Bulletin
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In addition we contribute to many organizations, including but not limited to:

- West Michigan Dental Foundation
- West Michigan District Dental Society
- WMDDS New Dentist Forum
- VanAndel Institute
- Adult Dental Services
- Cherry Health Foundation
- National Foundation of Dentistry for the Handicapped
- Healthy Smiles
- Donated Dental
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- Student Day at U of M
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About the Cover

Early morning on Mackinac Island.  
Photo by Susan Wagener, lenstopixels.com

Mission Statement

The Bulletin is the newsletter of the WMDDS and its mission is to inform the membership of upcoming and recent events, state & local issues related to dentistry, and as a forum for its officers, representatives, and members to discuss appropriate topics of interest to the membership.

Communication & Advertising Policy

The Bulletin will publish submitted articles from members and others that relate to the practice of dentistry, small business, social, or political issues affecting dentists, or other subjects of interest to the membership. All published items are subject to space restrictions and the community standards of the WMDDS. The editors reserve the right to reject any article or advertisement deemed inappropriate and to edit submissions as they see fit.

Submission & Publication Policy: Articles and advertisements must be submitted no later than the 1st of the month preceding publication date. The Bulletin has six publications: the winter issue, spring issue, summer issue, directory issue, fall issue, holiday issue. Direct submissions or correspondences to:

Dr. Stephanie Rashewsky  |  519 Ada Drive SE, P.O. Box 157  |  Ada, MI 49301 
Phone: 616.676.9177  |  FAX 616.676.8836  |  Email: stephanierashewsky@gmail.com 
Include “Newsletter” in the subject line

©2017-2018 West Michigan District Dental Society Bulletin
As the end of the term of my presidency of the West Michigan District Dental Society is coming closer, I am thankful that I was given the opportunity to serve this great organization. The road that I have taken to get to this point has been interesting to me, but it also shows how there are so many things that are going right with the organized dentistry system we have in this state and in the West Michigan area.

It starts as it should when I was entering dental school. As a new first-year student in orientation, there were some forms given to us about ASDA and how we were given membership at no charge, and with it came some life insurance — again at no charge. Sounded great to me, so I signed all the papers. At that point, I first became a member of organized dentistry, including an ADA membership. I didn't really think much of it as I was too busy with school to care much about what that meant.

After a few years in dental school, there was an offer from our class president to become a student representative to an MDA committee. I thought that this would not be too big of a commitment, and said I would do it. I got onto the MDA Annual Session Committee. I found out that I had to go to a few meetings in Lansing, and then the entire Annual Session. Not too bad, I got to miss a little school and they gave me a hotel room at the Annual Session, and to a poor dental student, that was great. While on this committee, I got to know a few of the fellow committee members that were dentists from the West Michigan area.

In the last two years of dental school, several of my classmates and fraternity members were going to the ADA Annual Session in San Francisco and Orlando. This sounded like a great idea to me, too, after finding out students had free admission to the Annual Session. Wow, was that an eye opener — walking out onto the floor of the exhibit hall for the first time and seeing what the dental industry really has to offer. It still showed a great value to being a member of organized dentistry.

Then graduation came and I was no longer a student member of the MDA committee, and I was out of ASDA. Now for new graduates, the dues for the ADA, MDA, WMDDS were greatly discounted, so I thought I would stick with it. As an associate I did not see much benefit from the business offers the MDA has and didn't really get much out of my membership. After a few years, the discount membership to new dentists was almost gone, and to me it seemed like a pretty expensive membership that I was not getting a whole lot out of. One of those years the new year approached, and I just never sent in my dues. As the new year passed, I wasn’t struck by lightning or had anything catastrophic happen to me, so I did not think much of it. In February, I went to the Chicago Midwinter and found out that if you were not an ADA member it was really expensive. So I paid up my dues when I registered and everything was good.

A year or so later, I was at the MDA Annual Session and I ran into some of those same committee members that I knew from my time on the Annual Session committee. After talking with them for a few minutes they asked if I was interested in doing anything with the WMDDS, and I said sure. Soon I was on a committee, and then another committee, then I was asked to be a delegate to the MDA House of Delegates, and then asked to be on the WMDDS Board where I have survived long enough to make it to president.
So there is my organized dentistry history in a nut shell. Nothing overly remarkable, but looking back on it I can see many instances where I was caught in the web and was kept in place, and a few times where I may have slipped through the cracks but was brought right back in. If ASDA was not offered to me as a free membership while in school, I don’t know if I would have joined. If I was not asked to join an MDA committee while in dental school, I never would have had the experience. If I had not seen how much dental conferences could be without an ADA membership, I could have just kept going on as a non-member. And then if the connections I had made while on a committee in dental school had not come back and asked me to become active in the WMDDS, I probably would not have sought it out. Since all of these “IF’s” did not happen, I am where I am today. I have enjoyed all that I have done with the WMDDS, and I am grateful for the opportunity to serve. I truly feel that I am a better dentist and have a much better knowledge of what is going on in dentistry than I ever would have had without it. Just this spring, as WMDDS president, I was asked to visit a local Special Olympics event in Grand Rapids. While there, I saw a small group of dentists doing dental screenings for this underserved population, and they were in need of many more people to help make it a bigger and better event. One that is able to reach and help even more people. We also have the Mission of Mercy coming to our district in Grand Rapids from May 31 — June 3. There are so many opportunities to volunteer at this event. These volunteering opportunities could be for a couple of hours to a couple days, depending on what you would like to do.

I would like to make this an invitation to you. If you feel that you appreciate what organized dentistry has done for you and are willing to contribute to it, the WMDDS would love to have you join us and help us continue to be a leader in organized dentistry. Or if you want to get involved in volunteering opportunities we can help get you connected to these organizations.

Contact myself Brian Mulder bmulde86@hotmail.com, Elaine Fleming the executive secretary efwmdds@aol.com or any of the other WMDDS board members.
For me, spring is synonymous with tulips, sunshine, and cleaning! After a long winter, I am always ready for the warm weather and longer days. My whole mindset changes in the spring and I instantly feel more productive, which may be related to the increased hours of daylight. It is sort of difficult to feel energized when it is dark when you leave for work in the morning and dark when you arrive home. So now that spring is upon us, I have some ideas for spring cleaning in the dental office.

1. Clear your mind

Spring is the perfect time to declutter your mind, life, and dental office. Take some time for you. Relax, unwind, meditate, try yoga, and take a long walk and enjoy the fresh air.

2. Begin with baby steps

When decluttering, start by tackling little projects. If you think about all of your clutter and disorganization, you are sure to be overwhelmed. Stop that negative thinking and be realistic. Set small, manageable goals. Tackle one pile at a time. For example, start with that pile of dental journals that have been sitting on your desk for months. When you finish that pile, move onto your shelves, cabinets, and closets.

3. Remember less is more

In today's world, we are overwhelmed with information and material things. Marie Kondo's housekeeping manual, *The Life-Changing Magic of Tidying Up*, encourages us to be minimalists. In the KonMari Method, “belongings are acknowledged for their service and thanked before being let go of, if they no longer spark joy.” Try to apply this to your dental office. When we have less, we can focus on the important things and have a new clear perspective.

4. Reorganize systems

Dust off your mission statement, evaluate your employee handbook, reflect on your morning huddle, and think about your systems. Consider getting your employees involved to help with this type of cleaning by asking them: What is working? What isn’t?

Remember: Spring cleaning does not have to be a daunting task; it can actually be energizing! Your mind, body, and dental office will feel instantly rejuvenated by your new focus after your spring cleaning.
The 28th Annual New Dentist Forum Golf Outing

The West Michigan New Dentist Forum invites you to join the fun in supporting the Robert Mitus Scholarship Fund

Four Person Scramble Format | 9 am Shotgun Start
Registration & Range open at 8 am

Friday, September 21, 2018 | Quail Ridge Golf Club
8375 - 36th Street SE | Ada, Michigan 49301

$100 per player – includes 18 holes of golf, beverages on the course, bloody mary bar, and raffle immediately after golf.

Great Contests and Raffle Prizes!

All proceeds benefit the Robert Mitus Scholarship Fund at the West Michigan District Dental Foundation

Golf: $100 per player | Hole Sponsor: $200 | Raffle Tickets: 5 for $20

4 PERSON SCRAMBLE – Enter as an Individual or as a Team

Thank you for supporting West Michigan Dentistry and the Robert Mitus Scholarship Fund | Entry deadline: September 13th

Player 1 ___________________________________ Player 3 ___________________________________

Player 2 ___________________________________ Player 4 ___________________________________

Please make checks payable to “West Michigan District Dental Society”
c/o Matt Lieto, 255 Washington Street SE, Grand Rapids, MI 49503

Questions and sponsorship information:
Call 616-451-2336 Email: LietoDMD@gmail.com
Trustee Report

Highlights from the Board of Trustees Meeting

By Vincent V. Benivegna, DDS
MDA Trustee

Policy

Pre-Kindergarten Assessments: The Board approved policy in support of mandatory pre-kindergarten oral assessments.

10-Point Opioid Plan: Dr. Benivegna is a member of the Michigan Prescription Drug and Opioid Abuse Commission as well as a separate stakeholder group of health associations on the topic, and he presented his perspective on the 10-point plan. After discussion, the board agreed to support the joint “10-Point Plan to Combat the Opioid Mortality Crisis” as presented.

Bona Fide Patient/Provider Relationship: The Board discussed whether dentists are able to comply with the bona fide patient/provider relationship requirements for prescribers, and agreed to transmit a letter to the Board of Dentistry. The Board of Dentistry should be aware that most dentists do not have access to medical records so complying with the “bona fide patient/provider relationship” definition may be difficult.

Policy on Felony Convictions: A delegate who plans to submit a resolution to the 2018 House of Delegates attended the Board of Trustees meeting to seek feedback. His resolution would require members to self-report final felony convictions to the MDA. Overall, the Board was supportive of the concept.

Internal Review of Leadership Positions: The Board was informed that a policy was needed to define how candidates for MDA leadership positions, appointments, and endorsements to outside organizations are vetted, particularly for peer review issues. The Committees on Peer Review/Dental Care and Peer Review/Ethics are developing an internal review policy for the Board’s review at a future meeting.

Legislative

Phone2Action Proposal: The Board approved funding to enter into a one-year contract with Phone2Action, a web-based legislative advocacy tool that offers many additional features the current tool does not allow. Some of the features include access from any computer or smart phone, real-time information tracking and sharing and eliminates the need to purchase software upgrades and equipment.

Committee Reports

Committee on the New Dentist: Dr. Emily Schwartz, vice-chair, Committee on the New Dentist, highlighted the committee’s purpose and duties and gave an update on progress towards its 2017-18 charges. She highlighted the New Dentist Track that will be held on Friday during the MDA Annual Session, and also discussed trends in new dentist occupations and practice settings. Looking ahead, Dr. Schwartz reported that the committee will aggressively market the New Dentist Track at Annual Session, finalize sponsorships for New Dentist Track at Annual Session, develop a mentorship resource for new dentists, implement Q&A panels for D3 and D4 students at U of D and UM, and increase advocacy by promoting and encouraging new dentist participation in grassroots initiatives.
Committee on Access to Care: Dr. Christopher Gorecki, vice-chair, Committee on Access to Care, gave an update. He noted that communication and understanding the challenges and perspectives of members, the public, stakeholders and legislators is important in the committee’s work. The Donated Dental Services Program donated more than $1.1 million in treatment to 270 patients through 829 volunteer dentists and 201 dental labs in 2016-2017. In addition, the committee supports a number of collaborative efforts, from encouraging dentists to provide dental homes by Age 1, to working on innovative projects with dental students.

Committee on Care and Well-being: The Board approved a committee request to change of its name from Committee on Care and Well-being to Health and Well-being, in order to reflect a broader purpose.

Governance

Board Contact with Components: Each Board member contacted one or two component societies prior to the meeting to identify potential topics for discussion. Some mentioned topics that had been previously suggested, such as DSOs and large group practice, mid-level provider legislation, and difficulty in recruiting volunteers. New topics included the status of the Healthy Kids Dental re-bid, issues with the CHAMPS registration process, and the value of the use of Zoom technology for Board members to meet with components. Board representatives will follow up.

Board Self-Report to the House: The HOD/Board Communications Workgroup developed three broad-ranging questions of substance that Board members will answer in their annual self-report to the House of Delegates. The questions are:

1. How can we strengthen our MDA governance system and its responsiveness to the membership?
2. What are your ideas for making sure the MDA is relevant to dentists in all practice settings?
3. How can the MDA help local components do a better job engaging members?

Town Hall Meeting and Virtual Trustee Forum: The MDA held a first ever Virtual Town Hall meeting on Wednesday, January 24. The online forum was hosted by MDA President Dr. Michele Tulak-Gorecki and discussed topics including upcoming Annual Session highlights, the latest legislative news, MDA resources to help members succeed, the 2018 Mission of Mercy, and an update on the opioid crisis in Michigan. On Thursday, February 8, the MDA hosted another online event, a Virtual MDA Trustee Forum to provide House of Delegates members with information prior to the February 14-16 Board meeting. Both of these virtual meetings can be viewed at the following links: Virtual Town Hall Meeting and Trustee Forum.

Volunteer Recognition: The Executive Committee is responsible for leadership development, and reported that it is expanding the way MDA volunteers are recognized. The plan includes acknowledging all MDA volunteer leaders, welcoming new volunteer leaders, creating a flexible volunteer recognition opportunity, and presidential citations.
Strategic Plan Update: Executive Director Karen Burgess provided an update on the MDA Strategic Plan goals and objectives. She reported that some metrics — such as leadership development and financial goals — are on track. Membership participation is not going as well as a result of a disappointing renewal rate for some member subgroups. The MDA will be conducting an online survey to assess member perceptions, which tie to specific member value objectives.

Administrative

Membership: Ms. Angela Kanazeh, director of membership, provided a membership update to include EOY 2017 figures, sharing that while the MDA’s number of active members and market share dropped in comparison to EOY 2016, the MDA is still above EOY 2015. The MDA now has a 75.2% market share and a total of 4,447 active members. Ms. Kanazeh also reported that 2018 membership recruitment is going well, and that a new, more comprehensive onboarding system is in place for new members, which should help retention.

Outside Counsel: The Board received an informational report that outlined the details of contracts with consultants and vendors. The MDA will be issuing Requests for Proposals (RFPs) for a firm to conduct the audits of the MDA and related agencies; the current auditor will be invited to participate.

Elections/Appointments/Awards

Action on Board Nominations: The Board approved directors for the Michigan Dental Association Foundation and the MDA Insurance & Financial Group. It also forwarded nominees for appointment to the Michigan Board of Dentistry, and approved the withdrawal of a nomination to the Blue Cross Blue Shield Board of Directors.


Legislative Achievement Award: President Tulak-Gorecki presented Senator Dave Robertson with the 2018 MDA Legislative Achievement Award. The MDA appreciates Senator Robertson’s support on dental legislative issues.
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As a dentist and business owner, you know it’s often the little things that make the biggest difference. That’s why you’re always looking for ways to improve your practice. PNC’s dedicated Healthcare Business Bankers can offer you guidance and cash flow tools to help you make your business better. Whether you’re managing payables and receivables, purchasing new equipment or expanding your services, talking to a banker who knows your practice is another small change that can make a big impact.

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Technically Speaking

Is It Worth It?

Submitted by Greg Feutz, President, DDS Integration

Greg Feutz is President of DDS Integration, a Grand Rapids based dental technology company.

When it comes to making purchases, this is a question I generally try to avoid asking myself, because darn it, it's just fun to buy stuff. However, one of my resolutions for 2018 included being more thoughtful about purchases, primarily pertaining to my weak spot, tech gadgets. It's only been a few months, but boy have I learned a lot. I've been thinking about this in terms of you, the dental community, both in and out of your practices. There are very important and necessary purchases to be made, but applying these three questions can really impact how you make those decisions.

1. Does it solve a problem I ACTUALLY HAVE?

We live in a world where Apple and other brilliant marketers have us skipping this question altogether. It's quite frankly amazing! "I need that new iPhone! Just look at those selfies it can take!!!! Oh, wait, I literally NEVER take selfies. Hmmm.

"Cone Beam Cone Beam Cone Beam! Finally, I can get one! Oh, wait, I'm not going to do implants or realistically use those types of images. Hmmm."

Now, of course you may truly benefit from a new iPhone or Cone Beam for your practice. The point is not to avoid those purchases, but ask yourself if it's something you'd really benefit from.

2. What is the non-monetary cost?

I had this sort of epiphany the other day as I was considering a new phone. My Galaxy S7 is now two models old. Insane, right? I need a new one for sure! Then I remembered what getting a new phone is like. Transfer the service, decide what apps to keep (and re-install/re-configure), transfer or backup pictures and text messages, etc. . . . Don't forget the new charger, new case, different cables, and other accessories you'll need to spend time picking out and purchasing. This is partially fun to do, but it's also a huge time investment. My current phone works great. So maybe in this case the non-monetary cost (my time) isn't worth it just yet.

I also see this a lot in practices. A big tech change in a dental practice can also bring a significant time investment. First, if you're detail minded like me, bring on the RESEARCH. Read reviews, talk to other users, schedule demos, get a trial if you can. You want to make an informed decision, and this takes time. Next, it often means learning and training time. Are you prepared to have your staff spend non-patient time learning a new software/camera/imaging system?

As a dentist, you have to make tech changes. HIPAA often requires it, and meaningful innovation is happening all the time. I'm simply advocating that you be ready and willing to consider and accept the time cost, especially when a change is more on the want spectrum versus a need.
3. Do I need it RIGHT NOW?

Urgency is almost never real when it comes to new purchases. Something broke, sure, bring on the urgency for a replacement. Other than that, allow yourself to pine on it for a few weeks. Stop researching it, stop thinking about it. If it doesn’t really occupy your mind after a few weeks, chances are you probably didn’t really need it in the first place. Maybe it was just excitement seeing someone else with it, seeing an ad, or talking to a sales rep who promises it will “change your life.” Maybe it would change your life, but looking at it through a lens after a two-week “on hold” period makes you much better equipped to make that decision objectively versus in the heat of the excitement.

Mindfulness is a hot topic in the health world right now, and simply asking these three questions really puts you in a more mindful place when making new purchases. It makes you honestly assess what life will be like with the new thing. Sometimes that will lead to making the purchase, and sometimes it will not, but in both cases you’ll have made a very good, well thought out decision. Try it sometime. If you’re like me, you might just find your bank account balance creeping higher and your free time spent enjoying the things you already have. Thus far life is still ok with my two-year-old phone.

What are your thoughts?

Thanks for reading. Check out our website, facebook, and youtube for more. We’d love to hear your opinions on “Is it worth it?” or any other topic.

Facebook: facebook.com/ddsintegration
Youtube: http://tinyurl.com/ddsyoutube
Special Olympics Athletes to Receive Dental Treatment at MOM

On Saturday, March 25, 2018 MOM volunteers gathered at Calvin College to conduct pre-screening of Special Olympic athletes. These athletes will be treated during the 2018 Mission of Mercy program being held June 1–2.

Special Olympics is also a partner of the Michigan Dental Association Foundation. The Foundation granted $10,000 to the organization for athlete dental education and care. Board members and staff of the MDA Foundation were also on hand to present the check to Special Olympics.

Thank you to all who helped pre-screen the athletes!
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* Excludes: bridges, crowns, dentures, metal-based partial dentures, orthodontics or extraction of wisdom teeth.
NEW!!! Your Voice Is Needed!
Sign up for MDA Legislative Text Alerts Now. Text “MDA” to 52886

The MDA has introduced an all-new legislative text alert system to help you advocate for dentistry with just a couple of clicks, right on your phone. To sign up, text “MDA” to 52886.
MDA text alerts allow you to contact legislators via email, Facebook, Twitter, or phone. Once used, the system will remember your information, and even keep track of which actions you’ve already taken. You don’t even have to dial to call your legislators — one click and you’re connected.
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Every practice faces bottlenecks that prevent the practice from producing more dentistry. No practice does infinite dentistry after all. One of the more rewarding services Proveer Practice Management provides is helping dentists enjoy leaps in productivity by addressing bottlenecks that hold them back. What is your bottleneck? And more importantly, what can you do about it?

Because the solutions are dramatically different, we separate practices based on whether their bottlenecks are demand-oriented or capacity-oriented.

A practice with demand-oriented bottlenecks sees all the patients that are willing to visit the practice and does all the dentistry patients are willing to do, but the still schedule isn’t full. Here’s a list of possible ways to address demand-oriented bottlenecks:

**Increase patient numbers**
- Make sure you have a great website and online presence.
- Consider external marketing.
- Treat patients well so they will return and refer.
- Ensure patients know you would love referrals.
- Ensure a great experience for new patients from the moment they call.

- Minimize judgement by the front desk team members about whether a patient is a good fit for the practice.
- Track your referrals so you know what works and what doesn’t. Then adjust.
- Join a PPO. ONLY WITH VERY CAREFUL CONSIDERATION!
- Merge with another practice.

**Do more dentistry per patient**
- Carefully define your treatment planning philosophy and ensure your communication with the patient matches. You don’t want to be a “procedure pusher,” but you also don’t want patients missing opportunities for healthier mouths and bodies or more beautiful smiles because their dentist didn’t say anything.
- Offer more services in-house. CE possibly required.
- Ensure patients due for recall are invited to schedule (without being pushy).
- Ensure patients with outstanding treatment are invited to schedule (without being pushy).
- Check your periodontal code frequencies. Are your frequencies in line with periodontal disease prevalence in the population from which you pull patients?
- Code what you do. Limited exams and cores are billable services and not supposed to be freebies. Periodontal maintenance should not be billed as a prophy.
Save time and money

Consider reducing practice hours. If you don’t have enough patients and dentistry to fill four days, how about dropping to three days? We have multiple clients that have dropped to three days without a negative impact on production by being more efficient with their time. The reduction in hours has forced the practice to be more efficient with their resources and in some cases opened up a day for the owner to earn extra money as an associate elsewhere one day per week.

In contrast to practices with demand-oriented bottlenecks, practices with capacity-oriented bottlenecks have plenty of patients, but lack the capacity to do all the dentistry there is to do on the patient base. Interestingly, many practices with capacity-oriented bottlenecks have adopted less than ideal habits to accommodate the bottlenecks, which leaves them thinking everything is in balance. For example, recall and treatment plan follow-up efforts are minimal or non-existent because the schedule is already full. Docs tend to recommend treatment only when urgent because it takes time to tell patients that aren’t in pain why they could benefit from treatment. New patient phone calls go unanswered or the caller is made to feel less than welcome. A lack of customer service persists because there are plenty of patients to fill the vacancies left by unsatisfied patients. The internet presence is neglected or has red flags that scare away referred patients. Whatever it looks like, here are possible solutions to capacity bottlenecks:

Space

We unscientifically observe five ops per doc as a sweet spot, but practice styles and speeds vary significantly among docs so we don’t have a blanket recommendation. Multiple docs working at the same time can employ strategies to share overflow ops.

Equipment and materials

Invest in equipment or supplies that reduce procedure times or increase clinical reliability. Your investment can more than pay for itself.

Delegation

Procedures that can be predictably (and legally) performed by an assistant or hygienist leave the doctor free to produce in another op. A small improvement in delegation that allows a doctor to do just one extra two-surface fillings per day would yield an extra $40,000 per year in production.
Speed and efficiency

Different dentists work comfortably at different speeds due to different talents, experience, training, protocols, social inclinations and opinions on what level of quality is acceptable. Docs should evaluate themselves for opportunities for improvement. A small improvement in speed and efficiency can make a big difference over the course of a year.

Staff

Staff wages, training, and other costs add up, but an investment in a productive team member is typically profitable. You don’t want to short-change yourself by six figures of dentistry due to the lack of a five-figure team member. An investment in a second assistant that allows roughly two extra fillings per day pays for itself. Anything after that is gravy.

Schedule hours

If the above factors are optimized and the schedule is still booked, consider adding hours to the schedule. Many practices invest in equipment, rent, IT, compliance, utilities, and other fixed costs 168 hours per week, but only schedule patients 32 hours per week. That investment sits idle for the remaining 136 hours of the week. If the practice produces roughly $1,000 per hour, adding one hour to the weekly schedule will yield an additional $50,000 of production per year.

Associate

Don’t want to work all of those extra hours yourself? Consider hiring an associate to handle the excess patient load.

Every practice faces at least one bottleneck that limits production and practice success. For some practices, the simple act of identifying bottlenecks and working on solutions is a “low hanging fruit” opportunity that can yield a leap in results. No two practices are identical, and neither are the bottlenecks they face or the solutions that are optimally implemented. The exercise requires thought and time and communication with the team. For practice owners that don’t want to go it alone, companies like Proveer Practice Management are here to help.
WMDDS Distinguished Service Award Committee Seeks Nominations

The West Michigan District Dental Society annually awards the Distinguished Service Award, known as the Silent Bell. The Silent Bell recognizes a long-standing WMDDS member who quietly goes about the business of giving back to the profession and the community. They need no praise for their service and seek no recognition.

Do you know a WMDDS member who fits this description? The Distinguished Service Award Committee needs your help! Nominations for the Distinguished Service Award are being sought.

Know a colleague that goes about this business of quiet service to our community and our profession? Send nominations to Dr. Colette Smiley at colettesmiley@gmail.com.

Thank you!

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Member Spotlight

Congrats to Dr. Sarah Masterson and family on the birth of Landon Lynn!

Landon Lynn Masterson
Born 11/22/17  |  7 lbs. 6 oz.  |  19.5 inches

Big brother Chase loves his baby sister, and is a huge helper for mommy and daddy. Landon loves eating, warm baths, long car rides, and visiting her cousins.

If you would like to share news in the Member Spotlight section, please send information and high-resolution photos to the editor at: stephanierashewsky@gmail.com

“As a tax advisor, my goal is to listen to your concerns, understand the needs of your practice, and provide timely and proactive ideas to help you be successful.”

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For Sale—Family practice in Grand Rapids NE that is part time with great potential, located in an excellent high-visibility location. There is 2050 sq.ft. with 5 ops and a 6th op is plumbed in. Opportunity for more footage if desired. Call 616.485.4884 for details.

Dental Equipment for Sale—After merging my two offices—I have four rooms full of dental equipment for sale. Everything is in excellent shape and working conditions (no junk). All equipment is still installed and can be tested before you buy it. Dental chairs, delivery units, lights, x-rays, cabinets, panoramic, Dent-X 9000 zoom, compressor, separate air dryer unit, suction, lab equipment and much more. Just ask and there is a chance I have it. Please email your questions to hany0@juno.com.

Opening for a Part-Time Dental Associate—in Grand Rapids, MI. Looking for an associate two to three days a week for our beautiful general dentistry office. Well established practice with a large patient base and high earning potential. Excellent working environment, high-tech equipment, wonderful staff and fee-for-service! This is the perfect opportunity for an established dentist looking to add an extra day to their schedule or a dentist just interested in a part-time schedule. If interested please contact Hilary Tien: Hilary@proveerpm.com or 616.309.4567.

Seeking Practice Purchase Opportunity—in West Michigan region. GPR training and three years solo private practice experience. Commitment to community, putting patients’ needs first, attention to detail, and practicing empathic dentistry. Would prefer to work alongside current owner for mentorship and to ensure the continuity of the office and practice culture, open to other options as well. Please contact me at grapdds@gmail.com.

Associate Dentist Needed for Grand Rapids Office—A busy, growing private practice near downtown Grand Rapids is seeking an associate for two days per week. The surging growth in downtown will immediately provide enough new patient flow to allow the position to eventually grow into full time if desired. The practice is well established with a large patient base, up-to-date technology, and a wonderful staff. High earning potential and a guaranteed daily minimum salary. If interested please contact downtowngrdentist@gmail.com.

Storage Space for Lease—400 SF of secure storage space available for lease in the lower level of 1151 East Paris Ave S.E, Grand Rapids. $6.50/SF. 24/7 access. EPS security system. Contact Dr Sam Bander at 616.450.5665.

Family Practice For Sale—SE Grand Rapids. Three operatories in a 1200 sq. ft. suite. There are 850 active patients. Asking $150,000. Please contact cedarmountain50@gmail.com.

Female Associate Desired—This is a unique opportunity to join an all female practice that is patient-centered, and driven by a highly qualified team of professionals. This growing practice in Grand Rapids is looking for an associate interested in an ownership position. We understand the balance between owning a practice and balancing family. If you want to speak further about this opportunity to fulfill your ownership potential, please contact us: rxnita@gmail.com

Grand Rapids Northwest Side Dental Office Space for Lease—Approximately 1030 square feet with three treatment rooms, lab, front desk and furnished reception room. Two of the rooms are equipped with dental chairs, x-ray heads, handpieces, curing light, instruments and intraoral camera. The third room could easily be plumbed for another treatment operatory. Although some of the equipment is dated, this could be an ideal opportunity for a specialist, satellite office, or a recent graduate who wants to start a practice without taking on a lot of financial burden. Please contact me at drdon2015@aol.com

Wayland, Michigan (Located just south of Grand Rapids)—Seeking general dentist in an established, high quality, fee for service dental practice. This is an exceptional opportunity to move into Partnership. Must be committed to providing optimal patient care with exceptional technical skills, strong people skills and a passion for excellence. This practice has a dynamic, experienced team and a strong emphasis on CE and professional growth. Please send a letter outlining your future objectives and your CV to: The Sletten Group, Inc. Office: 303-699-0990 Fax: 303-699-4863 Email: pam@lifetransitions.com

General Practice in Southeast Grand Rapids Looking to Expand its Specialty Services—We are seeking a pediatric dentist, a periodontist, and an orthodontist to join our cutting edge practice. As West Michigan’s premier office candidates must have a passion for providing the highest quality care and enhancing the patient experience through excellent service. If you are looking to practice without all of the hassles of ownership,
this could be the opportunity you’ve been dreaming of! Experience the freedom and flexibility to practice as you want, choosing which days you want to work, and not having to worry about the day to day business issues – just practice dentistry! All of this plus a competitive compensation package with sign-on bonus and the potential to co-own if that is of interest in the future. If you would like to learn more please contact me at: grtoothdr@gmail.com.

For Sale: Low Overhead Practice with Growth Potential – $318k profit on collections of $606k. Small community ten minutes from Lake Michigan. Five Operatories, Digital Pan, Softdent. Owner can stay for transition if desired. Email: inquisitive0114@gmail.com

Are you looking for a great location to host your next event? Partners in Dental Care has conference room space available! The room seats 32 comfortably without the need for rental chairs or tables. The space is tech-savvy with projector, screen and wi-fi capability. Evening availability as well as weekends (including Friday). Interested parties, please contact Carol at 616.942.3343.

Seeking Associate Dentist in Grand Rapids, Michigan – Well established general practice with very few cases referred out. Flexible with days and hours. Perfect opportunity for a dentist looking to pick up hours or a new grad looking for an office with growth potential. Email proveerpm@gmail.com for questions, please include resume/cv if interested.

Looking for a Dentist – To provide general dentistry services for our veterans at the Grand Rapids Home for Veterans one day per week (Wednesdays) at a per diem rate of $600. This is a the Grand Rapids Home for Veterans is long term care facility with an in-house dental clinic. The best part about this position is that it offers great flexibility in terms of scheduling both in terms of the days and hours worked. In addition, changes to the schedule can be easily accomplished from week to week as well. Interested parties should contact 616.502.0069 or evmail mvgobears@yahoo.com.

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ANNUAL GOLF OUTING
FRIDAY, JUNE 22, 2018

The Meadows on the Allendale Campus of Grand Valley State University
9:00 am shotgun start

Watch for more information about the golf outing in future issues of the WMDDS Bulletin.

Questions? Contact Elaine Fleming at 616.234.5605 | efwmdds@aol.com

Mission Statement: An organization dedicated to the improvement of oral health through the financial support of education and service programs to address the needs identified by the dental profession and the communities it serves in Kent, Ottawa, Ionia, Mecosta and Montcalm counties.

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