



SFDDA

South Florida District Dental Association

A Component of the American and Florida Dental Associations

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September/October, 2003

SFDDA to Offer Mandatory CE Courses for Relicensure in Both North & South

No need to worry about how and where you can take the Mandatory Courses for Relicensure before the end of the biennium on February 28, 2004. The SFDDA will be offering these courses three more times at the following three locations:

October 9, 2003 at Founder's Hall, University of Miami, in Coral Gables.

November 12, 2003 at Tropical Acres in Ft. Lauderdale.

February 28, 2004 during the Miami Winter Meeting at the Fontainebleau Hotel on Miami Beach.

Please see the flyer included with this newsletter to register for the courses either in the southern part of the district on October 9th, or in the north on November 12th. Dinner is included at both of these meetings.

The Sun Shines on the 2004 Miami Winter Meeting

by Isa Salvador, Miami Winter Meeting Manager

It's getting close to the time again when the sun begins to rise on the Miami Winter Meeting at the Fontainebleau Hilton on February 26, 27, 28, 2004. Clear your calendars now for those dates - we want to see you there!



*Isa Salvador
MWM Manager*

We are pushing the envelope for the 2004 Meeting and the MWM Committee promises a program with something for everyone, including spouses. In addition to courses presented by such superb clinicians as Jeff Morley, Vincent Kokich, Harold Crossley, Anthony Sclar, and many others, we are also introducing a program on Neuro-Linguistic Programming, a day of Wellness Especially for Women, a Make-up Course sponsored by Estee Lauder, and a Food for Thought Luncheon with a speaker informing us about the many benefits of "forgiveness."

(Yes, this will be the time to let go of those negative feelings and learn to think positively!)

More details on the entire program may be found at www.miamiwintermeeting.org. Click on "Program" to see the list of courses and speaker biographies. Check out the entire site to get the full scoop on everything.



*Dr. Howard Duchon
MWM Chair, 2004*

A recent mailing to ADA members in the northeast U.S. has generated a great response and we are confident that our Meeting will just keep getting bigger and better. The Miami Winter Meeting committee, chaired by

Dr. Howard Duchon, is hard at work to make this meeting the best MWM ever. We now

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PRESIDENT'S MESSAGE

BRIDGING THE GAP: Specialty/Interdisciplinary Forum and Consensus Conference Planned

And...I need your help.

"A great idea, whose time has come", I've been told by a good number of our members. "Why didn't you do this sooner?"



Richard A. Mufson, DDS
President

I must confess, the idea is not totally unique nor mine alone. In fact, Alan Friedel threw such an idea on the table at an officer's planning day a year ago, when he said, "Hey, who knows, maybe when Rich becomes President, he can take on a project like a 'bridging the gap between specialists' type of thing."

The FDA has had a similar forum for several years now. Representative spokespersons from each of the dental specialties meet at the FNDC each June, in front of a sizeable participating audience, to discuss issues occurring within their respective specialties, as well as mutual concerns dealing with interrelationships with the other dental specialties.

The plan behind our local SFDDA Forum would be similar, but with a new added twist, which I do feel is a unique idea of my own invention. The new idea consists of another level or dimension in the communication process, in which we seek better ways of helping each other in our day-to-day

interactions with each other, and therefore, also helping to improve upon our care for the patients we treat.

I must also emphasize that "General Dentistry," for the purpose of this Forum, will be considered a "specialty group" right along with all the others.

The practice of general dentistry in today's world, especially if one wishes to achieve a relative high level of expertise and care, demands a more "specialized" level of knowledge than ever before. It is also arguably the most important "specialty" for it is indeed at the very heart and crossroads for all patient care, and the intersection for all communication which takes place between every one of us on a daily basis.

THE NEW IDEA

It goes something like this: Have certain thoughts ever crossed your mind over the years in your practice regarding certain situations involving patient care and/or communication between yourself and another dentist/specialist, that you wish you could somehow change for the purpose of helping both yourself and your patient?

Or saying it another way, have you ever wanted to communicate to another specialist

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SFDDA NEWSLETTER

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Member American Association of Dental Editors

(be it GP, orthodontist, endodontist, periodontist, or any other), but were either afraid and/or did not have the proper venue or forum to do so, the following thought or sentence (fill in the blanks)?:

"There is something you do (or have been doing for some time), namely
[describe what this is (no negativity please)],
which if you could only do differently,
[discuss/recommend (again, no negativity)]
it would greatly help me and my patients."

I must tell you that each time I have mentioned this sentence or concept to another dental colleague over the last several months, the results have been met with surprising interest and feedback thus far. The typical reaction has been something to the effect of, "Ohmagosh, yeah, I can't believe you're coming up with this. For years, I've wished I were able to tell 'so-and-so' [regarding a certain situation], that it would really be great if instead of doing 'a-b-c', they could do (or say) 'x-y-z'!"

Also interesting is the fact that many examples given to me thus far have been "behavioral" in nature (and frankly, what my original idea had in mind), and others "clinical" in nature.

Before sharing several examples, I need to also mention some important caveats to this idea, such as, (1) all discussions and suggestions are to be objective and "constructive", rather than negative or "destructive". (2) There is to be no attempt nor inference toward stereotyping, given that we are all individuals, and no comment or situation should imply that "all specialists" in a given group do things in a given way. (3) Also, such examples are thoughts put forth by certain individuals, and do not necessarily imply that all others feel the same way about a given issue. These issues are indeed up for further discussion, debate and ultimate agreement or consensus. And in fact, therein is what the purpose of this forum is all about! Finally, (4) a completely **"anonymous"** system of reporting and/or sharing these ideas and examples will be

utilized -- so therefore, please feel free to speak from the heart and share what's on your mind!

SAMPLES/EXAMPLES

The following are examples others have shared with me, and in most cases, more than one person sharing the same (and having used the above fill-in-the-blank sentence as a format):

(1) (from GP to endodontist) (a) I often find that patients return with root canal therapy completed on teeth that have very questionable (or even hopeless) restorative status. (b) It would be helpful if the status of such teeth were considered (by one or both of us) prior to treatment.

"General Dentistry", for the purpose of this Forum, will be considered a "specialty group" right along with all the others.

(2) (from orthodontist to GP, other specialists) (a) Following completion of orthodontic cases (whether months/years later), comments are sometimes made to patients, often in an alarming or negative fashion, about residual or recurrent discrepancies or imperfections in the occlusion (b) It would help if you would instead consider first communicating with me (the treating orthodontist) to discuss the case in a positive and objective manner, rather than questioning the results in a negative or alarming manner to the patient.

(3) (from endodontist to GP, endodontist, oral surgeon) (a) Apicoectomy/surgical endo therapy is all too frequently recommended or performed, when in fact endodontic retreatment (or completion of treatment) is the next best option. (b) It would help if this endodontic pearl were more widely known, appreciated, considered, recommended, practiced.

(4) (from GP to periodontists) (a) Patients referred often return with an involved, extensive (and often expensive) treatment plan, which patients may interpret in

different ways, including questions as to why I, their dentist, did not notice "all these problems" or recommend such treatment before. (b) It would help if I were consulted prior to formally developing and dictating plans of treatment, perhaps in such a way that "both of us" work together (and/or are perceived as such) to develop and recommend plans of treatment.

And this is one from myself, among others I could share, which I have long wanted to communicate:

(5) (from oral surgeon to GP's, other specialists) (a) There are situations in which a dentist may feel the need to say certain things in certain ways to a patient, upon referral to an oral surgeon, as if to help justify the need for referral, which may often frighten the patient out of their wits (things like, "I would do this tooth, but the roots are wrapped around your nerve and you could end up paralyzed" or "the tooth is near your brain cavity" or "it's so hard, you'll have to be asleep") to the point where the patient has to be either straight-jacketed or otherwise significantly calmed down upon arrival at the oral surgeon's office. (b) It would really help if other more objective and non fear-inducing language could be used when explaining the need for referral (I have some good suggestions).

Please note that these are only early samples/examples, and I am depending on many of you to think of your own examples and communicate them to me. The goal will be to collect these well in advance of the forum, so that these varied issues may then be presented and discussed in a organized manner.

During our discussions, I also plan to enforce "Rich's rules" which will be in effect, such as, (1) No egos (check at the door), (2) No negativity (we will instead find "positive" and "objective" ways of saying things), (3) No self-promotion or self-aggrandizement, (4) We will alternate specialties in our discussions, and avoid excessive focus on any one group.

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SFDDA President Responds to Negative Article in El Nuevo Herald

On Sunday, July 6, 2003, the following article appeared in El Nuevo Herald, the Spanish language partner of the Miami Herald. It was written by El Nuevo Herald reporter, Viviana Muñoz. The article was translated into English by Tony Palomo, who translates "Noticias" for each issue of the SFDDA Newsletter.

The problem of the illegal practice of dentistry has become a true toothache in South Florida, turning stronger every day, sustained, apparently, by demand.

While some users allege financial reasons for preferring unlicensed dentists and assert that the fees charged by licensed professionals are excessive, the Florida Dental Association defends itself by saying that their fees are not high and that they have special programs for the needy.

"I started a gum treatment at a Coral Gables office. For part of the job they were asking me \$365. After the lady doctor anesthetized me, they put a dental hygienist to work who while cleaning my gums did not stop looking at the clock, at the same time practically insulting, by insisting that I was "real bad off," asserted Manuel Machado. "I never went back to that office." "I felt cheated, and in addition they charged my insurance for services I had already paid."

The other side of the coin:

"I went to an unlicensed dentist. The place was impeccable, he used masks and cleaned me with ultrasound, and from that moment on I haven't had any more problems. I only paid \$40," remarked Verónica Alvarez, 42, a secretary.

"I didn't have health insurance and was desperate. For the first time in my life I visited an illegal dentist. I didn't have any other choice. But first I checked with a legal dental office. Just for a checkup, that dentist was charging \$50. Just imagine," underscored Pamela López, 29, who has been 3 years in Miami.

The treasurer of the South Florida Dental Association thinks that the fees of legal dentists are not excessive. "I don't think our fees are that high," asserted Dr. César Sabatés, who is also a delegate to the American Dental Association (ADA). "Dentists are extremely charitable, and when a patient doesn't have resources we donate our services to him," he added.

Sabatés emphasized that there are special programs for the uninsured such as Camillus House, Jackson Memorial Hospital, the Hialeah Dental School of the University of Florida, and the Association's program, called Donated Dental Service [lit.], addressing mainly low-income patients.

While the controversy continues, dentists keep arriving who cannot practice and are asking for an opportunity.

Detective Enrique Torres, Chief of Criminal Investigations of the Florida Health Department, estimated that currently there are around 200 illegal dentists working in Miami-Dade and Broward.

The social worker of the Colombian organization CASA, Flor Escobar, asserted that many professionals who cannot practice in Florida need help.

"They are frustrated because they cannot practice their professions, which they studied by making a great effort in their countries, and they try to get any job in order to survive," she said.

William Henao, a 49 year-old Colombian, asserted that the main obstacle to revalidate their degrees is financial. "I'm a dentist, graduated from the University of Buenos Aires. I practiced my profession for 20 years in Bogota, and for reasons beyond our control we had to emigrate to the United States. I don't practice my profession here, but instead do manual work," he said.

"I understand that the country must require people to revalidate their degrees

in order to issue a license. But, since I arrived I've felt that I have not had any government help to be able to study a technical career whereby I can grow as a human being, with dignity, such as I had in my country. In order to revalidate you need around \$30,000 a year, for two years. But meanwhile, who's going to support my family?," he went on to say.

"Nobody gives me information, and though I am a professional I have to pick up garbage at construction sites, clean restrooms or place wooden floors," underscored Henao.

At the SFDDA Executive Council meeting in July, members expressed serious concern about both the tone of the article and the implication of propriety to the unlicensed practice of dentistry. The Council requested SFDDA President, Dr. Richard Mufson, to respond to the article.

What follows is a copy of the letter sent by Dr. Mufson:

Humberto Castelló
Executive Editor
El Nuevo Herald
One Herald Plaza
Miami, FL 33132

Dear Mr. Castelló:

I am writing this letter in response to an article, which appeared in the Sunday, July 6, 2003, El Nuevo Herald, entitled "La necesidad estimula la odontología ilegal." Our members, officers and directors alike found the article to be a disturbing and blatant example of irresponsible journalism, and seemingly out of character for a newspaper of the Herald/Knight-Ridder's reputation.

As a central theme, the author, Viviana Muñoz, reported that a certain segment of our local population prefers to have treatment by unlicensed dentists. What's worse, the article appears to imply a

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JUST FOR MEMBERS

NEW PRESCRIPTION LAW IN EFFECT JULY 1, 2003

A new law designed to improve written prescriptions became effective July 1, 2003. The new law, section 456.42 of the Florida Statutes, requires written prescriptions to:

- be legibly printed or typed;
- contain the name of the prescribing practitioner, the name and strength of the drug prescribed, the quantity of the drug prescribed in both textual and numerical formats, and the directions for use of the drug;
- be dated with the month written out in textual letters; and
- be signed by the prescribing practitioner on the day when issued.

In addition, as before, doctors are required to maintain a copy of all prescriptions written.

Congratulations!

The SFDDA is proud to report that Dr. Jeannette Pena Hall has been selected by the American Dental Association to participate in the inaugural class of the ADA Institute for Diversity in Leadership. The ADA Institute for Diversity in Leadership is a three-part training program in concepts such as marketing, financial decision-making, leadership strategy, and change management. Only eight dentists of the 130 who applied were selected for this honor.

Announcement

Gina R. Marcus, D.M.D. is pleased to announce the opening of her new practice of general dentistry in association with Philip Glatstein, DDS and Rodger Aidman, DDS at:

6601 SW 80th St., Suite 213
Miami, FL 33143
Phone: 305-667-2334
Fax: 305-667-3691

Best wishes for a speedy recovery to Dr. John Tabak, who had quadruple bypass surgery in mid-August.

INTRODUCING OUR NEW MEMBERS

On behalf of the SFDDA, we extend a warm welcome to the following new members who were voted into membership on May 21, 2003:

Sinisa Firic, DMD
David Faget, DMD
Steven Di Filippo, DDS
Carlos Cardenas, DDS
Peter Laurence, DMD
Richard Romay, DMD

And newly licensed dentists automatically granted membership:

Dusanka Angelov, DMD
Chaim Hyman, DMD
Raymund C. Kwong, DMD
Ryan F. Ziegler, DMD



In Memoriam

It is with hearts full of sadness that the SFDDA reports on the recent deaths of the children of two of our members. When anyone dies, it is a tragedy. When a young person, full of life and hope, passes away, all of humanity grieves.

Minette Mulkay

Minette Mulkay, 26, daughter of Dr. Esteban and Maria Mulkay, died of leukemia on July 5, 2003. Donations in the name of Minette Mulkay may be made to The James Jr. Fund, Inc., 6191 Orange Drive, Suite 6157D, Davie, Florida 33314.

Andrew Interian

Andrew Interian, 16, son of Dr. Carlos and Isabel Interian, died of complications from congenital heart disease on July 6, 2003. A fund in Andrew's memory has been established to benefit the pediatric cardiology and heart/lung transplant programs at the Jackson Memorial Foundation, IMO Andrew Interian, 901 NW 17 Street, Suite G, Miami, FL 33136.

Applications for Membership in the SFDDA

Gina Marcus, DMD
2475 Brickell Avenue
Miami, FL 33129

Charles Krikorian DMD
2437 Meridian Avenue
Miami Beach, FL 33140

Sonia Bonilla, DDS
11790 S.W. 89 Street
Miami, FL 33186

Maria Almeyda, DDS
4886 N.W. 107 Passage
Miami, FL 33178

Dr. Christensen S. Hsu
18650 N.W. 62 Avenue
Hialeah, FL 33015

Dr. Elizabeth Flowers
(Dual Member)
2021 S.W. 38 Avenue
Fort Lauderdale, FL 33312

certain amount of legitimacy to such an option, complete with testimonials from patients, largely because the fees charged by licensed dentists are "excessive." We are surprised that any reasonable person, and much less a reporter for a responsible local newspaper, could actually condone or patronize the illegal practice of dentistry.

"Illegal" means that those practicing without a license are breaking the law, and as such are liable for criminal penalties if convicted of such activity. In the event Ms. Muñoz was not aware, such laws governing the practice of medicine and dentistry were put in place for a reason - to protect the public. When going to a licensed dentist, one is at least assured of a certain level of state-regulated and supervised training, proper procedures, continuing education, equipment safety, infection control and sterilization of instruments, waste disposal, etc. No such assurances of safety or minimum practice guidelines exist for those practicing without a license.

What's more, imagine all the money one could save when not having to invest in safe equipment, sterilization procedures, license fees, malpractice insurance and the like!

Is it not obvious to Ms. Muñoz or those featured in her article that this may have something to do with the reason why unlicensed dentists' fees could perhaps be lower than their more regulated and licensed counterparts?

Your article also claims that dentists who are arriving in South Florida from other countries are "asking for an opportunity." There are more than 300 members of our South Florida District Dental Association (a component of the Florida and American Dental Associations), who were also trained in another country, but then came to this area to live. They all managed to take the courses necessary to become licensed in Florida.

It was also brought to my attention that Ms. Muñoz made an attempt to contact our organization on very short notice just prior to writing her article, but at a time when our directors and leadership were out of town at a state dental meeting. If she had been able to wait a day or two, as we had then offered, we could have been in a position to provide her more useful and legitimate information for your readership.

As an example, for those who cannot afford safe and competent dental care: members of the Florida Dental Association, through "Project Dentists Care," donate in excess of 4 million dollars annually in free service to needy citizens of Florida, who cannot afford dental treatment.

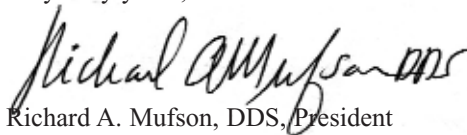
As another example, for those who claim a plight of being relegated to menial jobs such as mopping floors or waiting tables: our Association office has a successful program available for

placing dentists from other countries in positions as dental assistants and hygienists until they can take the dental board exam in Florida. In addition, our office can provide information to new U.S. residents who are licensed dentists in other countries or who have dental degrees from foreign universities about what courses they need to take and where to take them in order to get a Florida license.

There are no shortcuts to becoming a professional health care provider. We believe that it is the responsibility of the media in this country to advocate in favor of the rule of law, and not to print articles like the one that appeared in El Nuevo Herald on July 6th.

I would welcome the opportunity to speak with you further about this matter, or better yet, encourage you to rise up to your duty as responsible journalists, and consider a retraction or correction of the information put forth in your recent article.

Very truly yours,



Richard A. Mufson, DDS, President

CLASSIFIED ADS

OPPORTUNITIES AVAILABLE

A GOOD OPPORTUNITY: For a general dentist. Excellent guaranteed weekly salary and bonus, paid vacation, paid laboratory fees and IRA plan. Experienced staff and DDS principal on the premises. Ft. Lauderdale Fax resume (954) 485-5820 or call Dr. Grodin (954) 485-1170.

GENERAL DENTIST WANTED: FT/PT for quality group practice in Aventura, Coral Springs, Delray, Boynton Beach, Jensen Beach, Ft. Pierce, Melbourne. Call Dr. Fried (305) 935-1400.

ORAL SURGEON WANTED: PT for busy group practice in Aventura, Coral Springs, Delray, Boynton Beach, Jensen Beach, Melbourne. Dr. Fried (305) 935-1400.

ORLANDO: Unique opportunity for quality FT/PT General Practitioner in a lucrative practice. Guaranteed minimum plus collection bonus. Doctor must be personable, ambitious, and quality oriented. Contact Michael Bileca (305) 274-2499 x 14 or fax (305) 274-4407.

GENERAL DENTIST: Dental office in No. Miami Beach/Ft. Lauderdale looking for a general dentist PT/FT. Call Mrs. Jones (305) 949-2766 or (954) 523-1054.

SOUTH FLORIDA EAST/WEST COAST: Great career opportunities for general and specialty. We are a quality, growing group looking for excellent clinicians. Very busy practices. Top compensation packages, income bonuses/benefits. Ask about our "Career Track" program. For info, call Dr. Brian Freedman 305- 274-2499 x20 or email bfreedman@towncaredental.com.

ORAL SURGEON: DHG has opportunities for Oral Surgeon in our Tampa locations. Guaranteed compensation, flexible hours & benefits. Call Dr. Brody 305-521-2329 or email laurenceb@consolident.com Visit our web site: www.dentalhealthgroup.net.

KEY WEST: Practice in paradise. Associate position available in growing group practice. Call (305) 296-7214 or (305) 294-4699.

GENERAL DENTIST WANTED: FT/PT in busy office; long-term opportunity available in Broward. Call (954) 741-0346.

PRACTICE OPPORTUNITIES AVAILABLE: General, specialty practices as well as partnerships. Call Practice Transition Specialists (561) 642-0535.

WANTED: Full time general dentist for busy Miami Beach office. Start immediately. Great opportunity. Call doctor at 305-761-1178.

ORAL SURGEON: Pt. Position available in an established, private practice Kendall area. Call Dr. Silvestry (305) 271-7777.

LOOKING FOR DENTAL OFFICE in East Kendall, Dade Co. FL: If you are considering retiring, hiring an associate to buy in or selling your practice in this area, Please send your confidential information to: SFDDA Box# H9711.

FULL TIME Dental Assistant & Front Desk positions available. English / Spanish a must. Experience necessary. Contact : Beatric at (954) 430-1717.

PERIODONTIST WANTED: For busy Cooper City Restorative Office. 3-1/2 days/week. Excellent long term potential. (954) 433-1888.

WANTED: Bilingual Orthodontics to join an established S. Miami group, with long term growth opportunities. Contact Dr. Gonzalez (786) 210-7823, E-mail: dentalcreations@aol.com. Fax resume: (305) 227-1152.

ENDODONTIST, ORAL SURGEON, OR GENERAL DENTIST: For general dentistry group office. Part time, Hollywood. Call Nancy (954) 981-4500.

DENTIST NEEDED: In the Miami area. Base salary + % great pay. Possible partnership in the future or sale of practice. Call Marlene (786) 512-3187.

FLORIDA-KEY WEST OLD TOWN: Associate/Buy-in. High quality practice & equipment, CerecIII unit. FFS. Dynamic office in paradise. Call Jan or Dr.. Dave at (305) 296-8541.

DENTIST NEEDED: For full time, temporary position. Previous dentist going on maternity leave. Nov. 2003. Large salary plus bonus, Kendall. (305) 596-2815/Fax (305) 596-1820.

GENERAL DENTISTS AND SPECIALISTS: Positions available in select offices in Florida. Applicants must be experienced and devoted to quality care. Excellent guarantees of compensation based on experience and skills, benefits included, advances available. No fees required. Call DHM Services at 1-888-837-6453 or fax resume to 305-652-9940.

ENDODONTIST NEEDED: For a busy South Florida Pembroke Pines Office. Experience preferred but not required. P/T position. Please call 954-392-1635.

NEEDED DENTIST: With FL. License. Bilingual Spanish - English. For Info. Call (305) 573-3439 Sylvia or (305) 223-6722 Iliana.

WANTED: Bilingual Gen. Dentist and Endodontist part time. For quality group practice in Coral Gables. Call Dr. Alvarez (305) 444-8591 x 107.

ENDODONTISTS AND PERIODONTISTS: DHG has opportunities for Endodontist and Periodontists in our Tampa locations. Guaranteed compensation, flexible hours & benefits. Call Dr. Brody at (305) 521-2329 or email laurenceb@consolident.com. Visit our web site: www.dentalhealthgroup.net.

DENTIST WANTED: Caring, reliable dentist needed, for private practice. New dentist welcomed. Please call (954) 536-8577

DENTAL PRACTICES FOR SALE

FOR SALE: Successful southwest Kendall Practice. Call (786) 251-6241.

HIALEAH: Ready to retire! Wonderful Patients. Professional building in Westland area. 1,200 sq. ft. \$200K gross on 3 day week. No capitation or HMOS. Come see and we'll talk. Easy terms. Call Robert Adler, DDS (305) 828-7377.

CLASSIFIED ADS

GREAT LOCATION: (Lejeune Road) Office space for rental / sale 4 Ops fully equipped, furnished and set-up with Panorex. Call (305) 541-4959.

BROWARD PRACTICES: East Pompano - Gross \$880K, Coral Springs (Publix), Plantation, West Sunrise - Gross 1M, Coral Springs - Gross \$670K, West Hollywood - Gross \$600K- HMO Based, Pembroke Pines - Beautiful Office, Plantation - Gross \$600K - Sedation Practice, Lauderhill - Offer Welcome, East Fort Lauderdale - Gross \$900K, Tamarac - Pending Listing, Lauderhill Lakes - New Just Listed, Plantation @ 441&Griffin - HMO. Doctors Choice Co., Inc. - J. Kenny Jones - Broker (561) 746-2102.

DADE PRACTICES: South Miami - Quality - (Pinecrest Area) - 3 OPS - Gross \$300K, South Miami - HMO - Gross \$1M, North Miami - Plumbed Space, Key West - Established FFS, Aventura - (Skylake Area), Miami Beach - Lincoln Road Area, South Miami - Gross \$800K. Doctors Choice Co., Inc. - J. Kenny Jones - Broker (561) 746-2102.

PALM BEACH PRACTICES: Jupiter - 3 OPS - New Listing - Gross \$340K, West Palm Beach - 6 OPS - Gross \$780K - New Listing, Royal Palm - Wellington (Great Locations), Boca Raton - Plumbed Space, West Delray - Gross \$550K, West Delray - Plumbed Set-up Space, Palm Beach Gardens - 5 OPS, JFK Hospital - Plumbed Space, Ortho Practice - North Palm Beach, South Wellington - New Listing Pending! Doctors Choice Co., Inc. - J. Kenny Jones - Broker (561) 746-2102.

WEST DELRAY BEACH: Gross \$500K plus, Plumbed for 6 OPS - A+ Location - \$261K, Great Opportunity! Doctors Choice Co., Inc. (561) 746-2102.

CENTRAL FLORIDA: Lake Wales - This Practice has it all! Call for Details, Cocoa Beach - Must Sell - Doctor passed away unexpectedly! Melbourne - First Class Everything, Melbourne - Patient Records For Sale. Doctors Choice Co., Inc. - J. Kenny Jones - Broker (561) 746-2102 or Dr. Jim Vandenberghe - 813-926-0419.

COCOA BEACH: Practice and Building - Doctor passed away unexpectedly - 2 blocks from the Beach - We need a buyer or an associate ASAP! Doctors Choice Co., Inc. (561) 746-2102

CENTRAL LOCATION: Off Lejeune Rd. on Flagler St. 2 operatories just under 600 sq. ft. Asking 195K including purchase of Condo space gross 180K 3 day a week. Call (305)541-5299.

PRESTIGIOUS CORAL GABLES: Office for rent in Coral Gables. Also, office for sale, 3 OR's, 900 sq. ft. fully equipped/furnished. Open to negotiations. 401 Miracle Mile. Previous tenants were dentists. Professional full service building. Call Dr. Rakofsky (305) 442-9020.

OFFICE SPACE - SALE OR RENT

TURN KEY OPERATION: 10 Operatories in Coral Gables or share space with others dentists. Please call (305) 441-8785.

BUILDING FOR SALE: On Alhambra Circle. 3,500 Sq. Ft. 11 Operatories, upstairs laboratory. (305) 441-8587.

MODERN FULLY EQUIPPED: Specialist Office in Pembroke Pines, seeks other Dental Specialist to rent space part time. Fax to (954) 432-3705 all inquiries.

GENERAL DENTIST LOOKING FOR: Colleague to share space in South Miami area. Please call pager at (305) 548-9750.

OFFICE CONDO FOR SALE: In central Gables. Premier location. Mostly dental all medical. 980 sq. ft. \$280,000. Call Dr. Armstrong 305-444-3305.

BEAUTIFUL FULLY EQUIPPED: Pedo. Or Ortho. office for lease, West Kendall. To buy equipment and improvements and take over lease. Turn-key situation. Phone (305) 310-2990.

DIAMOND LOCATION: In Pompano Beach, Sample Rd. and US-1. Up to 3400 sq. ft. Well laid out. Below market rent. Will build out to suite. Suitable for any type practice. M. Cohen owner (305) 947-8293.

MISCELLANEOUS

CPR RECERTIFICATION: Available at your convenience in your home or office. CEU's available/American Heart Assoc. CPR C-card awarded. Contact Emergency Medical Management Consultants for details. Call (954) 434-2608.

CPR TRAINING: At your office, flexible rate and hours. Call Wayne at (305) 242-5227.

SFDDA Seeks Nominations

Dentist of the Year and Auxiliary of the Year

SFDDA Affiliate Societies as well as individual SFDDA members are encouraged to submit nominations to the Awards Committee, Chaired by Dr. Alan Friedel, for **Dentist of the Year** and **Auxiliary of the Year**. Nominations will be accepted through Friday, November 14, 2003.

Criteria to consider when making nominations include service to the profession, service to the SFDDA, and quality and quantity of public service activities.

Letters of nomination should be sent to Rosalie A. Small, SFDDA Executive Director, 420 S. Dixie Highway, Suite 2E, Coral Gables, FL 33146. The winners will be announced in the SFDDA January/February Newsletter.

Officers & Trustees

The SFDDA Nominating Committee, Chaired by President-Elect, Dr. Anita Pandey, is seeking candidates for the following positions:

FDA Trustee (1)
FDA Alternate Trustees (2)
SFDDA Officers
SFDDA Young Member Dentist
ADA Alternate Delegate

The deadline for submission of nominations is November 14, 2003.

Report on the Activities of the Greater Miami Dental Society

by Dr. Frank Manteiga, President

Welcome back. I hope all is well, and that everyone is refreshed after our little summer break. I take great pride in writing this letter as President of the Greater Miami Dental Society. The executive board is working hard to bring you quality speakers and lectures. We have a great year planned for 2003-2004. We are also working with certain organizations to bring sponsors to our meetings. Some of our sponsors are: Proctor & Gamble, 3i and Ceotec (C&B) lab. I encourage all our members to support the GMDS and take pride in being involved with organized dentistry. I look forward to a great year and seeing you on September 9, 2003.

Meeting Schedule:

9/9/03: Speaker, Dr. Hernandez (Prosthodontist), "Immediate Load Implants," Ceotec Lab, sponsor

10/14/03: Speaker, Dr. Quintero (Orthodontist), "Invisalign Techniques," Ceotec Lab, Sponsor

11/20/03: Joint meeting with West Dade Dental Society at their location TBA

1/13/04: We are working with 3i for a speaker and sponsorship

2/04: Will be the Miami Winter Meeting at the Fontainebleau Hotel

3/04: Will be the Annual Meeting of the SFDDA

4/13/04: Will be our joint meeting with the Granada Study Club and Hygiene Association. Speaker & sponsor TBA.

5/11/02: Will be our last meeting for the year. Speaker TBA. We are working with P&G for a speaker with a sponsorship.

Dues:

The GMDS offers two types of payment schedules; (a) prepay dues and six dinner meetings for a total of \$215.00, or (b) pay \$35 yearly dues and then pay \$35 per meal at the door. You must rsvp the Friday before the meeting in order to be served a meal.

New Officers:

GMDS officers for 2003-2004 are Dr. Manteiga, President, Dr. Blardonis, President-Elect, Dr. Lopez, Vice-President, Dr. Torres-Rivera, Secretary, and Dr. Roth, Treasurer.

Meeting Location:

Unless announced otherwise, GMDS meetings are held at the University of Miami Founders Hall, Brescia Ave., Coral Gables. The Board meets at 6:15 p.m., cocktails are served at 6:45 p.m., and dinner is at 7:15 p.m.

For more information or directions to meetings, please contact Dr. Frank Manteiga at 305-667-1131 or Dr. Manny Lopez at 305-667-5061.

Report on the Activities of the North Dade Dental Society

by Dr. David Genet, President

Welcome to the beginning of the 2003-2004 season of the North Dade Dental Society. The line officers of the Executive Board include Vice President, **Michael Brody**; Journal Editor, **Fred Marconi**; and Treasurer, **Eran Berenstein**. I want to thank them as well as all the other board members for their commitment to making this year a success. It takes a very committed executive board to coordinate the programming and functions of the NDDS, and we have such a Board. I am honored to be this year's president and will work tirelessly to ensure that it is a year to be proud of. We look forward to providing quality Continuing Education and camaraderie, and filling the needs of our local affiliate. Let us not forget that a major function of our society is to represent our 'local' needs to the South Florida District Dental Association, which in turn represents us at the Florida Dental Association, and ultimately to the American Dental Association. I know that I am 'Preaching to the converted' when I stress the importance of organized dentistry. The membership and Executive Board of the NDDS understand this and do not take it lightly.

Most of our meetings will be held at The Islands Café at the Bay Harbor Inn this year, but there are two meetings that will not be held at our regular location. Our November 12th meeting is the joint meeting with the South Broward Dental Society, at which the required CE Courses for relicensure, "Laws, Rules and Ethics" and "Preventing Medical Errors," will be offered at Tropical Acres in Hollywood. Our March 9th meeting is the Business Meeting of the South Florida District Dental Association, which we are hosting this year because SFDDA President, Dr. Richard Mufson, represents NDDS. It promises to be an interesting program held at the New Parrot Jungle on the MacArthur Causeway in Miami Beach. Please note our meeting times, dates and locations to be found in the Journal.

It is an honor and privilege to serve as your president this year. I look forward to seeing all of you at our next meeting. If you have any questions or comments please contact me at the office or e-mail at: drgenet@gate.net.

SFDDA Members who have not yet joined an Affiliate Society are encouraged to contact the SFDDA office, 305-667-3647, for information about the six Affiliate Societies. Affiliate meetings, which usually include dinner and a continuing education program, are open to all SFDDA members, and prospective members are usually free for their first meeting.

El sol brilla sobre el Miami Winter Meeting del 2004

*por Isa Salvador,
Gerente del Miami Winter Meeting*

Ya nos estamos acercando a ese momento en que el empieza a salir el sol sobre el Miami Winter Meeting, que se celebrará en Fontainebleau Hilton el 26, 27 y 28 de febrero del 2004. ¡Abran lugar en sus calendarios para esas fechas, que nos queremos ver allí!

Estamos tratando de exceder las expectativas en lo que respecta al Meeting y el Comité Organizador les promete un programa con algo para todos, incluyendo los cónyuges. Además de los cursos presentados por clínicos tan sobresalientes como Jeff Morley, Vincent Kokich, Harold Crossley, Anthony Sclar y muchos otros, también estamos introduciendo un programa sobre Programación Neurolingüística, un día de Idoneidad en la Salud para Mujeres, un Curso de Maquillaje patrocinado por Estée Lauder, y un almuerzo de Food for Thought con un orador que nos informará acerca de los múltiples beneficios que conlleva el perdón. (Sí... ¡ésta será la ocasión para dejar atrás esos sentimientos negativos y aprender a pensar positivamente!)

Se pueden obtener más detalles en el www.miamiwintermeeting.org. Haz clic en "Program" para ver la lista de cursos y las biografías de los oradores. Visita todo el sitio y te enterarás de todo.

Un reciente envío por correo a los miembros de la ADA en el Noreste del país ha generado una gran respuesta y estamos confiados de que nuestro Congreso Invernal va a seguir mejorando y incrementándose. El Comité del Miami Winter Meeting, presidido por el Dr. Howard Duchon, está trabajando arduamente para que este congreso sea el mejor en su historia. Ya tenemos "parroquianos" que vienen regularmente de todos los Estados Unidos y de alrededor del mundo, sólo para asistir al Miami Winter Meeting. Claro que tenemos un maravilloso sitio de destino en el Hotel Fontainebleau, en Miami Beach y en febrero, pero estamos orgullosos de también ofrecer cursos de calidad de educación continua y excelentes exhibiciones. Nuestros concurrentes valoran el programa uniformemente bueno, la camaradería y la

luz y calor del sol.

Muchos que traen sus exhibiciones también han expresado cuánto disfrutan nuestro congreso. Esto se debe a que hacen muy buen negocio en la sala de exhibiciones así como importantes contactos con nuestros dentistas y el personal de éstos. Y todos los miembros de la SFDDA se pueden beneficiar de aprovechar la sala de exhibición y comprarles a los expositores durante el Congreso. Mientras más éstos cumplan o excedan sus ventas de años anteriores, más podremos contar con ellos para que vuelvan a asistir y nos patrocinen más. Los comentarios positivos seguirán circulando en la comunidad dental acerca del Miami Winter Meeting, y esto nos traerá más concurrentes y más expositores, lo que le permitirá a la SFDDA ofrecer mejores programas, más y mejores fiestas y más beneficios a ustedes, nuestros miembros. Así que no sería mala idea empezar una lista ahora de equipos, suministros y servicios que vayas a necesitar, y traer esa lista contigo a la sala de exhibiciones el próximo febrero. A la larga, te vas a beneficiar de muchas y variadas maneras.

Hablemos ahora de fiestas... ¡Vaya, que vamos a salir de paseo en el 2004! Para empezar, qué me dicen de montarnos en un autobús con mojitos o refrescos gratuitos para ir a la nueva Parrot Jungle. Ésta va a ser una fiesta que no se la van a perder ni las aves. A todos los esperan fantásticas comidas y bebidas. Más adelante, los autobuses los traerán de vuelta a ustedes bien al Fontainebleau o al Garaje de Estacionamiento (por favor tenga a un conductor designado para que los lleven a casa).

Entonces, el viernes por la noche, por primera vez, vamos a rendirle un tributo especial al personal de los consultorios en el Auxiliary Party, en los predios del Fontainebleau por las cabañas Tiki. Nuestro planificador profesional está "botando la casa por la ventana" para proporcionar un fantástico DJ, decoraciones, iluminación y bailarines. Sólo podrán asistir miembros del personal auxiliar de consultorios pero cada persona podrá traer un invitado. El invitado puede ser un dentista, un expositor, tu cónyuge... o ese ser tan gracioso que te encuentre en la piscina. Nadie va a hacer preguntas comprometedoras.

Finalmente, nuestra pesadilla más grande... el parqueo. En el Congreso del 2003, la mayor parte de los concurrentes comprendieron la necesidad de parquear en la en el Garaje de la Calle 17, tomar un autobús designado para ir al hotel y expresaron que no experimentaron inconveniencia en hacer esto. Pero no todos estuvieron satisfechos con este plan. Tengan la absoluta tranquilidad de que estamos trabajando diligentemente para que les sea fácil y sin problemas el parquear y llegar al Fontainebleau. Va a haber autobuses designados los tres días este año, incluyendo el sábado. Sigam manteniéndose informados con los Reportes sobre el MWM que aparecen en el Boletín de la SFDDA para que estén al día sobre todos los detalles.

¡No podemos esperar para vernos en el Miami Winter Meeting del 2004!

have "regulars" who come from all over the U.S. and around the world, just for the Miami Winter Meeting. Of course, we have a wonderful destination in the Fontainebleau Hotel on Miami Beach in February, but we are proud to also offer quality continuing education and great exhibitors. Our attendees value the consistently good program, the camaraderie, and the sunshine.

Many exhibitors have also expressed how much they enjoy our meeting. This is because they do great business in the exhibit hall and make important contacts with our dentists and their staff. And every one of the SFDDA members can benefit from visiting the exhibit hall and purchasing from the exhibitors during the



Debra Englehart
MWM Speaker



Dr. Hal Crossley
MWM Speaker

MWM. The more that our exhibitors meet or exceed their sales from prior years, the more we can count on them for repeat attendance and additional sponsorships. Positive comments will continue to circulate in the dental community about the Miami Winter Meeting, and that will bring more attendees and more exhibitors, and allow the SFDDA to offer better programs, bigger and better parties, and



Dr. Jeff Morley
MWM Speaker

Let's talk about parties... Girl, we are stepping out in 2004! To start things off, how about boarding a shuttle bus with complimentary Mojitos or soft drinks on the way to the new Parrot Jungle. This is one TGIT party that really IS for the birds. Great food and drinks will be waiting for everyone. Later, buses will return you to either the Fontainebleau or the Parking Garage (please have a designated driver to take you home).



Dr. Anthony Sclar
MWM Speaker

Then, on Friday, evening, for the first time, we are paying special tribute to office staff at the Auxiliary Party, on the grounds of the Fontainebleau by the Tiki Huts. Our professional party planner is going all out to provide a great DJ, decorations, lighting, and dancers. Only dental office auxiliary staff may attend but each may bring one guest. The guest can be a dentist, exhibitor, spouse, or the cute guy

more member benefits for you, our members. So start a list now, of equipment, supplies, and services you will need, and bring your list with you to the exhibit hall next February. In the long run, you will benefit in a great many ways.

or gal you met by the pool. No questions asked.

Finally, our biggest nightmare - Parking: At the 2003 Miami Winter Meeting, most attendees understood the need to park at the 17th St. Parking garage and take a shuttle to the hotel, and expressed to us that they experienced no discomfort with this. But not everyone was content with this parking plan. Please be assured that we are working diligently to make it easy and hassle free to park and get to the



Cathy Jameson
MWM Speaker

Fontainebleau. There will be shuttle buses all three days this year, including Saturday. Keep following the MWM reports in the SFDDA Newsletter so you will be current on all the details.



Dr. Udell Webb
MWM Speaker

We can't wait to see you at the 2004 Miami Winter Meeting!

SFDDA Offers Course to New Dentists - "Things They Didn't Teach You in Dental School"

The South Florida District Dental Association is again presenting a series of free seminars for new dentists (two years or less out of dental school) and senior dental students ONLY. This series, called "Things They Didn't Teach You in Dental School," features Dr. Norman Zarr and his panel of experts.

The first of these programs, Practice Analysis and Acquisition, is being held on Tuesday, September 23, 2003, at the SFDDA

office, beginning at 6:30 p.m. Light refreshments will be served to those who register in advance.

A flyer about this seminar is included with this newsletter. For more information, or to reserve your seat for this outstanding New Dentist seminar, call the SFDDA office at 305-667-3647. Those who attend the first program have preferred seating for seminars 2 and 3.

**Among Other Good News -
We Will Earn CE Credits!**

The plan for our specialty forum will also consist of:

(1) One, two, three or so such conferences scheduled throughout the year (depending on your response, interest level, etc.), one of which will be at the Miami Winter Meeting;

(2) A moderator, panel of volunteer specialists/representatives, solid audience participation with back-and-forth dialogue and hopeful agreement and conclusions;

(3) In the event a significant amount of quality information is brought forth, learned from, agreed upon, etc., possible publication of the results could be considered (i.e., similar to other "consensus conferences").

(4) All attendees/participants will also earn 3-4 hours of continuing education credit (or more, or less) depending on the time frame preferred or chosen;

(5) A nominal seminar fee may also be considered - to offset AV/room costs and help generate a small amount of non-dues revenue for SFDDA, which helps to maintain dues at their current level and avoid dues increases. The dollar amount would hopefully be kept low enough so as to encourage as high a participation level as possible, while also not turning anyone off from participating.

And this is where I need your help:

I would compare this idea right now to a small airplane on the runway, waiting to have its propellers cranked and take off, given the right amount of interest. If you like this idea, feel it is worthwhile, and would like to see it "take off," I am kindly requesting your help with the following items:

(1) We need a representative spokesperson from each dental specialty, who would be in a position to speak on what is occurring within his or her own specialty (i.e., whether current scope of practice, concerns or problems unique to that specialty and/or any issues involving interrelations with other specialties.)

(2) We need specialists (including GP's) who would also agree to serve on a panel to help discuss and help in the moderation of issues being raised and discussed.

(3) We need you to **please contact me*** with any examples or ideas you may have thought of (i.e., similar to the above examples cited), using the above "fill-in-the-blanks" sentence as a model.

(4) **Please contact me*** with any other questions, suggestions, or other opinions as to what you may feel would make this a successful project for SFDDA.

(5) Finally, please complete the "**survey**" below as a means of helping us generate ideas and your opinions and collect needed information.

Thank you in advance for your help, interest and support this coming year.

*Please feel free to contact me (for the forum or any other reason you wish) at the **office** (305) 935-7501, **home** (305) 949-3451, **cell** (305) 332-1301, or **E-mail:** MuffyRich@aol.com.

Specialty Forum and Consensus Conference -- Survey

Please help us by filling out this survey (anonymous, if you choose) and send it to Dr. Mufson by mail (20480 W. Dixie Hwy, N Miami Beach, 33180) or FAX (305) 935-5953; or - call Rich with ideas at 305-935-7501

- 1. Do you like the idea for this specialty forum as planned/structured? () yes () no
- 2. How many forums should we put on to accomplish the stated goals? () one? () two? () three? () more? (including one at the MWM?)
- 3. How much time (Hours/CE credits) should be allotted for each forum? () 3 Hrs? () 4 Hrs? () More? _____
- 4. What day of the week would be most likely to get you to want to show and participate? () weeknight/eve? () Wed or Fri Aft? () Sat AM?
- 5. Would a nominal course fee to offset AV/room costs and help support SFDDA turn you off and/or prevent you from wanting to participate? () yes () no
Comments _____
- 6. For such a forum (offering 3-4 CE credits), would a registration fee of \$85, in your opinion, enable you and/or others to participate () yes () no If no, what fee would be appropriate/enable participation? \$ _____

- 7. Would you, or anyone you could ask or recommend like to serve as:
 - (a) spokesperson for your specialty (to discuss issues occurring within your specialty and interrelations with other specialties)? _____
 - (b) serve as a panelist representing a specialty (including GP)? _____
- 8. Could you help complete the sentence (i.e., have any examples crossed your mind in the past)?:
"There is something you* do (or have been doing for some time), namely _____ [describe what this is (no negativity please)] which if you could only do differently, _____ [discuss/recommend (again, no negativity)] it would greatly help me and my patients."

*"you" means another treating specialist with whom you want to communicate a suggested situation or concept for potential improvement.

BULLETIN BOARD



SEPTEMBER 2003

09NDDS	North Dade Dental Society Meeting Bioterrorism and Smallpox, featuring Dr. Kiren Mitruka, Dept. of Health, speaker	6:30 p.m. drinks 7:00 dinner	Islands Cafe 9601 E. Bay Harbor Dr.	N/C for members \$50 for non-members
09GMDS	Immediate Load Implants, Dr. Hernandez, speaker	6:45pm drinks 7:15pm dinner	Founder's Hall 1550 Brescia Ave. Coral Gables	See page 12 for more information
10SBDS	Cutting Edge Oral Medicine & Its Relation to General Health, Dr. Maria Ryan, DDS	6:30 pm	Tropical Acres Ft. Lauderdale	NC for members \$35 for guests
10SFDDA	CPR	9:00am-1:00pm	SFDDA Office	Sign up sheet enclosed
15MBDS	Miami Beach Dental Society Meeting	TBA		
17SFDDA	Executive Council Meeting	7:30 p.m.	Parkway Medical Center	
18WDDS	West Dade Dental Society	TBA		
20SFDDA	Front Desk Dental Office Management Mayra Vide-Perez (MVP Consulting)	9:00am-4:30pm	SFDDA Office	Sign up sheet enclosed
23SFDDA	"Things They Didn't Teach You in Dental School" New Dentist Seminar sponsored by SFDDA	6:30pm	SFDDA Office	See Flyer Enclosed
24SFDDA	CPR	6:00pm-10:00pm	SFDDA Office	Sign up sheet enclosed

OCTOBER 2003

8SFDDA	CPR	9:00am-1:00pm	SFDDA Office	Sign up sheet enclosed
9SFDDA	Mandatory Courses for Relicensure in 2004 Laws, Rules & Ethics, Dr. Charles Ross Preventing Medical Errors, Dr. Richard Mufson	6:30 p.m.	Founder's Hall 1550 Brescia Ave. Coral Gables	\$145 for SFDDA members Sign up sheet enclosed
14GMDS	Invisalign Techniques, featuring Dr. Quintero	6:45pm drinks 7:15pm dinner	Founder's Hall 1550 Brescia Ave. Coral Gables	See page 12 for more information
16WDDS	West Dade Dental Society Meeting	TBA		
20MBDS	Miami Beach Dental Society Meeting	TBA		
29SFDDA	CPR	6:00pm-10:00pm	SFDDA Office	Sign up sheet enclosed

NOVEMBER 2003

5SFDDA	CPR	9:00am-1:00pm	SFDDA Office	Sign up sheet enclosed
12SBND	Mandatory Courses for Relicensure in 2004 Laws, Rules & Ethics, Dr. Charles Ross Preventing Medical Errors, Dr. Richard Mufson	6:00 p.m.	Tropical Acres 2500 Griffin Rd. Ft. Lauderdale	\$110 NDDS/SBDS members \$145 for guests Sign up sheet enclosed
12SFDDA	CPR	6:00pm-10:00pm	SFDDA Office	Sign up sheet enclosed
17MBDS	Miami Beach Dental Society Meeting	TBA		
19SFDDA	SFDDA Executive Council Meeting	7:30 p.m.	SFDDA Office	
20WDGM	Joint Meeting of the West Dade Dental Society and the Greater Miami Dental Society	TBA		