect.com

Insurance claims management: CLAIMX: $1,050 average annual savings. claimxedi.com

Interpretation/translation: CYRACOM: 50% average savings. 844.737.0781 | cyracom.com/ada/

On-hold messages: INTOUCH: $300 savings on system. 877.493.9003 | intouchdental.com

Payment service: ONPAY: 50% average savings on payroll processing. 877.328.6505 | onpay.com/ada

Practice/equipment financing: BANK OF AMERICA: 50% savings on administrative fees. 800.497.6076 | bankofamerica.com/practicesolutions

Shipping: UPS: Save up to 50%. 800.636.2377 | savewithups.com/ada

Waste disposal: HEALTHFIRST: Up to $429 or 33% savings off retail. 888.963.6787 | healthfirst.com

Website services: OFFICITE: Up to $2,600 savings off setup services. 888.817.4010 | officite.com/dental

Appliances: WHIRLPOOL: $150 or 10% savings off purchases. 800.808.9274 | www.whirlpoolsidepass.com

Auto: MERCEDES-BENZ: Up to $4,000 savings upon purchase or lease. 866.626.7232 | ada.org/Mercedes

Legal plans/identity theft protection: LEGALSHIELD: $384 average annual savings. legalshield.com/info/gda

Technology: LENOVO: Up to 30% savings off public web price. 800.426.7235 x4886 | lenovo.com/ada

Travel: AHI TRAVEL: $250 off brochure price. 844.205.1171 | ada.ahitravel.com

Visa rewards card: US BANK: 2x or 5x points on ADA purchases. 888.327.2265 x38326 | usbank.com/ada38326

Wealth management: WILE CONSULTING GROUP – UBS: Up to $10,000 complimentary financial planning. 404.760.3301 | ubs.com/team/wile

Visit www.gdaplus.com/partners for details!
February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

Classified Advertising
adental.org/advertise

Community Outreach,
Newsletter
Megan Capaldo, x-101
megan@gadental.org

Convention & Expo
Annamarie Davis, x-189
annamarie@gadental.org

Education
Scott Piper, x-190
scottp@gadental.org

Government Affairs,
Scott Lofrancos, x-103
scott@gadental.org

Insurance Services
Business & Personal
Michele Amatuli
770.395.0224
michele@gadental.org

Health/Medicare
Supplements
Christy Biddy
770.395.0224
christy@gadental.org

Letters to the Editor,
Public Relations,
Website/Social Media
Carol Galbreath, x-119
carol@gadental.org

Medicaid/PeachCare,
Third Party Help
Emily Yona, x-192
emily@gadental.org

Membership
Katherine Torbush, x-126
katherine@gadental.org

Sales
Rogers Beasley, x-106
rogers@gadental.org

FRONT COVER
Visit MouthHealthy.org/SmileBuilders for activity sheets.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.

February is Children’s Dental Health Month

Promote the benefits of good oral health to children and their caregivers with free resources to celebrate National Children’s Dental Health Month this February. Download coloring pages and activity sheets featuring the Smile Builders. All resources are available in English and Spanish.

Visit gadental.org/foundation.

UPCOMING EVENTS
Visit gadental.org/events for the full GDA calendar.

February 2019

20 LAW Day—CDDS
21 GDA Finance Committee Meeting
28 LAW Day—SEDDS/Georgia Dental Society

March 2019

1 GDA Foundation Meeting
6 LAW Day—NWDDS
8 GDA Board of Trustees Meeting
13 LAW Day NDDS, EDDS
14 NWDDS New Member Spring Event
20 LAW Day—Open to all
20 NWDDS EC Meeting
21–23 Hinman Dental Meeting

April 2019

5 Presiding Officer Training Workshop
5–6 District Leadership Conference
12 Leadership GDA Kick Off Session

© 2018 AMERICAN DENTAL ASSOCIATION     ALL RIGHTS RESERVED.
THERE ARE MANY REASONS TO GET A PRACTICE VALUATION...

PROTECTING YOUR FAMILY MAY BE THE BEST.

Your practice is likely your biggest asset. You should know what it is worth.

Use Henry Schein® Professional Practice Transitions for your practice valuation.

Because how it’s done—matters.
Dentistry is more than just a profession for the vast majority of us. Most of us would remember the answer we all gave at our dental school interview to one definite question all aspiring dental students must answer, "Why do you want to be a dentist?" One of the reasons many of us chose this profession was to help others. In some form or other each one of us has a genuine interest in helping our patients and our team members.

Having the heart of a server is a key quality that helps us through many unpleasant situations in our practicing career. At its worst, even in the face of a failure, our satisfaction comes from the fact that "I did everything I could." When we face a failure, the last thought that enters our mind is that we did everything we could. Most of us are more upset at a negative outcome than disproportionately allocating our resources. I believe this remains a fundamental ethical value among dentists. Our desire to give back comes from this value.

Barriers to health care remains an ongoing challenge for patients, the government and providers. Finite resources in terms of funding, providers, distribution and emerging technologies will continue. Meanwhile, the profession must continue to be a leader, working with other concerned interests. In a recent survey by McKinsey & Co., of 1,100 top executives, 79% predicated responsibilities for dealing with future social and political issues would fall on corporations, but only 3% said they currently do a good job dealing with social pressures. There is a lesson for us all on this. Most dental businesses are small corporate entities. GDA as an organization is a collective voice of this conglomerate. The pressure of solving or addressing barriers to care will ultimately be upon us. Consumers and government will turn to us to help solve this. Only we have the competencies and understanding of resources. Leveraging these competencies to solve problems is our moral and ethical obligation.

In the words of Audrey Hepburn, "As you grow older you’ll discover that you have two hands, one for helping yourself, the other for helping others.”
Children’s Dental Health Month

February is Children’s Dental Health Month. This month-long national health observance brings together thousands of dedicated dental professionals, healthcare providers, and educators to promote the benefits of good oral health to children, their caregivers, teachers and many others. Resources to help publicize the month, such as posters, coloring pages and activity sheets are available. Visit gadental.org/foundation.

GDA Convention & Expo

It’s time to plan your summer getaway to Amelia Island, Florida for a sunny vacation and the Georgia Dental Association’s Convention & Expo. The annual convention will be held July 25–28, 2019 at Ritz Carlton in Amelia Island, Florida. Earn CE credits for your 2019 license renewal while enjoying a luxurious beach resort with dental professionals from all over Georgia. Bring your full dental team and family.

GDA Convention & Expo

Registration opens later this month.

In Georgia, Give Kids a Smile Day took place on Friday, February 1, 2019 in conjunction with Children’s Dental Health Month. Look for full coverage in next month’s issue.
Total Medical Compliance Offers Free Hotline to GDA Members in February.
The GDA is teaming up with Total Medical Compliance (TMC) to offer a free hotline to members. During the month of February, member dentists and their staff may call TMC with general questions about OSHA compliance at no charge. If you are not already a TMC client, take advantage of this complimentary month of OSHA support and acquaint yourself with all of the great services that TMC offers. In February, just call TMC’s Client Service Center at 1-888-862-6742.*

*This does not include OSHA inspections or HIPAA breaches.

DCG Celebrates 50th Anniversary

The Dental College of Georgia’s 50th Anniversary Celebration will take place April 27–29, 2019 at the Marriott Hotel in Augusta. GDA will sponsor a cocktail party prior to Friday night’s dinner in honor of the 50th Anniversary of the Dental College of Georgia.

Visit www.augusta.edu/alliedhealth/golden-anniversary.php for more information.
Northwestern District Celebrates 50th Anniversary of Fish Fry
By Dr. Mayur Nayee

In December, the Northwestern District Dental Society hosted its 50th anniversary Fish Fry at the Clarence Brown Conference Center in Cartersville. On hand were past Chairs of the Fish Fry, GDA leadership and officers, along with approximately 90 district dentists and 21 legislators.

Fifty years ago, the goal in hosting the reception was to nurture relationships and form new ones with fellow colleagues and state legislators. These ties have been forged and maintained through the years by the Georgia Dental Association’s Contact Dentist program, where lawmakers are assigned a Contact Dentist to serve as a resource for viewpoints and counterpoints on proposed healthcare, business and dental related legislation. Year after year, the legislators who attend the Fish Fry sing praise about the value of this program and the advocacy of our dental association as a trusted resource on proposed legislation.

The annual social event also serves as a more relaxed prelude to the opening of Georgia’s legislative session, as well as the various districts LAW days. Senators and representatives are often inundated with information from a variety of sources, some factual, some otherwise. They are left to make sense of this and introduce legislation with far-reaching effects on the general public, the practice of dentistry and the operation of small businesses. They often use the Fish Fry as an opportunity to convey their thanks to our volunteer dentists who are always willing to hear about and opine on the various packets of bills that are being proposed.

GDA is only as good as its members, and the members are only as good as their participation. Each passing year, it is imperative that we continue to have a voice and hearing ear in the Georgia legislature to be able to supervise changes in the state dental act from well-meaning ideological foundations or activist groups, who do not fully appreciate the nuances of dental healthcare delivery.

If you are interested in learning more about the contact dentist program, visit gadental.org/advocacy.
Action for Dental Health Act Signed Into Law

On Tuesday, Dec. 11, President Donald J. Trump signed the Action for Dental Health Act into law. Since 2014, the ADA has championed the Action for Dental Health initiative, which aims to improve oral health and access to oral health care. This is a tremendous victory for dentistry and patients everywhere,” said ADA President Jeffrey M. Cole. “The Action for Dental Health initiative shows what our profession stands for, which is that all Americans deserve good dental health. The ADA is pleased to see Congress prioritizing legislation that will improve access to oral health care and help prevention and outreach programs to combat dental disease before it starts.”

For more information about the ADA’s Action for Dental Health initiative, visit ADA.org.

Average Number of Patients Visits Per Week Decreases

The ADA News reports that the average number of patient visits per week among all US dentists decreased from 82.1 in 2007 to 77.1 in 2017, according to the ADA Health Policy Institute.

Additional information on the Health Policy Institute is available at ADA.org/HPI.

Melvin M. Goldstein
Attorney at Law
248 Roswell Street
Marietta, Georgia 30060
Phone: 770.425.4277  Fax: 770.426.9584
www.melvinmgoldstein.com

- Private practitioner with an emphasis on representing healthcare professionals in administrative cases as well as other legal matters.

- Former Assistant Attorney General for the State of Georgia and Counsel for professional licensing boards including the Georgia Board of Dentistry.

- Former Administrative Law Judge for the Office of State Administrative Hearings.

For more information about the ADA’s Action for Dental Health initiative, visit ADA.org.
Dr. Harvey B. Smith

Dr. Harvey Bryant Smith of the Northern District Dental Society passed May 4, 2018 at the age of 95. As a member of the Georgia Dental Society, Dr. Smith participated in the integration of the Georgia Dental Association in 1953. Dr. Harvey’s patients included hundreds of Morehouse students, Dr. Martin Luther King, Jr. and Dr. Benjamin Mays. He was appointed to the Advisory Board of the Georgia Dental Association by former United States President, Jimmy Carter in the late 1970s. In addition to numerous recognitions throughout his career, in 2011 Dr. Harvey received the Dr. Cheryl G. Franklin Health Professions Scholarship which distinguished an exemplary Morehouse student with a pre-dentistry major. Dr. Harvey was a 1943 graduate of Morehouse College and a 1946 graduate of Howard University Dental School.

IN MEMORIAM

We remember the exceptional dentists of the GDA that passed July–December 2018

G. Gregory Abbott
Southeastern District Dental Society

John Chapman Barnes
Northern District Dental Society

Fred Nelson Clements
Southwestern District Dental Society

F. Marion Durst
Eastern District Dental Society

G. Robert Foster
Northern District Dental Society

Wade Burke Hammer
Eastern District Dental Society

Donald Bruce Leslie
Northwestern District Dental Society

William Coleman Marshall
Northern District Dental Society

Earl Lawrence Masters
Northern District Dental Society

W. Craig McCroba
Central District Dental Society

George Howard Morden
Northern District Dental Society

Stanley E. Rye
Northern District Dental Society

Daniel Sanders
Western District Dental Society

Arthur K. (Kit) Weathers
Central District Dental Society

IN MEMORIAM

Buying your first practice doesn’t have to be painful.

PARAGON cultivates relationships, not just clients. We’ll match you with the opportunity that fits your career aspirations, and guide you through every step of the process.

Start your practice with a smile. Call now.
Your local PARAGON dental transition consultants
Donna Sheldon and Michael Mann, DMD

866.898.1867 info@paragon.us.com paragon.us.com
Legislative Receptions
GDA legislative receptions were held around the state in November and December. They provided an opportunity for dentists and legislators to meet and talk about legislation in a low-key social environment.

Welcome New Members
The following new members joined GDA in December.

Meredith Barker  
Northern District Dental Society

Alice Booth  
Southeastern District Dental Society

Melissa Brown  
Northern District Dental Society

John Camba  
Eastern District Dental Society

Ricky Harrell  
Northern District Dental Society

Stephen Hobby  
Southwestern District Dental Society

Wallis Hobby  
Southwestern District Dental Society

Donald Ross  
Northern District Dental Society

Lisa Washington  
Northern District Dental Society

Xin Wei  
Northern District Dental Society

GDA Member Receives US and International Patents
Congratulations to Dr. Jeffrey Prinsell of the Northwestern district for receiving U.S. and international patents on an autoclavable dental implant surgical drill instrument, which requires no prior impressions or lab work.

KUDOS CORNER

GDA Member Receives US and International Patents

A Full-Service Firm that assists Dental Professionals with:
• Design-Build
• Real Estate Searches
• Financing

We help guide our clients to make informed decisions with feasibility studies, land acquisition, leasehold space searches, financing, site development, and building design. Blue Frog has completed over 500 projects that include interior and exterior renovations and ground-up projects. We have a wealth of contacts in the medical industry to assist our clients with anything they desire to incorporate into a facility. Blue Frog works hard to help minimize risks and issues during each of our projects, and our vast experience allows us to integrate unique ideas and innovative solutions thus saving our clients time and money.

D R E A M  •  D E S I G N  •  B U I L D

www.bfrog.net 770-831-4155
The Importance of Emotional Intelligence in Dentistry

By David Black, DDS

Some of the recurring themes you hear in conversations with dentists are declining production, poor patient compliance and an unmotivated team. Although these are three separate issues with seemingly different reasons to be happening, the cause of all of them can be traced back to how we deal with our relationships with our patients and our team. For many years, I have been a student of leadership and how it will affect our business success. Some of my more recent study has been around emotional intelligence (EQ), specifically the works of Daniel Goleman and his seminal work, Emotional Intelligence, written in the early 1980s. This has been followed by many other works by many authors. Since many of us are students of practice management and have read all the classic books about management and leadership and the importance of leadership to our success, you don’t need a list of all the books you should read to become a better dental businessman.

What I am going to discuss today is how EQ is important in our work with our team and patients, and more specifically, how empathy, as a part of EQ, is one of the key elements in our growth as leaders in our practice.

The four foundational skills you need to increase your EQ are:

1. **Self-awareness**
2. **Self-regulation**
3. **Empathy**—knowing others
4. **Social skills**—managing relationships

In recent literature, a fifth skill has been added:

5. **Commitment**
The most basic skill starts with becoming aware of your own emotions—the full range of emotions you have, and how they affect your behavior. Along with that awareness, you have to learn what is acceptable behavior and what is not. You also have to decide how to regulate your behavior when put under stress. This is a simple mandate, but not an easy one. It takes time, practice and something new to a lot of us who are performance-driven or have perfectionistic tendencies. This takes time: sitting, reading, and reflecting to become more self-aware. This cannot happen with the everyday “noise” we have around us during a normal day at the dental office. Only after you know your own range of emotions can you use this skill to improve the relationships you have with others.

The third skill set, empathy, or knowing others, depends on your being able to understand yourself first and knowing how you react to certain situations or persons before you can apply this skill to others.

Some people confuse empathy with sympathy. That is because we most often are focused on ourselves and how we feel. Sympathy is us feeling sorry for someone else. Note the concentration is on us. That is not necessarily helpful when helping others.

Empathy is the ability to put ourselves in someone else’s shoes. This is an outward focus, a focus on the other person. It is

I have discovered three tools I didn’t have on my tool belt for many years. The first was listening skills, the second was interpreting what I heard, and the third was crafting a value statement.
a much deeper emotion than sympathy because you have to have more knowledge about how another person is feeling and the circumstances that got them there. I have two examples of how that is helpful to a dentist becoming more empathetic and more effective in dealing with others.

First is with your dental team. You can give practical and emotional support to your team in three areas.

1. **Visibility**
   Do they feel they are invisible, that no one knows them or what they do? People react positively when you show an interest in their life and situation. Do you know about their personal lives? You need to understand that each employee wants to be understood. It often has to be one-on-one and takes time. Often I would use lunches to discuss how they are doing, and to let them know I know they are there and important.

2. **Relevance**
   Do they feel they matter or their job matters to anyone? One of the things I did was to thank my chairside assistant and administrative staff almost every day for making my day better. I also had a team huddle each day to discuss what we were doing that day and encouraging each of them.

3. **Measurement**
   How can team members know if they are doing well in your eyes if you have not given them a measurable goal against which they can measure their work? Most salespersons know if they have hit their daily goal. In dentistry, the measurement might be a little harder to define, but an example I can use is how I challenged my hygienists each morning. I asked them to look at their charts and identify one person each who had unfinished/unscheduled work to be done. Their charge was to enlist at least one patient each with one procedure that we could start on my schedule when they checked out that day. There was no punishment, but we did set that as an expectation and a goal each day that would be reviewed and tracked.

These three areas of support and review give you a window into the team's world, and positive feedback to them daily, so that you will learn empathy for them. They will understand that you know they are there, they have an important job on the team, they are relevant to you and to the work of the team, and proper guidance so that they know if they are being successful in your eyes.

The second example is with your patients. Many of us are children of the Pankey Institute or The Spear Institute. I came out of that experience a much more skilled clinician, but not necessarily a better, more empathetic listener. For me, because of the great skill and confidence these clinicians had, it seemed like they would tell someone what they need, and they would just do it. Maybe part of that was the patients they treated were unusual in the fact that when they got to these doctors, they knew they had big problems and knew they wanted to do involved treatment when they walked in the room.

That did not happen with any regularity in my office. I offered the best I knew how to do, but it often ended with a “not now” or, “I will have to think about it.” It often took years to complete the full treatment I suggested.

I have discovered three tools I didn't have on my tool belt for many years. The first was listening skills, the second was interpreting what I heard and the third was crafting a value statement.

There are so many things in patients’ lives that affect whether they will accept treatment. If we listen well, they will tell us these things. The first is awareness. Some people come into our offices having no or little knowledge of what is going on in their mouth. If they have no pain or a low dental IQ, they may be shocked by what you tell them. At this point, you have the opportunity to use empathy. Put yourself in their shoes. The questions they often ask themselves are: can I afford this, is it going to hurt, what in my life do I need to do to this, my daughter is getting married next month, I have college tuition to pay next week. These people are sorting all the events in their life to see if dentistry fits in right now.

The second consideration is readiness. Some people just don’t want to do the work. Dentistry is not a high priority for the same reasons I gave under awareness. There is other stuff in their life they want and need to do that is higher on their “to do” list than dentistry. You have to listen to what they are saying and ask the right questions to get to the bottom of this. It is okay if people refuse treatment. It is not an indictment of your skill or ethics if they do not feel fine dentistry is important.
If you offer the best you can do, give them alternative treatment choices, and give them financial choices, you should feel fine about what they decide. You have to hear what they are saying and let them make the important choices in their own life. If you are being empathetic to their needs, by putting yourself in their shoes, you can realize they are responsible for their own choices and you can accept whatever their choice is. For many of us, that is the hardest point—to accept what they decide.

None of this will work if you haven’t listened well enough to figure out how to create value for these patients, for this situation, at this time in their life. This again starts with putting yourself in their shoes, determining what is important to them, and discussing the value of the services you are going to suggest. If you haven’t created value that will overcome their lack of awareness and readiness, you will not be treating them at this time.

These cases are the exception. I think you will find if you listen to your patients and engage in a conversation about what they want, build a case for the value you can create by giving them great treatment, and work with their awareness and readiness, they will be happy to let you give them the treatment they need. The key is to listen and then put yourself in their shoes, and then work with them to craft the appropriate treatment for them at this time and place in their life.

I have enjoyed learning about emotional intelligence and understand we have to be more than highly skilled clinicians; we also need these communication skills to be successful in dentistry. It really doesn’t matter if you have the best hands in the land if you can’t use your ears to understand what your patients want.

Drawing from 40+ years of clinical experience practicing in a small suburban blue-collar town—as well as Pankey-Dawson clinical training, Dr. David Black helps dentists and their teams increase profitability, patient standard of care and peace of mind through attention to key systems. Dr. Black’s retirement planning course provides attendees with detailed steps to assess their level of readiness and what they need to do to accumulate enough to retire at their desired standard of living, no matter the stage of their career.
Enrich Your Life with a Hobby

Time pressures, patient demands, team issues and more can contribute to everyday stress, but having a hobby can help relieve stress while allowing you to do something that you enjoy. In fact, spending time doing an enjoyable activity that is not attached to work or other commitments can help increase your happiness and satisfaction with life.

The best way to cultivate a new hobby is to try something new. Take a few minutes each day and devote it to a new passion that has nothing to do with your career or something you already do at home. Once you find a hobby that you truly enjoy and are passionate about, you may become hooked.
9 BENEFITS of Having a Hobby
from developgoodhabits.com

1. Hobbies are a great stress reliever. It’s a healthy and productive distraction from your work or personal troubles.

2. Hobbies encourage you to take a break. Hobbies offer you an opportunity to take a break, while also giving you a sense of purpose.

3. Hobbies offer new challenges and experiences. Enjoy the process of learning something new without feeling discouraged at being bad at it in the beginning.

4. Hobbies allow you to explore yourself and your talents. You never really know what you’re capable of unless you try something.

5. Hobbies can help improve your career. Having a hobby helps you learn how to handle work-life stress and think creatively.

6. Hobbies can provide additional income. You may find a hobby that you are good enough at that you can make sales for extra income.

7. Hobbies help transition you to retirement. Having a hobby will allow you to have a life outside of work, so you can have something productive to focus on.

8. Hobbies help you grow spiritually. Doing something that leaves you feeling inspired and recharged feeds your soul.

9. Hobbies enrich your perspective. Having a new hobby can be very effective when it comes to building character.
Dr. Melanie Burns

A dear cousin, Yvonne Gipson, taught me to knit over Thanksgiving break when I was a second year dental student at the Harvard School of Dental Medicine in 1990. My family graciously accepted numerous “interesting” slippers, hats, and sweaters as I continued to learn the skill. I enjoy knitting because I love being able to use my hands to create items that are beautiful and functional. The vast array of the types of yarn and infinite colors are mesmerizing. I regularly wear my knitted coat, scarves, shawls, or socks. In this photo taken at the High Museum of Art, I am wearing a coat and cowl that I made. The pattern of the cowl is titled Albers Cowl by Ann Weaver. She created the pattern based on the paintings Homage to the Square by Josef Albers.
Dr. Jim Lopez

This is a picture of me with a Oyster Bamboo fly rod that I made. Oyster Bamboo is in Blue Ridge and I go there for each class that lasts six days to make a rod, and have made three rods so far. I have also made some graphite fly rods and those take two days to finish. I caught this trout in Blue Ridge the day after making the rod.

Dr. Craig Taylor

I have a Boykin Spaniel that I hunt ducks with and participate in hunt tests and field trials.
Dr. Wayne Maris

I restored a 1939 Ford. It won an award at the Sweet Potato Festival car show in Ocilla. I don’t do the work myself, but seek out the best shade tree mechanics I can find. I went home from the hospital in a ‘39 Ford similar to it in 1945.

Dr. Becky Weinman

In my retirement from clinical dentistry, I am enjoying spending most of my week with my four-legged friends at Canine Assistants—an organization in Alpharetta that breeds and educates service dogs. I volunteer in the nursery where the mama dogs come a few days before they are due to deliver. We take care of Mom and her puppies from birth to 7 weeks. Mom goes back to her family and the pups are then introduced into the main kennel and are assigned fosters. The foster brings the pups home for several days a week to help the staff teach manners and the skills needed for seizure response, PTSD companionship, diabetes detection, and personal assistance. The dogs are ready to graduate and are matched with a recipient at about eighteen months to two years old. I have been a volunteer at Canine Assistants for more than four years and have yet to find the words to describe the feeling of watching a puppy grow from birth, learn the skills needed, and graduate changing the life of a child in a wheelchair or an adult who has been house bound because of seizures. Canine Assistants also has dogs in several hospitals around the country that comfort children and their families.
Ana Casas M.D. offers the most advanced, cutting edge programs for:

* Women
* Men
* Couples

She uses the latest advances in:

- nutrition
- supplementation
- exercise
- bio-identical hormones

to help her patients look and feel 10-20 years younger.

Ana Casas M.D., Board Certified, Anti-Aging and Regenerative Medicine
Selected as one of the “Leading Physicians of the World” by The International Association of Internists (IAI) in 2009.

www.anacasasmd.com | 404-210-9969 | drcasas@anacasasmd.com
We believe that together we can heal and inspire.

PHILANTHROPY IN ACTION

GDA Foundation for Oral Health Impact Report

OUR MISSION
The GDA Foundation for Oral Health works to improve Georgia’s oral health through outreach programs that provide comprehensive oral health education and free critical dental care to Georgians in need.

Programs include:

☑ Georgia Mission of Mercy
☑ Children’s Dental Health Month
☑ Give Kids a Smile Day
☑ Donated Dental Services
☑ Special Olympics, Special Smiles program
☑ and Community Health Fairs!
Actions speak louder than words and together, we have turned our words into service. We’re changing lives by connecting the community with the resources needed to drive access to care, increase health literacy and improve overall health through better oral health.

2018 proved to be a year of growth for the GDA Foundation for Oral Health. Through our leadership, dental professionals, industry leaders and the community committed themselves to creating a future where quality oral health care and education is accessible to all.

We are living by our creed. We’re healing and inspiring not only our patients but the dental community as a whole through compassion and awareness.

**Special Olympics, Special Smiles**

The GDA Foundation facilitated $29,678 of in-kind product donations for use by dental professionals in providing free care.

Special Olympics, Special Smiles provided 500 patients with $58,510 worth of donated dental services.
Actions Speak Louder Than Words

Give Kids A Smile provided 3,776 children with more than $100,000 worth of donated dental care services.

Georgia Mission of Mercy

GMOM provided 1,590 patients with 9,200 procedures worth $1.5M donated care.

Donated Dental Services

Donated Dental Services donated $360,027 in caring for 201 patients.

Give Kids A Smile

Give Kids A Smile provided 3,776 children with more than $100,000 worth of donated dental care services.
All of the programs and events provided by the GDA Foundation for Oral Health serve as a means to advance oral health by providing immediate and ongoing access to dental care, educating the public, patients and the dental community to raise awareness of the barriers to available dental treatment for underserved populations, and by challenging patients, policymakers, and dental professionals to work together to improve the oral health of all Georgians.

INVESTING IN THE FUTURE

As a Foundation we are dedicated to our patient community, but also to the betterment of the dental profession. Every investment that is made towards a patient or program is also an investment in our dentists and the dental community as a whole. Breaking down barriers to care and creating a future of inclusivity for all begins with our dentists. Education, training and exposure to diverse populations is a key element in inspiring the public and advocating for change. Together, with our dentists, we are achieving this very objective through all of our programs.

Oral health is inseparable from general health and can affect a person’s self-esteem and compromise their ability to work, attend school, and lead normal lives. The care provided through our outreach programs does not serve as just an immediate or temporary fix for the patient. It allows them the opportunity to live their life the way they were meant to—free from pain and infection, confident in their abilities rather than fearful of the judgement that can come from appearances, and secure in the knowledge that they are preventing future oral and whole-body health concerns.

The work we do is a driving force for a flourishing Georgia. It’s furthering the workforce by allowing qualified candidates to apply, attain, and retain careers. Patients are able to get back to work and have less absences due to pain or infection. They’re applying and interviewing for more jobs because they don’t feel like they have to hide anymore and interviewers are seeing the qualified candidate that was hidden behind a broken smile.

The work we do is not lost on the younger generations, either. We are inspiring them to get involved and instilling in them the importance of service and giving back to the community.

It’s with great pride that we can say our dentists are helping create a healthy and thriving Georgia.

“It’s important for the next generation to see us gather together and help. My children were inspired to go into dentistry because of what they’ve seen in the free dentistry environment—not just their own parents, but the other dentists they repeatedly see at these events. They’re seeing consistency in people wanting to help. It gives them a good foundation and inspires them to say ‘I can do that, I can help.’”

– Dr. Shirley Fisher
Our programs are breaking down barriers to effective care and support for people of all ages, races, genders, cultures, backgrounds, and abilities.

**GMOM** reaches patients ages 2–98 across all cultures and backgrounds. In 2018, 10 different languages were spoken.

**Special Smiles** reaches children and adults with intellectual and developmental disabilities.

**Give Kids A Smile** reaches underserved children.

**Donated Dental Services** reaches medically fragile people, veterans, elderly, and disabled adults.

**REMIXING BARRIERS, FOSTERING RELATIONSHIPS, PREVENTING DISEASE**

We are removing barriers to expand access to care for patients by working closely with oral health educators, health professionals, schools, and workplaces. We help facilitate and encourage them to deliver oral health education and care by providing them with professional education opportunities, donated dental products, materials for patient education, and by serving as a catalyst for public-private partnerships.
Oral health, specifically tooth decay leading to cavities, is one of the most preventable health issues and yet, it is also one of the most prevalent. As is true with the adults of low-income, racial and ethnic minorities, the same is true for their children; they are disproportionately impacted by oral disease.

The GDA Foundation for Oral Health supports statewide programs that provide preventive oral health services and education for more than 3,500 children across seven districts through early childhood wellness, school-based prevention, statewide product donation, and demonstration projects.

Each year, Give Kids A Smile Day is held on the first Friday in February and serves as the annual kick-off to Children’s Dental Health Month—a month long national health observance that brings dedicated professionals, healthcare providers, and educators together to promote the benefits of good oral health to children, caregivers, teachers and many others. While the official Give Kids A Smile Day is held on the first Friday, events take place throughout the year.

“This is a great opportunity to talk to their parents about how important a role a healthy mouth plays in overall health and engage them in their everyday care.”

– Dr. Chris Shim
2018 Give Kids A Smile in Georgia

- Dental Hygiene Kits Provided: 10,000
- Donated In-Kind Product Supplies: $29,678
- Donated Dental Care: $100,000+
2018 Special Olympics, Special Smiles

$37,167.96

$14,451.96

$3,453.00

$3,063.50

$10,243.09

Patient Screenings

Oral Hygiene Instruction

Mouth Guard Fabrication

Sealants Performed

Fluoride Treatments

Dr. Wayne Kerr and team at the 2018 Summer Games.
SPECIAL OLYMPICS, SPECIAL SMILES GEORGIA

With dramatically higher rates of preventable disease, chronic pain and suffering, and premature death, people with intellectual disabilities are one of the largest and most medically underserved populations.

The GDA Foundation for Oral Health and Special Olympics Georgia have partnered together to address the need through the Special Smiles program. Special Smiles offers dental screenings, health education and prevention services, and refers athletes of all ages to potential sources of treatment and follow-up care.

At a Special Smiles event, dental professionals provide oral screenings during which sealants, varnish applications, and night guard fabrications take place. Each patient receives oral health education including nutritional counseling and instruction on correct brushing and flossing practices. Athletes leave with a goody bag of preventative supplies filled with toothpaste, toothbrushes, and individually fitted sports mouth guards, when necessary.

Not only do we provide free dental services but this program serves as an opportunity to demystify any potential anxieties, fears, or apprehension that those in the dental community may have about caring for patients with cognitive, behavioral, or developmental disabilities. Our goal is to ensure that when our dental professionals walk out of the program, they have received the skills and training to both know how to provide and how to make higher quality oral health care accessible to patients with intellectual and developmental disabilities in the community.
DONATED DENTAL SERVICES
The Donated Dental Service program targets vastly underserved and vulnerable populations—individuals with permanent disabilities, are elderly or qualify as medically fragile. Dental care for seniors is not encompassed in Medicare, Georgia’s Medicaid program only covers emergency dental care for adults, and the VA provides dental care only if it is service-related or the veteran has a 100% service connected disability. As a result, many of these individuals suffer in agonizing pain from serious dental problems and have nowhere else to turn.

In 2016, the Georgia Dental Association provided a grant to establish the Donated Dental Services program in Georgia. Since then, we have successfully advocated for state funding and the program along with its coordinator is now housed under the GDA Foundation where we continue to assist in growing the network of volunteer dentists around the state.

This is a unique program that is provided year-round. Comprehensive dental treatment is performed by volunteer dentists in their own offices utilizing their own equipment and staff. Dental labs and several manufactures have also been very generous in donating materials for dentures, crowns, bridges and implants.

Dentist are fully in control of the treatment plan and which patients they treat. The patients are pre-screened and there are no charges for lab expenses. Paperwork, applicant screening, patient progress and coordination with any specialists or labs is completely handled by the DDS Program Coordinator.

“I am feeling more confident since I received my partials. I stutter less often now. I am not worried about people looking at the gaps in my mouth. This allows me to carry on a conversation in a confident way. I am extremely grateful. I will never forget this life changing experience.”

– DDS Patient

Donated Dental Services have doubled in just 2 years with GDA!

Reach of Donated Dental Services in 2018

$360,027 donated care
58 volunteer labs in GA
$32,034 lab fabrication
$4,328 average worth of dental treatment per patient
190 Volunteers
201 Patients
68% General Dentists
32% Specialists
$7.76 in care donated for every $1 spent
GEORGIA MISSION OF MERCY

It is estimated that 27% of adults aged 35 to 44 years old and 30% of adults over 65 have untreated tooth decay. The number of adults and children in need of oral health care services in Georgia is staggering.

The GDA Foundation for Oral Health sponsors and facilitates the Georgia Mission of Mercy (GMOM) project—an initiative providing free dental care to relieve dental pain, infections, and suffering to the underserved adults in Georgia who are forced to go without care and have no other dental safety net.

It is run by volunteers from the dental and medical professions as well as community members. In the span of two days approximately 2,000 patients are screened and treated to a cleaning, restorative care, and/or oral surgery based on their needs. Throughout the clinic days, each patient receives preventative dental education and instruction on how to maintain their oral health and guidance to find a permanent dental home.

“Before this, I had just given up. I now brush my teeth. You gave me so much more than just my smile back. You gave me hope.”

– GMOM Patient
Get Involved

COMMUNITY OUTREACH VOLUNTEER
We continually receive requests for health fairs, school and other community events looking for dentists to provide screenings and/or health education.

SPECIAL OLYMPICS, SPECIAL SMILES
Dental professionals are needed at the upcoming Special Smiles events to provide screenings and oral health education.

Upcoming Special Smiles Events

May 18, 2019
State Summer Games
Emory University, Atlanta

Aug. 17, 2019
State Masters Bowling Tournament
Warner Robins

Sign up to be a future oral health educator or screener at gadental.org/foundation.

In the next two years, the foundation is looking to expand our involvement with Special Olympics by adding more Special Smiles screening events.

We’re looking for additional clinical directors to help cover events throughout the state.

CLINICAL DIRECTOR

✓ 3-year minimum commitment
✓ Attend a “train the trainer” session with Special Olympics International
✓ All expenses covered
GIVE KIDS A SMILE
Interested in joining dental healthcare professionals to improve oral health for children across the country? Volunteer your time to a local Give Kids A Smile event or plan your own program. The GDA Foundation offers guidance through the entire process including planning, educational materials, mentors, and supplies.

“It’s volunteers like you that help make a difference in a lifetime of oral care for our future generations.”

– Julie Vaughn, Give Kids A Smile Ambassador

DONATED DENTAL SERVICES
Will you see one patient through the Georgia Donated Dental Services (DDS) Program?

There are 259 patients waiting for care across the state and new applications are no longer being accepted in most counties. More dentists are needed, including specialists. Will you see one?

- Pre-screened patients are treated at your office
- You determine the treatment plan
- Coordinators work with specialists and labs
- You do not pay lab expense
- Very little paper work required
- www.WillYouSeeOne.org

For more information, contact Megan Capaldo at meg@gadental.org or call the office at 404.636.7553.
Ways to Give

<table>
<thead>
<tr>
<th>Personal Donation</th>
<th>Help us achieve our vision of a future where every person can attain a healthy mouth with your tax-deductible gift to GDAF.</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-Kind Gifts</td>
<td>Contributing professional services, printing, merchandise, product donations or ad space helps off-set our costs and those of our community partners.</td>
</tr>
<tr>
<td>Tribute, Honor &amp; Memorial Gifts</td>
<td>A Tribute Gift allows you to recognize someone dear to you, whether memorializing the passing of an individual or celebrating that person for a special occasion.</td>
</tr>
<tr>
<td>Gifts of Stock</td>
<td>Donating appreciated securities is an easy and tax-effective way to make a gift.</td>
</tr>
<tr>
<td>Retirement Assets</td>
<td>Donate part or all of your unused retirement assets, such as your IRA, 401(k), 403(b), pension or other tax-deferred plan.</td>
</tr>
<tr>
<td>Planned Gifts</td>
<td>Support GDAF in a meaningful way while leaving a legacy to be remembered by future generations.</td>
</tr>
<tr>
<td>Amazon Smile</td>
<td>Donate .5% of your eligible purchases from Amazon to the nonprofit of your choice. Support the GDA Foundation for Oral Health by shopping online: smile.amazon.com/ch/27-3194544</td>
</tr>
</tbody>
</table>

Contact the GDA office or visit us at gadental.org/foundation.
The safest place for special needs* patients with dental issues? In an O.R., of course.

*Intense fears and phobias • Severe gag reflexes
Medically compromised • Developmentally disabled
High liability

Put your patients who need it most in the absolute best of hands: Dr. David Kurtzman at his regional Sleep Dentistry practice.

- 25 years of hospital dentistry
- Hospital residency trained
- General anesthesia administered by an MD

Dr. David Kurtzman, DDS, FAGD
770-980-6336 | dkdds@drkurtzman.com

Find out more: HospitalDentistry.org

Unparalleled Results | Purpose Driven
A full-service dental law firm dedicated to providing integrity-driven, innovative results to every client in order to meet and exceed client objectives and expectations.

Practice Areas
- LLC & Professional Corporation Formation
- Practice Sales & Acquisitions
- Partnership Agreements
- Wills, Trusts, & Estate Planning
- Real Estate
- Lease Agreements
- Employment Law
- Non-compete Agreements
- Risk Management
- OSHA Compliance
- HIPAA Compliance
- Dental Board Defense
- Medicaid Audits

Experience + Guidance
Oberman Law Firm
Make a Charitable IMPACT with Your IRA

Qualified Charitable Distributions (QCDs) are Available After Age 70½
Do you want to benefit one or more charities during your lifetime and are age 70½ or older? If so, you can transfer up to $100,000 of IRA withdrawals each year directly to a qualified charity without recognizing these withdrawals as income. This type of IRA withdrawal is known as a “Qualified Charitable Distribution” (QCD) and it will count toward satisfying the required minimum distribution (RMD) you must take from your traditional IRA(s) each year after reaching age 70½.

For example, if your RMD is $140,000 this year, you can transfer $100,000 directly to a qualified charity tax free and take the remaining $40,000 as a taxable RMD. But you are not limited to taking the amount of your RMD as a QCD if your RMD is under $100,000. For example, if your RMD is $60,000, you can transfer $60,000 directly to a qualified charity to fulfill your RMD, or transfer a full $100,000 and not include the $100,000 in income.

Talk to your Financial Advisor if you’d like to donate to a charity by taking a qualified charitable distribution from your IRA.

*The provisions of the Tax Cuts and Jobs Act of 2017 affecting individuals are scheduled to expire at the end of 2025.

You may be wondering how a QCD is different from taking your IRA distribution personally (for example, a check payable to you), and then making a charitable donation from your personal funds. There are a number of scenarios where a QCD may be more tax efficient:

- **Standard deduction**: If you don’t itemize your deductions on your tax return (which due to the Tax Cuts and Jobs Act of 2017* will be more common for many people starting with the 2018 tax year), you might save on taxes by doing a QCD.

- **Medicare tax**: A QCD may keep your income below the Medicare high-income surcharge threshold of $250,000 per couple, saving you 3.8% additional tax on net investment income.

- **Social Security**: Since Social Security is taxable when income exceeds certain thresholds (e.g. $44K for married couples), by taking a QCD, you’ll have less of your Social Security income taxed.

- **Avoid limits** on deductibility of personal charitable contributions: Since you can only deduct charitable contributions of cash you make personally up to 60% of your Adjusted Gross Income (AGI) (subject to a five-year carry forward for excess contributions), a QCD enables you to get the full benefit of the contribution regardless of your AGI.

Donations that are not eligible for QCDs
- Donor-advised funds, private foundations and supporting organizations are not qualified charities to receive QCDs.
- A charitable contribution that results in your receiving anything of value does not qualify as a QCD.

Other QCD rules
- You must be at least 70½ at the time you request a QCD.
- The IRA custodian must make the payment directly to the charity.
- While the maximum annual QCD is $100,000, if you’re married filing a joint return, your spouse can also do a QCD up to $100,000.
- The QCD must generally come from a traditional IRA you own as the original owner or a beneficiary. SEP IRAs and SIMPLE IRAs only qualify if they are inactive, i.e., the employer sponsoring the plan is no longer funding it.
- The amount of the QCD is limited to the amount of the distribution that would otherwise have been included in income (so, you could only use your Roth IRA to make a QCD if your Roth IRA distribution is not a qualified distribution and is therefore taxable).
- If you ever made nondeductible contributions to any of your traditional IRAs, generally each requested distribution is treated as partially taxable and partially nontaxable. However, a special rule applies to QCDs—the distribution is first considered to be paid from otherwise taxable funds. This has the potential to reduce the tax liability on future distributions you take personally.
- IRA custodians are required to report QCDs as normal distributions to you and the IRS (or as a beneficiary distribution if from an inherited IRA). Make sure you inform your tax advisor that you have taken a QCD so you as the taxpayer can properly indicate that on your tax return.

Reprinted with permission from GDA Plus’ partner, UBS Financial Services Inc., a subsidiary of UBS AG. This article is for your information only and is not intended as an offer, or a solicitation of an offer, to buy or sell any Investment or other specific product. Although all information and opinions expressed in this document were obtained from sources believed to be reliable and in good faith, no representation or warranty, express or implied, is made as to its accuracy or completeness. UBS Financial Services Inc. and its affiliates do not provide legal or tax advice. Clients should consult with their legal and tax advisors regarding their personal circumstances. In providing wealth management services to clients, we offer both investment advisory and brokerage services, which are separate and distinct and differ in material ways. For information, including the different laws and contracts that govern, visit ubs.com/workingwithus.
Greg planned a huge family gathering at his place. Both his family and Alma's family were there. After dinner, Greg gathered everyone in the living room and proposed to Alma. Everyone was in tears.

The following week, Greg and Alma stopped by his insurance agent’s office to discuss combining their home and auto insurance, and to make sure their homeowner’s policy would cover the engagement ring. Their agent explained that yes, homeowner’s insurance can cover the ring, but many policies have a combined limit of $1,500 for jewelry and other high-valued possessions. She provided them with two options: either add an endorsement to their homeowner’s policy to cover the entire cost of the ring or buy a separate policy that covers the exact cost of the ring and their other high-valued items.

While discussing insurance, Alma mentioned they were planning a destination wedding to Hawaii. Their agent suggested they purchase wedding insurance. She explained that in the event severe weather should cause them to postpone the wedding to a later date, wedding insurance would cover the cost associated with it. Since the policy cost less than $200, Greg and Alma decided to buy it.

A week before the wedding, the weather forecast in Hawaii was clear and...
everything was falling perfectly into place. Excited, they flew to Hawaii a few days before their wedding day. When they arrived, Greg and Alma discovered that their luggage was lost.

After waiting what seemed like hours, the airline representative told them that their bags were in another city, but they would do whatever they could to get their luggage to them before the wedding. Alma was upset. To make matters worse, Greg realized that the wedding ceremony rings were also in his luggage. Fortunately, he had purchased a wedding insurance policy.

After a few calls to their agent and the claims department, Alma and Greg received the replacement funds from the claim and were able to go out and buy new ceremony rings and a replacement wedding dress for Alma, just in time to say “I do.”

This is an example of one of many things that can go wrong while planning your wedding. Wedding insurance can cover lost deposits, severe weather, the caterer cancels, ruined photos, spouse is called to duty, damaged gifts, sudden illness, venue goes out of business, and much more.
Whatever you’re looking to protect, our team can help.

*Do you have the right protection for life’s “What if’s”? Don’t worry.*

We’ve got you covered! We can review your coverage now to prevent any surprises later. Contact us for your free quote.

GDA Plus+ Insurance/GDIS is constantly expanding our offerings. Did you know personal coverage and Medicare supplements are available to all Georgia residents?

GDAplus.com
T: 770.395.0224 | F: 404.634.6099
Thank you to all of our clients that made 2018 such a great year!

Here are pictures from some of our closings:

Dr. Scott Scharnhorst has acquired the practice of Dr. James Hudson in Rome, Georgia.

Dr. Meigan Miller has acquired the practice of Dr. Bob Betzel in Eatonton, Georgia.

Dr. Aaron Larsen has acquired the practice of Dr. John Hinds in Roswell, Georgia.

Dr. Jason Kirkpatrick has acquired the practice of Dr. Claire Worthy-Thornton in Hiawassee, Georgia.

Dr. Michael Thomas acquired the practice of Dr. Vik Bhatia & Dr. Jeffrey Chen in Marietta, Georgia.

Dr. Eric Jones has acquired the practice of Dr. Barry Hatcher in Dacula, Georgia.

Dr. Tommy Nguyen has acquired the practice of Dr. Len Routenberg in Dunwoody, Georgia.
Benefits of Expanded-Function Dental Assistants (EFDA)

According to a survey conducted by the ADA Council on Dental Practice, many dentists may not be aware of the benefits that expanded-function dental assistants (EFDA) can provide to their practices.

The survey indicated that there was a need to further educate the profession about the capabilities of these assistants that have received more specialized training, said Dr. Craig Ratner, chair of the Council on Dental Practice.

“Expanded-function dental assistants bring real value to the dental team and improve efficiency throughout the practice,” said Dr. Ratner. “Our survey revealed a dentist can utilize his or her time and skills more efficiently when the EFDA performs, under supervision, additional tasks allowing the practice to schedule more patients each day.”

It is important to realize, Dr. Ratner cautioned, that while EFDAs can perform many more tasks in their expanded role, employer dentists alone are accountable for supervision.

Having an EFDA on staff helped dentists:

- 59.9% of respondents reported employing EFDAs
- 44.6% reported that EFDAs are used to the fullest extent permitted
- 45% reported providing financial support or other incentives to encourage dental assistants to become EFDAs
- Lower overall operating expenses — 34.1%
- Increase capacity to treat patients covered by Medicaid, Medicare, Children's Health Insurance Program, or another public assistance program — 27.9%

Functions most frequently performed by EFDAs included:

- Exposing radiographs — 90.6%
- Coronal polishing — 53.7%
- Monitoring nitrous oxide — 50.2%
- Applying pit and fissure sealants — 49.6%

92.1% Use time more efficiently

67.5% See more patients daily

36.3% Increase capacity to treat patients in managed care program
Expanded Duties of Dental Assistants (Dental Board Rule 150-9-.02)

The following expanded duties may be delegated to those assistants meeting the educational requirements established by Board Rule 150-9-.02(1) and possessing a certificate(s) of the course(s) taken delineating the duties specific to that course:

- Apply desensitizing agents to root surfaces of teeth and prepared dentinal surfaces of teeth prior to cementation of temporary restorations and crowns, bridges, or inlays.
- Place cavity liner, base or varnish over unexposed pulp.
- Intraoral fabrication of temporary crowns and bridges. All such adjustments must be performed extraorally.
- Perform face bow transfer.
- Make impressions to be used to repair a damaged prosthesis.
- Place periodontal dressing.
- Redressing (not initial placement of dressing) and removing dressing from alveolar sockets in post-operative osteitis when the patient is uncomfortable due to the loss of dressing from the alveolar socket in a diagnosed case of post-operative osteitis.
- Make impressions to be used to fabricate a night guard (bruxism or muscle relaxation appliance). All adjustments must be performed extraorally. Final adjustment must be made by the dentist.
- Monitor the administration of nitrous oxide/oxygen; turn off nitrous oxide/oxygen at the completion of the dental procedure and make adjustments to the level of nitrous oxide/oxygen, but only following the specific instructions of the dentist.
- Apply topical anticariogenic agents.
- Apply pit and fissure sealants, and primer and bonding agents to etched enamel or dentin; and light-cure with a fiber-optic light source (not to include the use of a laser device).
- Packing and removing retraction cord, as prescribed by the dentist, so long as said cord is used solely for restorative dental procedures.
- Changing of bleaching agent, following initial applications by the dentist, during the bleaching process of vital and non-vital teeth after the placement of a rubber dam; and applying the fiber-optic light source of a curing light for activation of the bleach (not to include the use of a laser device).
- Rebond brackets after a licensed dentist has examined the affected tooth and surrounding gingiva and found no evidence of pathology.
- Remove bonded brackets with hand instruments only.
- Make impressions for passive orthodontic appliances.
- Apply primer and bonding agents to etched enamel or dentin; and light cure with fiber-optic light source (not to include use of a laser device).
- Take and record vital signs.
- Size and fit stainless steel crowns on a primary tooth only.
- Place springs on wires.
- Place hooks on brackets.
- Remove loose or broken bonds.
- Remove ligature and arch wires.
- Band, select, and pre-size arch wires and place arch wires after final adjustment and approval by the dentist.
- Select, pre-fit, cement, cure, and remove ortho bands or brackets.
- Place and remove pre-treatment separators.
- Digital scans for fabrication orthodontic appliances and models.

All of these functions are only available to dental assistants who have completed a certified expanded duties course.

REGISTER FOR GDA CE AT GADENTAL.ORG/EDUCATION
Upcoming Expanded Duties Course 2019 Courses

<table>
<thead>
<tr>
<th>Course 4</th>
<th>Course 5</th>
<th>Course 6</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Atlanta</strong></td>
<td><strong>Columbus</strong></td>
<td><strong>Athens Tech</strong></td>
</tr>
<tr>
<td>Friday, February 22, 2019</td>
<td>Friday, April 5, 2019</td>
<td>Friday, May 31, 2019</td>
</tr>
<tr>
<td>8 am – 5:30 pm</td>
<td>8 am – 5:30 pm</td>
<td>8 am – 5 pm</td>
</tr>
<tr>
<td><strong>Atlanta</strong></td>
<td><strong>Columbus</strong></td>
<td><strong>Athens Tech</strong></td>
</tr>
<tr>
<td>Saturday, February 23, 2019</td>
<td>Saturday, April 6, 2019</td>
<td>Saturday, June 1, 2019</td>
</tr>
<tr>
<td>8 am – 5 pm</td>
<td>8 am – 5 pm</td>
<td>8 am – 5 pm</td>
</tr>
</tbody>
</table>

Because of the hands-on nature of these Expanded Duties courses, class size is limited. Completed applications are accepted on a first-come, first-served basis.

Upcoming CE Events

**Radiation Safety Course**
Saturday, March 9, 2019 | 8:30 am – 4 pm
GDA Office, Atlanta, GA

**Risk Management in Dentistry: A Practical Approach**
Friday, April 26, 2019 | 10 am – 2 pm
GDA Office, Atlanta, GA

**Legal, Ethical and Professional (LEAP) CE Course**
Friday, May 3, 2019 | 8:30 am – 4:30 pm
GDA Office, Atlanta

**What’s the Hype about HPV? Recognizing HPV Infections that Affect the Oral Region**
Friday, May 3, 2019 | Noon – 2 pm
Green Island Country Club
6501 Standing Boy Rd
Columbus, GA 31904

**CPR Certification and Renewal**
Friday, June 14, 2019 | 8:30 am – 4 pm
GDA Office, Atlanta, GA

REGISTER FOR GDA CE AT GADENTAL.ORG/EDUCATION
THAT’S JUST PEACHY!

OSHA & HIPAA Compliance
Full Service On-Site Consulting

- Training
- Manuals
- Facility Audits
- Risk Analysis
- OSHA & HIPAA Support
- Infection Control

Contact Us Today - 888-862-6742
TotalMedicalCompliance.com

Tired of just being a number...

We Make Dentists Smile!

Come visit us at Hinman!
Booth #2333

*Affinity Bank accounts and services are subject to approval. Loan approvals are subject to normal credit qualifications.

*Actual text received by dentist
This column highlights GDA members talking about their path to dentistry and the value they find in GDA membership. This month, we hear from Dr. Hasim Momin in the Eastern District.

Meet Dr. Hasim Momin
How did you become a GDA member?
I joined GDA at the close of 2018. I wanted to be a part of an engaged network of dentists throughout the communities in Georgia so I can continuously be aware of the best models of dental practice, breakthrough research and innovation, promote dental advocacy as well expand my professional network. I was drawn to it as it gave me a sense that all the members are bonded together as they advocate for each other and share their challenges and triumphs among one another.

Who introduced you to GDA?
I was exposed to GDA during my early years in dental school. It was introduced to me as being the premier professional organization of dentists by my mentors. So, naturally I had to be a part of it.

What would you tell a dental student about GDA?
It is the platform for everything you need to build a satisfactory dental career from education to new science and research to advocacy, as well as enhancing public health in general. As dentists, we live a busy professional life. So, organizations such as GDA are imperative for one to be continuously aware of the changes and updates in the industry.

Why is being part of a professional group important?
Well, there are so many reasons to join. Some of the most important ones are so that you can take charge of your career, enhance your network, broaden your knowledge and stay up-to-date with the changes that are taking place around you and be a part of group that advocates for you. Being a part of a professional group provides a sense of security and trust which is unparalleled to anything else.

What did you want to be when you were growing up?
I had always wanted to be a dentist deep down inside. Along the road however, I definitely had reconsiderations and thoughts about becoming a veterinarian, a game developer, and a physician. But, for the best reasons, the dentist inside of me always won the battle.

What was your first job?
Dairy Queen! At the age of 14, I was filling soft drinks and making ice cream blizzards at my uncle’s store and earning $10 a day. It was a long road from there. But it truly helped shape me into who I am today as I definitely did not want to be doing that for the rest of my life.

Why did you decide to become a dentist?
I was always known to be a perfectionist with keen eye for detail and exceptional hand eye coordination. The one profession in particular where this is extremely important is dentistry. And, do you know how many times you smile in a day? A lot. Having a beautiful smile and teeth is not only about esthetics, but more importantly about a person’s self-confidence. So, I was attracted to dentistry with the goal of restoring patients’ lives through their smile.

What advice would you give to an aspiring dental student?
Becoming a dentist is hard work, but practicing as one is even harder. It requires a lot of persistence, accepting constructive criticism, learning from mistakes, sleepless nights, long hours and much more. But, in the end it’s worth every drop of sweat as that smile you just gave someone melts both your hearts.

What do you enjoy doing in your spare time?
Family is very important to me. So, most of my weekends are dedicated to family time since the week is busy with professional obligations. I love doing outdoor activities, traveling, and when I don’t feel like doing anything, I simply watch TV and relax with my wife by my side.

Without saying “I am a dentist,” what would you say if someone asked, “What do you do?”
I restore smiles and lives!

What is your all-time dream vacation?
Visiting the French Polynesia Islands (Tahiti, Morea, Bora Bora) again. We went there for our honeymoon and I can’t wait to visit again. Words are unable to describes it’s picturesque and serene environment.
DENTIST AVAILABLE

DENTIST (TEMP FILL IN) Current GA, FL, AL licenses. 27 years in solo practice. Also, group, faculty, civilian mission trip, and military practice experience. DEA# and insured staff friendly. E-mail drglassmd@yahoo.com or call Richard Glass, DMD at 770.656.5269/770.380.7487. “Have licenses, will travel.”

“PEACE OF MIND WHILE YOU’RE AWAY!” Locum Tenens TLC Dentistry: Metro Atlanta and North Georgia. Sold solo practice of 31 years. GA license, DEA, insured. Lots of TLC with patients. Please contact Dr. Pam at: wdttroll1982@gmail.com or 770.653.8412.

TEMPORARY DENTAL OFFICE COVERAGE: Cover your Hygiene Department and Emergencies. Licensed, Insured, DEA Registered. Call Dr. Norman Busch @ 678.406.0555 or email lowmain@bellsouth.net.

I WILL COVER your office, hygiene checks, emergencies and restorative while you are out of the office. My licenses and insurance coverage are current and in force. References and CV on request. Available on short notice. Please call Dr. Lisa Brodsky at 404.964.9578 or lmbrodsky@aol.com.

OVER 30 YEARS’ EXPERIENCE in solo, group, and military practice. I am available to take care of your hygiene and triage emergencies while you are away. FAGD eligible with Georgia license. DEA registered and insured. Call Kevin Mitchell, DDS, at 404.808.7508 or email kmsmds26@hotmail.com.

POSITIONS AVAILABLE

FULL OR PART time Dental Associate needed to join high quality, long-standing general dentistry practice in the Buckhead area of Atlanta. We provide all types of dentistry including implants, endo, reconstructive, family, and cosmetic procedures. GP residency a plus. Send CV’s to piedmontdentists@yahoo.com.

FLORIDA/GEORGIA—DENTIST. (OVER 45 offices in Southeast and Orlando, FL and 9 in Atlanta). Seeking experienced General Dentists and Specialists to come grow with us! We offer excellent earning potential and the opportunity to focus on patient care in our state-of-the-art facilities. We take care of the administration (insurance claims, payroll/ staffing, marketing, etc.) for you so that you can enjoy a work-life balance again! Take the next step in your career and apply online at: www.mysagedental.com. Call Bradford Cabibi, Doctor Recruiter: 561.999.9630, ext. 6146. Fax or email CV to: 561.526.2576 or bcabibi@mysagedental.com.

ASSOCIATE DENTIST NEEDED for Established Pediatric Practice — Tebo Dental is seeking a part-time or full-time dentist to support the growth of our practices in Lilburn, Dacula, Gainesville, and Suwanee, GA. We offer a generous signing bonus, competitive benefits, PTO, CE opportunities, 401(k), ongoing mentorship/training, and more! An active GA State Dental Board license is required and a GA Medicaid ID# is preferred. Contact us at 770.925.3300 ext. 318 and send your CV to hr@tebodental.com to learn more about this opportunity.

BUSY GENERAL DENTIST office looking for GP that can-do Endo and extractions plus some other restorative work! 1 day per week. Or 2 days a month minimum. Please email goetteedds@bellsouth.net.

GENERAL PRIVATE PRACTICE in North Atlanta looking for a general dentist for long term partner buy-in and eventually own practice. Great area and FFS. Up to date office with all bells and whistles. Please email your CV to workandplaydentals@gmail.com.

FULL-TIME FAMILY GENERAL Dentist for busy private office located in Milton, Ga just 25 min from the Atlanta, GA, in North Fulton county. Experience or ability to work with kids is a plus. This is a lifetime opportunity for someone to step in and secure unlimited earnings. Enjoy flexible hours and advantages of highly trained staff. Qualified candidate will earn the top dollar. Office has prospered at the same location since 2012 and there is always a steady flow of new patients. State of the art digital radiographs, paperless software and implant systems. Current doctor will be moving back to California and will mentor for 6 months continuous with the new dentist. If you are tired of working in the Corporate Dental Environment come and join our small group and enjoy the benefits of a busy unique practice. Recent graduates considered as well. Other benefits include: Malpractice, Healthcare Insurance, 401 k match. Paid Ce course, moving bonus. An opportunity for an ambitious dentist to make a great income. Send resume to Email: Dr. Nath at vivshant@me.com.

ASSOCIATE DENTIST NEEDED for pediatric office—Upcoming NEW GRADUATES! We have one associate position available at our pediatric dental office with multiple locations (Duluth, Snellville, Bethlehem, Gainesville). We are three dentist-owned practice, and we will mentor you as you transition from school to full-time dentistry. We offer competitive compensation, 401K, paid vacation time, health insurance and license and CE reimbursement. For more information about the available position, please contact us at peacysmiles123@gmail.com and visit our website at www.peacysmiles.com.

PART-TIME ASSOCIATE POSITION available in well-established private practice in the desirable North Georgia area of Ellijay, Ga. Readers Digest voted Ellijay as the friendliest small town in the USA. Each clinical room has an amazing river view! Associate should be independent with their clinical skills including extractions, partials/dentures/implant restorations/endo/crowns/veneers/endo. This position has the potential to grow full time as the practice grows. Please contact Joey at lykinsfamilydentistry@yahoo.com or 706.698.3384.

WELL ESTABLISHED GENERAL dentistry practice in need of an Associate. Full time 4 day week. Practice located in South Carolina just south of Charlotte, NC. Approximately 1 hour away. Excellent pay rate with possible buy-in available. If interested email blackmanfamily@bellsouth.net.

BUSY, WELL ESTABLISHED private family dental practice with a strong patient base located in the Dacula/Hamilton Mill area has opening for a full time general dentist to join our dedicated team. We are seeking a personable, enthusiastic and motivated individual who is looking for a long term position. Our office is located in a beautiful, very well appointed facility in an established, yet growing area. This is a great opportunity for someone looking to work in a supportive environment focused on providing exceptional patient care. No DMO/Medicaid accepted. We offer a competitive compensation package with buy-in potential. Hours are Mon – Thur 8am – 5pm and Fridays 8am – 1pm. Please email CV to learembert@att.net.

DR. LISA KIRSHENBAUM at Dental Excellence of Kennesaw is looking for a dentist who can do fill in work and vacations. We are a fun, friendly, patient oriented practice. Looking for someone who is pleasant, caring, loves dentistry, great skills and wants to help us take care of our wonderful patient base. Send resume to info@sksmiles.com or call Jennifer 770.429.0955.
PERIODONTIST NEEDED AT Cheek Dental in East Cobb to work one day/week in 100% FFS, privately owned, busy general practice. We have a retiring periodontist who has been working this schedule in our practice the last two years. Procedures would include implant placement, simple extractions, crown lengthening, gingival and bone grafts, and other typical periodontal surgeries and procedures. Great office with a fantastic team and reputation, seeking to continue providing comprehensive dental care. Please e-mail dr.chek@cheekdental.com or call Cristi Cheek at 678.640.0030.

PRACTICES/OFFICE SPACE AVAILABLE

DENTAL SPACE AVAILABLE IN METRO ATLANTA: Fully built-out dental space available in the following areas: Tucker/Northlake Mall, Midtown Atlanta, Stockbridge, and Fayetteville. Great locations for GP, Pediatric dentist, O.S., Periodontist, or Endodontist. Use for new office or satellite office. Ample clinical ops, waiting room space and parking. Email: Dentalmanager42@gmail.com.

MARIETTA / KENNESAW private dental office is seeking a passionate, experienced and energetic associate dentist to join our flourishing practice located just minutes from Town Center Mall. This is the ideal opportunity for a dentist frustrated with the corporate dental world, wanting to transition into a long term position practicing patient focused dentistry. Submit your CV to FDSclassifiedAD@gmail.com.

WALTON COUNTY GEORGIA Established beautiful stand alone location with annual revenue of 1mm offering many transition options to a new owner. 6 op facility with room to expand fully digital up to date environment. Excellent local community to live and work in. Proforma with after tax cash flow analysis available once NDA in place. Inquiries: loganvilledentist2019@gmail.com.

DENTAL PRACTICE FOR SALE CHAMBLEE/DUNWOODY/DORAVILLE/ATLANTA Two operatories, plus one hygiene room. Established general dentistry practice in same location for 25 years. Fee for service/ PPO. Growing area, diverse, multicultural demographics. Easy I-285 access, busy location, available now. Contact David Dysart 706.816.8800, dldysart@gmail.com.

ADVERTISE YOUR VACATION RENTAL PROPERTIES HERE

Advertise your vacation rental property to more than 3,300 GDA Action readers. Our classifieds section is one of the most widely read sections of the GDA Action and gadental.org. To place your classified ad visit gadental.org/advertise.
Atlanta TMD Dentist
Mark Allan Padolsky
DDS MAGD FAOS FACMS FICO AFAAD

Dr. Padolsky would be pleased to assist you in treating patients with temporomandibular joint disorders. He enjoys the challenge of helping TMD patients.

• Taught TMD courses for the University of Pittsburgh and the University of Alabama
• Provides Phase I diagnostic and Phase II TMD services.
• Comfortable with a multi-disciplinary approach
• Dr. Padolsky is accepting TMD referrals

www.atlantatmjdentist.com
info@atlantatmjdentist.com
404.876.8123

Take your practice to the next level
AND earn 4 hours of CE...

Save the date!
Friday, June 14, 2019

For more details, stay tuned...
(or send us an email...😊)

E2E Financial, LLC
Helping dentists and their families pursue their financial goals since 2001

e2efinancial.com
678-664-9745
olivia.welch@e2efinancial.com

Take your practice to the next level
AND earn 4 hours of CE...

Save the date!
Friday, June 14, 2019

For more details, stay tuned...
(or send us an email...😊)

E2E Financial, LLC
Helping dentists and their families pursue their financial goals since 2001

Securities offered through LPL Financial, Member FINRA/SIPC. Investment advice offered through Independent Financial Partners (IFP), a registered investment advisor. E2E Financial, LLC and Independent Financial Partners, and ADMC are not owned or controlled by LPL Financial.
New GDA Member Benefit with Big Savings

Discounted Pricing on Dental Supplies, Equipment Servicing

Give us a Try.

There is no risk or cost to compare prices. We will do the legwork for you! Simply fax a few months of recent supply invoices to 844-852-4049 and we will put together a side-by-side price comparison showing how much you will save.

Leverage the Group Buying Power of your Association.

GDA Plus\(^{+}\) Supplies is owned by you, GDA members. So, do business with yourself and buy your supplies from the company you own. In addition to expanding your supply buying clout and lowering prices, your member-owned company is committed to keeping costs low year-after year.

Now, with no fee to join the program, there’s never been a better time to starting saving. GDA Plus\(^{+}\) Supplies offers this array of benefits to our members:

- Potential savings of 20% or more plus free ground shipping
- All members pay the same low price regardless of order volume
- 3M and over 65,000 products from more than 550 brands
- Products ship directly from manufacturers or authorized distributors—no gray market, expired or counterfeit items
- 10% discount on hourly service calls by statewide independent qualified and experienced service specialists

For more information, visit gdaplus.com/supplies
Navigating life can be daunting...

Let your GDIS representatives be your guide.

Business and Personal Lines Insurance

- Malpractice
- Health Insurance
- Entity Coverage
- Medicare Supplement
- Business Insurance
- Disability/Life Insurance
- Workers’ Compensation
- Auto Insurance
- Data Breach
- Homeowner’s Insurance
- EPLI
- Boat and Recreational Vehicles
- Commercial Liability Umbrella
- Motorcycle Insurance
- Flood Insurance
- Personal Umbrella

GDIS provides products and services that can help you achieve your goals. Call us today 770-395-0224 or visit gdaplus.com