

ACP MESSENGER

THE NEWS SOURCE FOR MEMBERS OF THE AMERICAN COLLEGE OF PROSTHODONTISTS

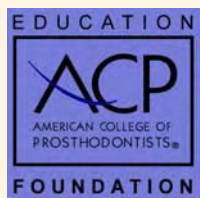
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Annual Session in Scottsdale: the right place, the right time... the right stuff

Mark your calendar for October 30 – November 3

Join your colleagues for the 2007 ACP Annual Session in Scottsdale, Ariz. The right place: the Westin Kierland Resort & Spa, designed with meetings in mind, will host our group this fall—and features a variety of luxury, comfort and activities. In fact, there's so much to offer, you may never venture beyond the "urban village" that is Kierland during your stay.

Autumn in Arizona is the right time for everything with warm, sunny days and crisp, clear nights. Most importantly, there's the right stuff—a top-notch educational program boasting exceptional speakers presenting trends, issues and cutting-edge technologies in the field of prosthodontics.

"We're truly excited looking ahead to what is destined to be an incredible experience in Scottsdale, from the education, exhibits and networking opportunities, to the facility and the environment itself," said ACP President Dr. Stephen Campbell. "The entire program promises to be world class."

This year's Annual Session guarantees some of the very best of learning and networking opportunities. Workshops, the scientific session, exhibits and the Technology Forum will provide a wealth of information on every corner of our specialty. The events and activities, ranging from intimate functions to welcome receptions will present ample opportunity to connect with friends and colleagues old and new.

See Scottsdale on Page 5



Breathtaking views are pictured from the lobby and terrace at the Westin Kierland Resort & Spa in Scottsdale, Ariz., site of the 2007 ACP Annual Session. Visit www.kierlandresort.com to learn more about the meeting venue and go to www.prosthodontics.org/AS for all you need to know about the 2007 Annual Session.

House of Delegates/Section Meetings to feature key issues

BY JONATHAN P. WIENS, D.D.S., M.S.D., GOVERNANCE TASK FORCE COMMITTEE CHAIR, ACP TREASURER

All Delegates and Alternate Delegates should plan to attend the House of Delegates Meeting on Wednesday, October 31.

The HOD approved several Governance Task Force Committee resolutions during the 2006 Annual Session in Miami. These resolutions are being carefully researched and deliberated upon by the GTFC and a newly appointed Advisory Panel. If implemented by the House of Delegates, the resolutions will change the College governance structure. The GTFC is working with the Sections on implementation plans to present to the membership and the House, and will seek member input on the proposed plans.

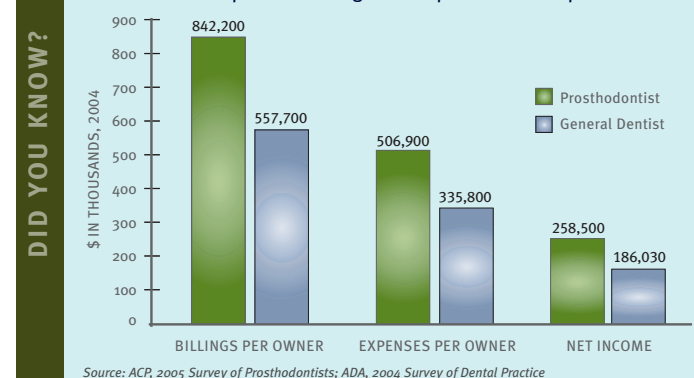
All ACP members should also plan to attend Annual Session to weigh in on these important resolutions. Delegates and alternates are strongly encouraged to participate in the House of Delegates session. Section presidents and officers should work with your delegates now in preparation for these sessions.

Sign in to the Members Login area of www.prosthodontics.org

See Delegates on Page 5

Net income comparison

Prosthodontists' net income is higher than GPs even though overhead and expenses are higher in a prosthodontic practice.



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STEPHEN D. CAMPBELL,
D.D.S., M.M.S.C.

I have said it before.... We need All of US. We are small compared to the other mainstream specialties. I have previously presented the numbers and issues. Unfortunately, the fact that we have fewer members does little to lessen the demands on our specialty. We have a responsibility to represent all of our members, all of our patients, and all of the issues just like the other specialty organizations. As a result, our staff, volunteers and resources are pushed to the limit.

We are working harder and simply care more than the others. I believe this is partly because we are responsible for the comprehensive care of our patients... so we understand it in a way others cannot. We understand the real impact on our patients' lives. While the lifestyle and things that accompany success are all great, we all share that most special reward in helping and making a difference in the lives of others. So we are used to caring, about the big things, and the little things that make them up. It is part of who we are.

We have embarked on major initiatives that were identified as part of the 2006 Reframing the Future of Prosthodontics Summit. This has resulted in an action plan that calls for attracting the best and brightest to prosthodontics and prosthodontic careers – a plan that details the growth of our specialty to meet the demands that we are facing. This encompasses the continued development, nurturing, mentoring, representation, outreach, strengthening and growth of OUR – new Web site; *Journal*; private practice initiatives; membership and expanded membership services; new membership affinity programs; sections; new governance structure; advocacy for the specialty; science and technology leadership; predoctoral student recruitment strategies and initiatives; leadership in education; faculty and those engaged in academic careers; educational resources; programs and

OUR students; size and numbers of OUR programs; accreditation standards; continuing professional education; public relations initiatives; financial health and growth; internal business operations and systems; and innovation and learning.

Yes, we have a detailed action plan to address all of this and much, much more. How is OUR little organization going to accomplish all of this? Simple, we are joined in a way none of the others are... we care more, but it will require all of US.

There are lots of ways to become involved. For some, it means volunteering at the local or national level. We need local advocates for practice, as well as OUR schools, programs and students. We need all of US to strengthen OUR sections. We need national advocates to work on core projects and initiatives. If you don't have time, or the logistics are just a bad fit, then help provide the resources to support OUR initiatives by giving and participating in OUR section and annual meetings. As a small organization, we simply do not have enough staff and volunteers. We need to be bigger than are membership count belies. We need all of US to be involved.

One of our initiatives includes partnering with the ACPEF as part of an outreach to all of OUR students. Our goal is to have 95 percent of our students belong to OUR ACP. To engage them as part of the process of their education and as a key resource for them now and in the future. As part of OUR future.

We are reaching out so that at least 300 of our students will be in Scottsdale. How can you not be there? To celebrate OUR specialty, to become engaged.... to welcome all of OUR students....experience OUR new Technology Forum, OUR future....To give back to OUR specialty.

We do not have to all give in the same way... there are different ways to become involved. However, we all need to give in some way.

Reach out to colleagues..... you need to be in Scottsdale. We need all of US.

Letter to the Editor: A trip worth taking

Dear Editor:

How often in your prosthodontic career have you considered the pursuit of Board Certification and dismissed the idea as:

- A. Unnecessary pain and suffering
- B. Too time consuming
- C. Cost prohibitive
- D. No tangible benefits
- E. All the above.....and the list goes on?

The board preparation process is purported to be an enriching endeavor which sharpens the mind of the clinician and leads to better diagnostic, treatment planning and clinical skills. As a 50+-year-old prosthodontist, I believed this was an impractical goal. For years, I instinctively answered "e" to the above and resumed my daily duties.

Having just successfully completed the Board Certification process, I found the preparation to be both demanding and rewarding. Unexpectedly, the examination itself was a very positive experience.

My success can be attributed to three main areas:

- A strong support base
- ACP-based informational resources
- The board examiners

A strong support foundation is centered on family, friends, colleagues and the mentorship of one or more Diplomates of the American Board of Prosthodontics.

The ACP offers several resources that guide the candidate through the preparation process from developing a study strategy to the documentation of patient care. Both

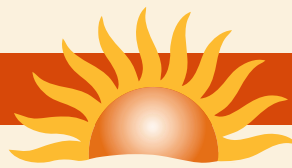
the annual Board Preparation Course and the Board Preparation CD should be utilized early in a prosthodontic residency, as it enables proactive organization of study and case presentation format. Admittedly, I was initially very negative towards the ACP Prosthodontic Diagnostic Indices for Dentate, Partially Edentulous and Completely Edentulous patients. I viewed these systems as cumbersome and a low priority for study. Surprisingly, I was wrong! Utilization of the ACP diagnostic criteria for the documentation of the clinical findings, diagnoses and prognoses for Parts II, III and IV provided concise verbiage and proved most helpful in the organization of my thought processes. Because of the systems' logical design, no formal memorization was required.

Lastly, I respectfully give credit to the American Board of Prosthodontics' examiners for my success. Not only does the dedication of the examiners' provide the opportunity for Certification, which helps preserve our specialty, but their professionalism, relaxed demeanor and compassion placed me at ease during the exam and made me proud to be a member of this specialty.

True, the trip is not without pain and suffering, but with early planning, this can be minimized. The process is time consuming and does require a financial commitment. However, the attained value is very tangible indeed. My knowledge base is greater, my thought process refined and my dedication to the specialty, reborn. I am a better prosthodontist. The Board Certification preparation process is a trip worth taking and is the beginning of a life-long journey that will strengthen and advance the specialty of prosthodontics for generations to come.

Sincerely,
Dr. Richard A. Williamson

Share Your Thoughts...Submit a letter to the Messenger's Editor-in-Chief, Dr. David Pfeifer, by e-mail at d.pfeifer@comcast.net. Submissions are subject to editing for style, clarity and space availability.



2007 ANNUAL SESSION

American College of Prosthodontists

PHOENIX • SCOTTSDALE

Schedule of Events

Tuesday, October 30

- 7:00 a.m.–5:00 p.m. ACP Board of Directors Meeting
- 2:00–5:00 p.m. AAMP Magnetic Retention Workshop
- 3:30–7:00 p.m. Tour & Reception/
A.T. Still University,
Arizona School of
Dentistry & Oral Health
- 4:00–7:00 p.m. Registration Open

Wednesday, October 31

- 6:30 a.m.–6:00 p.m. Registration Open
- 7:00 a.m.–4:00 p.m. Board Preparation Course
- 7:00–7:30 a.m. House of Delegates
Breakfast
- 7:30–9:30 a.m. House of Delegates
Opening Session and
Sections Meeting
- 9:00 a.m.–5:00 p.m. Mentor/Educator
Workshop
- 9:30–11:00 a.m. Prosthodontic Diagnostic
Index (PDI) Calibration
Seminar
- 10:00 a.m.–12:00 p.m. House of Delegates
Reference Committee
Meetings
- 12:00–3:00 p.m. Prosthodontic Forum
- 1:00–3:00 p.m. House of Delegates
Closing Session
- 1:00–5:00 p.m. Implant Surgical Training
Workshops *Nobel Biocare,
AstraTech, BioHorizons,
Biomet 3i and Straumann*
- 2:00–5:00 p.m. Writers' Workshop
- 5:30–7:30 p.m. Welcome Reception

Thursday, November 1

- 6:30 a.m.–4:30 p.m. Council for the American
Board of Prosthodontics
Registration Open
- 7:00 a.m.–5:00 p.m. Continental Breakfast
with Exhibitors
- 7:30 a.m.–5:30 p.m. Exhibits Open
- 8:15 a.m.–4:20 p.m. General Session
- 10:15 a.m.–10:45 a.m. Coffee Break with
Exhibitors
- 11:30 a.m.–2:00 p.m. ACP Education Foundation
Board Meeting
- 12:15 p.m.–2:30 p.m. Table Clinics
- 4:30 p.m.–5:30 p.m. Exhibitor/Attendee
Reception

Friday, November 2

- 7:00 a.m.–4:00 p.m. Registration Open
- 7:30–8:30 a.m. Continental Breakfast
with Exhibitors
- 7:30 a.m.–4:30 p.m. Exhibits Open
- 8:15 a.m.–4:20 p.m. General Session
- 9:00 a.m.–2:00 p.m. Council for the American
Board of Prosthodontics
Coffee Break with
Exhibitors
- 10:30–11:00 a.m. Annual Luncheon
- 12:15–2:00 p.m. Lunch with Exhibitors
- 12:15–2:00 p.m. *Journal of Prosthodontics*
Editorial Board
- 2:30–4:30 p.m. Student/New
Prosthodontist Reception
- 4:30–5:30 p.m. President's Dinner
- 7:00–10:00 p.m.

Saturday, November 3

- 7:00 a.m.–1:00 p.m. Registration Open
- 7:00–8:00 a.m. Air Force Breakfast
- Army Breakfast
- Navy Breakfast
- VA Breakfast
- Alliance Technician
Breakfast
- 8:00 a.m.–12:00 p.m. Council for the American
Board of Prosthodontics
Technology Forum
Continental Breakfast
- 8:00–9:00 a.m. Technology Forum: *Nobel
Biocare, 3M ESPE, Ivoclar
Vivadent, Neoss and
NewTom Dental*
- 9:00 a.m.–12:00 p.m. ACP Board of Directors
Meeting
- 1:00–3:00 p.m. Today's Advanced
Prosthodontic Practice
- 1:00–3:00 p.m. New Horizons in Dental
Technology
- 1:00–4:00 p.m. AAMP Maxillofacial
Prosthetic Seminar

Sunday, November 4– Wednesday, November 7

- 7:00 a.m.–6:00 p.m. ABP Board Exams

ACP Education Foundation pays student registration fees for Annual Session

Travel stipend awards also available

The ACP Education Foundation will pay the registration fee for all ACP member prosthodontic residents* to attend the 2007 ACP Annual Session. Please note that students who wish to attend workshops and special events held around Annual Session must pay those registration fees; only the General Registration fee is being sponsored by the ACPEF. ACP student members must register by August 15 in order to qualify for free General Registration.

The ACP Annual Session offers sessions and hands-on workshops to increase your knowledge and skills. When you join the larger prosthodontic community at the Annual Session, you will be able to browse and try new materials and technologies on display from companies in the Exhibit Hall and attend the Technology Forum – a theater of innovation in prosthodontics, presented for the first time this year. You will be able to meet and exchange ideas with the leaders in your specialty. Your time at the ACP Annual Session will provide you with a wider view of what's happening in prosthodontics and how it applies to your practice and profession.

In addition, ACP student members who attend the 2007 ACP Annual Session will be eligible to receive ACPEF-sponsored travel stipends that will partially offset student travel expenses. Travel stipends are limited, so register online for the Annual Session today. Student registrations will only be accepted if they are completed online at www.prosthodontics.org/AS by August 15, 2007.

Students who register for the Annual Session will receive written notification about whether or not they will receive a travel stipend after August 15. Travel stipend checks will be presented to students at the conclusion of the Technology Forum on Saturday, November 3; a student must attend both the Student Reception on Friday evening, November 2 and the Technology Forum to receive a travel stipend.

The ACP Education Foundation Board of Directors is pleased to welcome all ACP Student Members to the 2007 ACP Annual Meeting.

*The ACPEF has generously sponsored all prosthodontic resident ACP membership dues for 2007. If you are not a student member of the College, please e-mail Carla Baker at cbaker@prosthodontics.org to request an application or visit www.prosthodontics.org for more information.



Attention dental students and residents: Enter the 2007 Annual Session Table Clinic Competition Now!

Deadline for submissions is August 15, 2007

Cash prizes will be awarded at Annual Session in Scottsdale, October 30 – November 3, 2007

All applicants must submit a completed application by e-mail to Dr. Ivy Schwartz, Table Clinic Chair at schwartzi@uthscsa.edu

Download application at www.prosthodontics.org



Scottsdale *continued from page 1*

The resort is part of an exclusive, 730-acre master-planned community with championship golf, upscale residences and dozens of shops and restaurants. Guest rooms feature Westin's Heavenly Bed® and Heavenly Bath® among many other luxurious amenities, and most feature private balcony or terrace with golf course views or magnificent views of the McDowell Mountains. Then, there's the 27-hole Troon Golf at the Kierland Golf Club (one of just a few Audubon-recognized cooperative sanctuaries in Arizona), adult and children's outdoor pools, including a flowing river pool accentuated by a landscaped waterslide, a full service spa, the fitness center and hiking/biking trails. Sounds good, doesn't it?

Located just 20 minutes from Phoenix's Sky Harbor International Airport, and 10 minutes from historic downtown Scottsdale, the resort is easily and affordably accessible. (Please visit www.kierlandresort.com for a complete preview of what you can expect.)

Browse the registration brochure enclosed with this issue of the Messenger. Register today and begin making your plans for Scottsdale and the 2007 Annual Session right now.

Delegates *continued from page 1*

and click on the House of Delegates and Committees & Task Forces links to access information on the House and the Governance Task Force Committee.

Stay tuned for more news from the GTFC and the opportunity to respond with your feedback via e-blast messages, Messenger articles, news online at www.prosthodontics.org and USPS mailings.



ACP Delegates and Alternates: Plan to Attend 2007 House of Delegates on Wednesday, October 31

Come Prepared! Don't miss monthly Governance Task Force Committee communications in e-mail, in the quarterly *Messenger* and in reports in the Members Only Login area of www.prosthodontics.org.

Schedule At-A-Glance

7 - 7:30 a.m.

House of Delegates Breakfast

7:30 - 9:30 a.m.

House of Delegates Opening Session and Sections Meeting

9:30 - 10:00 a.m.

Break

10 a.m. - Noon

House of Delegates Reference Committee Meetings

Reference Committee A - Membership, Sections and Bylaws

Reference Committee B - Education, Clinical Practice and Research

Reference Committee C - Finance and Administration

1 - 3 p.m.

House of Delegates Closing Session

5 - 7:30 p.m.

Welcome Reception

Kick off your 2007 Annual Session experience with this annual welcoming event. Catch up with old friends and make new ones as you join your colleagues in a relaxed and informal setting.

Calling all residents

John J. Sharry Prosthodontic Research Competition entries now being accepted

BY DR. MARY WALKER, CHAIR, ACP RESEARCH COMMITTEE

The John J. Sharry Prosthodontic Research Competition, sponsored by the Education Foundation of the American College of Prosthodontists, will be held during the 2007 Annual Session in Scottsdale, Ariz.

The competition's goal is to stimulate and acknowledge original research in prosthodontics by students. The ACP Research Committee strongly encourages all programs to participate in this program.

Eligibility

Students are eligible if they are currently enrolled in a postdoctoral prosthodontic program or have completed such a program in the last three years. Papers must not have appeared in print or been previously presented at a major meeting.

Abstracts

ABSTRACTS must be ELECTRONICALLY (e-mail file attachment) submitted to the ACP Education Foundation (foundation@prosthodontics.org) no later than June 15.

Abstract Parameters

Consist of a structured abstract form with a statement of purpose/objectives, hypothesis, methods, results and conclusions.

Abstracts are limited to a maximum of 800 words. Please verify word number using "Word Count" in the tools section of Word or other word processing program and state the word number at the bottom of the abstract.

The abstract must be accompanied by an electronic letter of support from the research mentor (sent as a file attachment to the e-mail submission).

Please do not identify the institution, the student or mentor within the text of the abstract.

Abstract/Manuscript Review Process

Six abstracts will be selected as semi-finalists no later than July 20. The six semi-finalists will be required to submit manuscripts (again, electronically) following the guidelines developed for the Journal of Prosthodontics to the ACPEF Foundation no later than August 20.

NOTE: MANUSCRIPTS MUST FOLLOW THE PAGE LIMIT (10 page maximum) AND OTHER CONSTRAINTS FOR STANDARD SUBMISSIONS TO THE JOURNAL OF PROSTHODNTICS. MANUSCRIPTS THAT DO NOT FOLLOW THESE GUIDELINES WILL BE RETURNED WITHOUT REVIEW.

The ACP Research Committee will review the manuscripts and select three finalists, who will compete at the ACP meeting by giving an oral presentation, which will be graded by the ACP Research Committee. The three finalists will be notified no later than Sept. 20.

The three selected finalists will receive travel and one day per diem expenses to present their paper at the annual meeting.

During the Annual Session Awards Luncheon on Friday, November 2 cash prizes of \$1,250 for 1st Place, \$750 for 2nd Place and \$500 for 3rd Place will be presented to the finalists.

For additional information or questions please contact Pamela Krueger, ACPEF Director, by e-mail at foundation@prosthodontics.org or Dr. Mary Walker, Chair, ACP Research Committee at walkermp@umkc.edu.



HEARD HERE

ACP Products on clearance



Need help marketing your practice? Purchase one of these ACP products geared to help you market prosthodontics and your practice. Attract new patients and education general dentists about the prosthodontic specialty with the Story of a Smile Combo. This video and brochure set is perfect for your practice waiting room or to send out as informational pieces. Set includes 1 video and 1 pack of 100 brochures – \$20 for ACP members, while supplies last.

Spread the word about the specialty and answer the burning question – “What is a Prosthodontist?” – with the ACP’s Marketing Toolkit. Complete with a video, brochure packet, poster, buttons and a CD-ROM

these components will arm you with the expertise to market to prospective and current patients about the prosthodontic dental specialty – \$17.50 for ACP members; limited stock available.

Whether you are a newcomer just starting a practice or a seasoned pro looking for new ideas, the ACP Marketing Manual is an excellent resource designed specifically for prosthodontists. Learn the basics of target marketing, as well as tips for developing and implementing a successful marketing plan – \$15 for ACP members, while supplies last. Go to www.prosthodontics.org to download an order form.



College partners with Staples for member savings, discounts

Members will benefit from one of three new affinity programs are now available exclusively to ACP members – Staples Business Advantage. The contract and commercial division of Staples leverages the purchasing volume of all ACP members to create an office supply program specific to your needs. Taking advantage of discount pricing and services is now easier than ever with StaplesLink.com, Staples easy-to-use Internet ordering solution, where you will have access to more than 30,000 items.



Best Buy offers ACP members deep discounts

The College is also pleased to announce the new Best Buy for Business membership benefit program. ACP discounts will depend upon the item, but as a Best Buy for Business member, you will receive the highest discount available. Antonio Arista is the National Account Manager who will service your order. Contact Antonio by e-mail at antonio.arista@bestbuy.com or by phone (800) 373-3050, Option 3, Ext. 60842 to start receiving these benefits: 10-50 percent off hundreds of products; receive orders directly to your home or office; access hard-to-find and Internet-exclusive items; and many payment options including NET 30 accounts. Go to www.bestbuy.com or www.bestbuybusiness.com for more information.



Help with student loan debt from College Loan Corporation

ACP members now qualify to receive counseling and solutions for student loan debt through College Loan Corporation. ACP members can save time and money by financing and re-financing higher education through CLC. Personal loan consultants are available 24 hours a day, 7 days a week. Some benefits may include a lower monthly payment by 45 percent; low Federal interest rates; tax deductions; and help combining all eligible loans into one new loan with one monthly payment.

Another bonus feature is a cash rebate up to \$4,000 of the principal balance outstanding for ACP members who make 48 consecutive, scheduled payments on time. Visit the CLC Web site for more information or to apply online: www.collegeloan.com/acp.

Sign in to the ACP Members Login area of www.prosthodontics.org and click on the Affinity Programs page for all you need to take advantage of these new programs.



Arthur Nimmo, D.D.S., F.A.C.P., (left) a professor of prosthodontics at the University of Florida College of Dentistry, and Margot L. Van Dis, D.D.S., M.S., a professor of oral and maxillofacial radiology at the Indiana University School of Dentistry, review test questions on the National Board Dental Exam. The two have completed their six-year terms of service on the American Dental Association Consultant Review Committee for the National Board Dental Exam. (Photo courtesy of the American Dental Association.)

Dental duo review National Board Dental Exam questions

Arthur Nimmo, D.D.S., F.A.C.P., professor of prosthodontics at the University of Florida College of Dentistry, and Margot L. Van Dis, DDS, MS, professor of oral and maxillofacial radiology at the Indiana University School of Dentistry, have completed their six-year term of service on the American Dental Association Consultant Review Committee for the National Board Dental Exam.

“It’s been a tremendous experience because our skill sets complement each other,” Nimmo said. “I’m more the ‘hands-on’ clinician and Dr. Van Dis is more the scientist-clinician, so we really worked well as a team.”

As consultants, the duo reviewed every question on Part II of the National Board Exam for content, format, grammar, and verification of radiographs and clinical photographs in the clinical cases. All U.S. dental students take Part II of the National Board Dental Exam in their senior year prior to completing state boards to become licensed to practice dentistry.

“Dr. Nimmo’s service on the National Board Dental Exam Consultant Review Committee is a role to be recognized by the entire oral health care community,” said Dr. Stephen Campbell, president of the American College of Prosthodontists.

Nimmo is a diplomate of the American Board of Prosthodontics and a past president of the American College of Prosthodontists. Van Dis is a diplomate and past president of the American Board of Oral and Maxillofacial Radiology. They have previously served five-year terms on their respective test construction committees prior to moving up to the Consultant Review Committee.

Limited quantity of 2006 Annual Session DVDs available – Order Now!

Reference a notable speaker or catch a presentation you missed by purchasing a 2006 Annual Session DVD. Buy the entire set of DVDs for the Legacy Lecture Series and Timely Evidence-Based Topics portions of the scientific program or buy an individual lecture. To more information or to order, go to www.prosthodontics.org and click on the News & Announcements link and select Annual Session news or contact First Tape Inc. directly online: www.firsttape.com, by E-mail: firsttapeinc@aol.com or by phone at 815-389-1818. Fax your completed order form to: 815-389-1418. *Note: Only speakers who gave permission to be recorded are available on DVD.*

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NANCY "DEAL" CHANDLER,
MA, RHIA, CAE

Be a leader among members

Are you an agent of change? As the College moves forward with its ambitious agenda to grow the specialty, enhance education, support research, and implement a more effective governance structure, we are going to need volunteer leaders to help make these goals a reality. These goals call for change agents – catalysts who have a sense of passion and purpose about why change is needed, who are able to enact new ideas and creatively solve problems, who can work within the hierarchies of organized dentistry and our corporate and academic communities to forge inclusive alliances at every level, and who know how to take and manage risks ⁽¹⁾.

One definition of a change agent:

A forward-thinking-and-acting person who is able to deliberately and tangibly impact mission and organizational direction.⁽²⁾

A change agent has been defined in many ways ⁽³⁾, including:

"A change agent is someone who is helping to either bring about a different condition (change), but more often it is someone who is leading in the transition that results from change."

— *Greg Rothwell*

"A change agent identifies a future state or goal and then puts the systems in place to get it done."

— *Jerry Hultin*

"Someone who effectively redirects the capacities of individuals or organizations to achieve either better results for a traditional mission or new outcomes based on another assignment."

— *Tom Ridge*

"A change agent is the person who carries the flag of a need. Usually not a generally recognized need."

— *Gary Foster*

"A change agent is any catalyst that alters the status quo. It could be: a person, group, an event, or policies."

— *Louis Andre*

Do you know someone who possesses these qualities and skills? The proposed new ACP governance structure provides a unique opportunity at a critical point in time for the College and the specialty. Every member is invited to help identify change agents among our membership to support the increasingly important work of our Sections and to champion our organizational goals in your communities. Identification and development of change agents in every Section of the ACP will result in Section leaders who can lead "in the transition that results from change" in 2008 and beyond.

Your Board of Directors is forging the way as a team of change agents working diligently to accomplish the 2007-2009 Action Plan that grew out of our 2006 Summit, and at the same time to involve membership at every level in developing implementation plans for a new governance structure. The Governance Task Force Committee is carefully considering approaches to governance that effectively foster knowledge, trust, and nimbleness. Issues we are hearing loudly from you in this process include that you want more support from the Central Office, you want improved, open lines of communication within and across the College, and you want the opportunity for leadership training.

Member volunteers are the heart of association work, and the College is no exception. Our strength is a result of the time and effort of those who volunteer to serve their colleagues and their Sections, and to further the specialty of prosthodontics. We invite you to become involved in the ACP as a Section volunteer and a change agent. Your active engagement and participation can be the gateway to developing and honing your leadership skills, expanding your network of colleagues, and giving back to the specialty!

Georgia Section gives back

The Georgia Section of the ACP recently contributed to the Medical College of Georgia Dental School's Graduate Prosthodontic Program and Building Fund. These donations were made possible by the Sections' successful annual implant seminar series. A \$1,500 gift will benefit the new state-of-the-art dental school planned for Augusta, Ga. A second \$1,500 contribution was made to the graduate program and is earmarked for the purchase of new articulators for use in the resident clinic.

The Section continues to achieve the goal of providing significant prosthodontic continuing education by hosting, along with Biomet3i, the Sixth Annual Spring Implant Seminar on May 18. The conference will feature presentations by Dr. Dennis Tarnow and Dr. George Priest at the Stone Mountain Evergreen Resort.

The Georgia Section is also planning a nationwide prosthodontic resident Case Presentation Competition to honor the late Dr. Fred Skinner, a longtime member, friend and mentor to many prosthodontists in the Section. The winning resident may receive a trip to the ACP Annual Session. More details will be made available in future issues of the Messenger and online at www.prosthodontics.org.

– Submitted by Dr. Herman Donatelli, Georgia Section Secretary/Treasurer



Dr. Steve Nelson, director of the Graduate Prosthodontic Program at MCG, accepts a check from Dr. Jay Smith, Georgia Section president, along with Dr. Paul Kudyba, past Section president, and Dr. Herman Donatelli, secretary/treasurer.

Maryland Section rejuvenated

The ACP House of Delegates welcomed the Maryland Section back to the College, an enthusiastic group of 30 attended the group's first meeting in late fall.

Officers were elected including –

President: Dr. Flavio Rasetto

Vice President: Dr. Joseph Kravitz

Treasure: Dr. Greg Waskevicz

Secretary: Dr. Kevin Michael Murphy

Stay tuned for more News from Maryland and join the College in welcoming their participation and collaboration.

In Memorial

The College and the Board of Directors remember the following colleagues who are deceased:

Dr. Thomas Curtis

Dr. Thomas Cowper

(1) These characteristics of change agents come from a Sapient Corp. Report, "The Government's New Breed of Change Agents, Leading the Way on Terror" by Daniel P. Forrester. The full report is at www.sapient.com.

(2) Ibid, page 10., (3) Ibid.

MEMBER NEWS



ACP staff grows

Laura Boehmke joined the ACP staff in January as Director of Education and Meeting Services. You may remember Laura from the 2006 Annual Session in Miami, where assisted as an independent meeting planner. A 22-year veteran of education and trade show management, she adds essential skills to the Central Office team. With a B.S. degree in management from Purdue University and many years of experience covering every detail of meeting planning, education, special events and logistics, Laura knows what it takes to make things happen effectively for an organization and all participants.

"I've drawn some parallels between my most recent position with the fine jewelry industry and see very clearly that prosthodontists are also artists with very similar and specific needs and goals," she said. "The entrepreneurial spirit, the quest for knowledge and the drive for excellence are huge components of the equation."

Laura's family includes her husband Curt, also a meetings professional, and their two boys, 15 and 5 years old.



CPE Spotlight: Implant, denture courses kick-off year

The Foundations of Implant Prosthodontics: From Diagnosis through Restoration and Maintenance launched the Center for Prosthodontic Education's year on Jan. 18-20 in Atlanta.

The three-day conference sponsored by AstraTech Dental and Nobel Biocare

featured cutting edge implant issues in the general sessions; a four-track afternoon component covering everything from practice management to the lab and surgical components; and a day of news from corporate partners. Attendees enjoyed the restorative and surgical tracks, which had the most attendees during both days of the conference at Georgia Tech's DenTeC Dental Technology Center.

Overall ratings on the more than 25 renowned speakers were excellent, and the attendees were engaged with the topics in the sessions they attended, as they were able to tailor this program to meet their specific needs.

Complete Denture Update 2007

In March, the University of Minnesota School of Dentistry partnered with the ACP for the Complete Denture Update 2007: Contemporary Therapy for Edentulism course in St. Paul, Minn.

Dr. Frank Lauciello, director of removable prosthodontics for Ivoclar Vivadent and associate professor at SUNY Buffalo, lined up an informative program covering topics from edentulous impressions and the anatomy of the edentulous mouth to implant retained overdentures and denture esthetics. Course speakers included College members: Dr. David Felton, Mr. Robert Kreyer, Dr. Patrick Lloyd, dean of the Minnesota School of Dentistry; and Dr. Thomas Taylor.

Participants especially enjoyed the hands-on exercises and question and answer opportunities.

Which Type of Life Insurance is Right for You?

KENNETH C. THOMALLA, CPA, CLU, CFP®, COO, D. SCOTT FEHRS, ChFC, CEO, TRELOAR AND HEISEL, INC.

We all need life insurance for different reasons and in different amounts. While an in depth needs analysis will help to determine how much life insurance is needed, we still must determine what type should be considered; term or permanent. Like many financial product choices, people often purchase the lowest price product without reviewing the downside of such a choice. Before we discuss what mix of life insurance plans is best for you, let's take a minute to review the different types.

Term life is designed to cover a temporary need. When purchasing term life insurance, you essentially pay for the actuarial risk of dying during the term of the policy. Many companies offer plans with level premiums for 10, 15, 20 or 30 years. The most important consideration when purchasing term life is how long you will need the coverage. If you need the coverage for 10 years or less, you should purchase 10 year term. If you need the coverage for more than 20 years, then you should consider the 30 year level term. Making the wrong decision with term insurance could cost you thousands of dollars over your career.

See Insurance on Page 12

How Does the ACP Education Foundation Advance the Specialty?

- For patients – access to the best diagnostics, treatment planning and care
- For private practice prosthodontists – helping patients find your practice and making sure there is someone to buy the practice you have built when you're ready to retire
- For military prosthodontists – increased demand for prosthodontic care, expanding your private practice opportunities after your military retirement.
- For prosthodontists in academics – increasing numbers of dentists seeking prosthodontic specialty training programs and resources for your programs,
- For all prosthodontists – the expansion of the influence of prosthodontics in the larger dental and biomedical industries.

Make your Gift today at www.ACPEF.org Your support is vital to continue and expand the programs that propel prosthodontics.

Take a look at what we've achieved just since 2004...

- * Awarded \$280,000 in scholarships to dentists pursuing prosthodontics as a specialty,
- * Sponsored ACP student membership for all post-graduate students of prosthodontics for 2007,
- * Sponsored ACP 2007 Annual Session student registration fees for all prosthodontic residents,
- * Added more than \$320,000 to the ACP's promotion of the specialty to patients and consumers,
- * Funded start up costs for a new post-graduate prosthodontic program at Queens Hospital,
- * Paid for equipment that will enhance dental technology students' training,
- * Support for the Graser Fellowship fund to recruit and retain qualified prosthodontic faculty,
- * Underwrote two seminars aimed at strengthening post-graduate prosthodontic programs,
- * Sponsored the ADEA Summit on Advanced Dental Education,
- * Funded prosthodontic-related research,
- * Aided graduate students, faculty and ACP members displaced by Hurricane Katrina,
- * Underwrote the travel and lodging to bring prosthodontics researchers and representatives from graduate-level prosthodontic programs to the UNC ACPEF Scope of Prosthodontic Research Symposium,
- * Created an endowment fund of more than one million dollars,
- * Sponsored the ACP Summit on Reframing the Future of Prosthodontics, a symposium of leaders who evaluated the future of prosthodontics in order to produce a meticulous plan for achieving the goals identified by the group as crucial to continuing and expanding our specialty.

ADEA PASS 2008 offers enhanced services to ACP-member Postdoctoral Programs

BY PETER STORANDT, ADEA PASS DIRECTOR OF MARKETING AND PROGRAM DEVELOPMENT

The ADEA Postdoctoral Application Support Service, a centralized application service for advanced dental education programs provided by the American Dental Education Association launched new Web-based portal technology in May 2006 for both applicants and program directors to utilize during the 2007-08 PASS application cycle. These upgrades were intended to simplify the application process overall and (1) make it easier for applicants to postdoctoral programs to monitor the status of their applications in the PASS Applicants Portal and (2) enable program directors to immediately access administrative features offered through the PASS Program Directors Portal.

When the 2007 PASS application cycle ended on February 17, 2007, ADEA reflected on the evident success of these enhancements. Program participation among advanced dental education programs grew to 510, representing nearly 70 percent of all U.S. postdoctoral programs, and the applicant pool for all postdoctoral programs surpassed 3,000. Candidates and program personnel alike embraced the opportunity to control the timing and content of their exchanges of application materials and selection procedures. Programs, especially, found that setting up data profiles of their applicant cohorts and sharing information with faculty evaluators was more efficient using the new platform. Surveys of candidates and directors showed that satisfaction was high for both types of users and produced several helpful suggestions for further refinement.

Of course, applicants typically experience PASS only once, whereas program directors have a strong continuing reliance on the system to meet their needs. Accordingly, ADEA focused on making changes for the 2008 cycle that build on the proven features introduced in the 2007 cycle, including:

- Ability to download applicant information online as soon as applications are complete. Program directors no longer have to wait for mailed applications to arrive in their offices to identify and initiate contact with applicants. (Programs will continue to receive printed applications. All completed applications will be scheduled to arrive at the programs on or before the application deadline.)
- Ability to view information about those with incomplete applications.

Traditionally, PASS mails only completed applications to programs. It is important to many program directors to identify and initiate contact with applicants in their pipelines. Using the PASS Program Directors Portal, program directors can review academic information for and initiate contact with those who have not yet completed their applications.

Again this year, PASS will provide access to the PASS Program Directors Portal to participating programs around July 1. Included will be information about accessing the portal, adding other staff users to your portal access, as well as instructions for navigating the

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portal, including how to view applicant information online. The data structure for applicant information will also be provided. Application processing and mailings will begin in late July.

Twenty postdoctoral programs in prosthodontics currently participate in PASS. ADEA is committed to working with all other prosthodontic programs during the coming months to show how current PASS systems can provide opportunities to attract and recruit highly capable residents while also relieving program directors of some administrative tasks. There is no cost to programs to join PASS. Together, ADEA can advance your program's goals and make sure the most qualified candidates know about your offerings.

Participating programs are featured in the PASS Search Engine, which gives your program high visibility among candidates for positions in advanced dental education programs. Applicants typically use the PASS Search Engine to create the list of programs to which they intend to apply and are able to move directly from each search page to their PASS application file. You can specify the features of your prosthodontics postdoctoral program, describe the selection process, and make clear any special requirements and deadlines.

PASS program partners receive a standard set of materials for each applicant that includes:

- biographical and background information
- an essay or personal statement
- a two-page curriculum vitae
- a photocopy of an official dental school transcript
- up to three Professional Evaluations (evaluations/recommendations submitted by evaluators on PASS-provided forms)
- an Institution Evaluation (evaluation from the Dean's Office of the dental school attended, including GPA, rank in class, National Board Scores, and evaluation of candidate's suitability for advanced dental education).

To participate in PASS 2008, simply download, complete, and fax the New Program Participation Form at the PASS Web site (www.adea.org/pass > Dental Programs/Dental Schools > New Program Participation Information). If you would like additional information before deciding to participate, we would be delighted to consult with you about working with PASS by scheduling a visit to your campus.

To set up a visit, simply contact Peter Storandt, ADEA

Pass Director of Marketing and Program Development, at storandtp@adea.org or 202-289-7201, ext.189.

To learn more about ADEA PASS, visit www.adea.org/pass, or contact Yolanda Jones, PASS Operations Manager, at jonesy@adea.org or 202-289-7201, ext. 190.



ACP Membership Division Director Dr. Frank Tuminelli meets ASDA President Brooke Loftis and ASDA Vice President Rich Bauer during ASDA's Eastern Regional Meeting in New York City in February.

Promoting prosthodontic careers

As part of the ACP's Undergraduate Outreach Plan, the Growth Task Force and the ACPEF supported the College's participation in the American Student Dental Association's 2007 Regional Meetings.

More than 200 undergraduate dental students, most of whom hold local chapter and national leadership positions, attended the regional meetings in New York City, Orlando and San Francisco in January, February and March. College staff and leadership including ACP President-Elect Dr. David Pfeifer and ACP Membership Division Director Dr. Frank Tuminelli attended the meetings to host a booth during an Exhibit Fair to help promote careers in prosthodontics.

ASDA President Ms. Brooke Loftis, who is a fourth year dental student at the University of Texas San Antonio, appreciated the ACP support of ASDA and the opportunity for her peers to learn more about the specialty of prosthodontics. Some of the students may just be receiving their first taste of the specialty in broad strokes during early dental school training, while second and third year students appreciated the opportunity to learn more about the ACP and the field as many are trying to decide whether or not to specialize.

"The interest in our specialty is enormous, and I am convinced that exposure must begin at the first year level," Tuminelli said. "It was so rewarding to see the third year students who have already prepared their applications to a PG program. I sincerely think this is a result of the efforts of the ACP in the past five years. We are now just realizing it. We have much to do yet, and must build on the momentum now."

ASDA's Executive Director Nancy Honeycutt also expressed her appreciation to the ACP for participating as a meeting sponsor, program advertiser and exhibitor during the regional meetings. ASDA is refining the organization's strategic plan and may have opportunities to partner with the ACP on initiatives including dental care for the aging population. More information will come from ASDA after the association details these programs and prioritizes their goals.

The ACP Booth featured: brochures about prosthodontics, and one brochure on careers in prosthodontics; an article packet discussing benefits of careers in the specialty; a list of all prosthodontic programs; Web site access to display student resources online (when Internet access is available); slides and photos of before and after procedures; a Power Point Presentation developed by prosth residents, Top 10 Reasons to be a prosthodontist; and a raffle – which was an attendee favorite – with an iPod shuffle as the prize.

Congratulations to the following iPod shuffle winners: Jon Conover, The Ohio State University College of Dentistry, Exp. Graduation 2009; Jim Heidenreich, University of Connecticut School of Dental Medicine, Exp. Graduation 2009; and Allison Tar, Arizona School of Dentistry & Oral Health, Exp. Graduation 2009

Go to www.asdanet.org to learn more about the association.

Looking for a few (or more) good leaders

By COL. THOMAS R. SCHNEID, USAF

That's right Federal Services, the ACP needs you. Now please don't skip this article, thinking that it's meant for someone else. The College is involved in a variety of activities from growing the specialty and educating consumers to advancing our specialty's interests within organized dentistry and providing relevant resources for our members including the bi-monthly *Journal of Prosthodontics*, this quarterly newsletter and benefits and services online at www.prosthodontics.org. The College plans an annual meeting and the ACP Education Foundation achieves goals to support research and technology initiatives. If you've read the past few installments of the Executive Director's column, you learned many more ways the College is working to serve its members and our specialty.

The point is that our association is involved in activities as numerous and diverse as can be imagined. These successful endeavors don't happen by accident or solely through the work of the dedicated ACP Headquarters staff. These activities are initiated and flourish because of the hard work and dedication of the members ... individuals like you and me.

The Federal Services have a long history of being involved in the College. In fact, many of the founding members of the ACP were members of all branches of active military service. People like Ken Rudd, Bill Lefler and Noel Wilkie just to name a few, led the way for their respective services. These individuals stepped up and became involved and in so doing, advanced the notoriety and prestige of military prosthodontics. And in turn, they instilled traits into the ACP that are usually associated with the uniformed services ... traits such as accepting responsibility, organization, multi-tasking, training and an ability to see a job through to completion.

And all of you can offer the same strengths to our organization. Just select an area where your interests lie. Or better yet, get involved in an activity that you're not very familiar with, but would like to learn about in detail. Volunteering offers benefits to you as well, such as getting to know our civilian counterparts who are employed in private practice, education and research. By sharing knowledge of all of these areas, everyone benefits ... especially our patients.

Whether your interests lie in committee membership where you can participate in the various aspects of ACP structure and function, working within the ACP Education Foundation and getting involved with awarding scholarships to young prosthodontists in training or serving on the *Journal of Prosthodontics* Editorial Board to bring the latest evidence-based publications to our profession, you have many options to showcase your talents and energy. By volunteering you will help to advance the specialty and Federal Services' prosthodontics at the same time.

Wherever your interests may be, please consider getting involved and giving of your time and talents. Contact Col. Schneid by email at thomas.schneid@lockland.af.mil

ACP Members Only section: How to Login

All ACP members must create a new username and password to access the Members Login area for the first time on the new Web site. Click on the blue Members Login button from any page of www.prosthodontics.org.

Then, click:

- 1 Find Me — to locate your record in the ACP membership database
- 2 Populate the required fields — e-mail address, first name, last name and zip code
- 3 Click on your e-mail address in results
- 4 Create a username of your choice — an e-mail will be sent to the address you selected with your username and a temporary password
- 5 Access your e-mail and look for a message from acp@prosthodontics.org
- 6 Click on the blue **Members Login button** from any page of the site and enter your username and temporary password — once successfully logged in, you may change your username or password from the Login/Password page

Term insurance does not provide a savings element within the policy. With the exception of term life with a return of premium rider, the coverage will expire with no value when premiums are no longer paid.

Permanent life, which includes whole life, universal life or variable life insurance, may provide lifetime coverage. In addition to providing death benefits like the above mentioned term plans, each of these three permanent plans contain a savings feature or cash value. Growth of the cash value will vary by the type of plan and is not guaranteed. The earnings on a whole life policy are based on the underlying investments of the insurance company with a minimum guarantee. Universal life uses new money rates and Variable life offers a wide range of investment choices from a selection provided by the insurance company. Variable life returns are based on the actual performance of the investment choices. Whole life insurance also provides a guarantee of insurance costs, while the others normally charge non-guaranteed current rates for the insurance protection.

The different types of plans fall in and out of favor during normal investment cycles. During the past few years of down markets, whole life has once again come to the forefront. Many current permanent life insurance buyers are drawn to whole life insurance because it contains guarantees not generally found in any other life insurance plan. Ultimately, your tolerance to risk should be one of the main reasons for choosing the appropriate type of permanent life insurance.

To get back to the question of which type of life insurance is right for you, let's look at who should have term only, permanent only or a mix of the two.

Generally, term life is appropriate for those individuals who need insurance for a very short period of time; i.e. less than 10 years, or practitioners just finishing their training who need life insurance. While it makes sense to start a permanent plan sooner versus later, priority needs to be given in a situation of limited funds. In addition to life insurance, individuals finishing training will need to purchase disability income insurance, professional liability, medical insurance and an array of other insurance policies depending on their employment status. Therefore, when considering these very important insurance plans, term life insurance may make economical sense during these early years of practice.

Rarely will an individual purchase 100 percent of permanent insurance. As assets build and debts decrease, the needs of a 30 year old should not be the same at age 70, though an individual will still need some life insurance well into their retirement years. Overall financial planning is paramount to ensure that saving and spending goals are met in order to reach retirement age in a financially strong position.

Younger individuals often think that their need for life insurance will be non-existent at age 60 or 70. However, many will maintain their life insurance even after retirement. Because 30 years is typically the longest level premium period for term life, permanent insurance should encompass between 25-50 percent of one's life insurance portfolio. There are numerous factors that will affect your need for life insurance later in life. Inflation, health issues, business ventures and market conditions are few factors that could affect your long term life insurance needs.

Flexibility is one of the primary reasons for adding permanent insurance to your life insurance portfolio. Permanent life insurance provides death benefit protection for life. As long as you pay the premiums, the death benefit will be paid. (This guarantee is based on the claims-paying ability of the issuing company.) Permanent life insurance may have fixed premiums, generally accumulates cash value on a tax-deferred basis and may pay policy dividends. Although more expensive initially than term life insurance, permanent life insurance may, over time, become the least expensive form of life insurance.

Although it is not as glamorous as buying stocks or real estate, insurance is an integral part of any financial plan and should be given the same time and consideration as the other components of your plan.

For more information regarding the differing types of life insurance that would benefit you and your family, contact Treloar and Heisel, Inc. at 800-345-6040.

Treloar and Heisel is an ACP membership affinity program offering special discounts and promotions exclusively for members of the ACP. For more information, sign in to the Members Login section of www.prosthodontics.org and click on the Affinity Programs link.

Calendar of Events

JUNE 2007

New Jersey Dental Association 2007 Annual Convention

Atlantic City, NJ
June 6-8, 2007
www.njda.org

Mississippi Dental Association 2007 Annual Session,

Destin, FL
June 8-13, 2007
www.ms dental.org

Alabama Dental Association 2007 Annual Session,

Orange Beach, AL
June 12-17, 2007
www.aldaonline.org

Idaho State Dental Association 2007 Annual Session

Boise, ID
June 13-16, 2007
www.isdawebsite.com

Florida Dental Association 2007 Florida National Dental Congress,

Orlando, FL
June 14-16, 2007
www.floridadental.org

Maine Dental Association 2007 Annual Convention

Rockport, ME
June 15-16, 2007
www.medental.org

Virginia Dental Association 2007 Annual Meeting of the Virginia Dental Association

Norfolk, VA
June 15-17, 2007
www.vadental.org

West Virginia Dental Association 2007 Annual Session

White Sulphur Springs, WV
June 19-22, 2007
www.wvdental.org

American Dental Hygienists Association 2007 Annual Session

New Orleans, LA
June 20-27, 2007
www.adha.org

Pacific Coast Society for Prosthodontics 2007 Annual Meeting

San Francisco, CA
June 27-30, 2007
<http://pcsp.org>

Academy of General Dentistry 2007 Annual Meeting

San Diego, CA
June 27-July 1, 2007
www.agd.org

JULY 2007

American Dental Assistants Association 2007 Annual Conference

San Diego, CA
July 26-29, 2007
www.dentalassistant.org

Georgia Dental Association 2007 Annual Meeting

San Destin, FL
July 26-29, 2007
www.gadental.org

National Dental Association 2007 Annual Convention

Atlanta, GA
July 27-Aug. 1
www.ndaonline.org

AUGUST 2007

American Student Dental Association 2007 Annual Session

Fort Lauderdale, FL
Aug. 29-Sep. 2, 2007
www.asdanet.org

SEPTEMBER 2007

American Association of Dental Editors 2007 Annual Meeting

San Francisco, CA
Sep. 26-27, 2007
www.dentaleditors.org

American College of Dentists 2007 Annual Session

San Francisco, CA
Sep. 26-27, 2007
www.acd.org

American Board of Oral and Maxillofacial Surgery 2007 Annual Session

Honolulu, HI
Sep. 26-29, 2007
www.aboms.org

American Dental Association 2007 Annual Session

San Francisco, CA
Sep. 27-30, 2007
www.ada.org

Pierre Fauchard Academy 2007 Annual Meeting

San Francisco, CA
Sep. 27-30, 2007
www.fauchard.org

OCTOBER 2007

American Association of Oral and Maxillofacial Surgeons 2007 Annual Session

Honolulu, HI
Oct. 8-13, 2007
www.aaoms.org

American Academy of Gnathologic Orthopedics 2007 Annual Meeting

San Diego, CA
Oct. 21-24, 2007
www.aago.com

American Academy of Periodontology 2007 Annual Meeting

Washington, DC
Oct. 27-30, 2007
www.perio.org

American College of Prosthodontists 2007 Annual Session

Scottsdale, AZ
Oct. 31-Nov. 3, 2007
www.prosthodontics.org

NOVEMBER 2007

American Academy of Implant Dentistry 2007 Annual Meeting

Las Vegas, NV
Nov. 7-11, 2007
www.aaid-implant.org

Academy of Microscope Enhanced Dentistry 2007 Annual Scientific Session

Tuscon, AZ
Nov. 8-10, 2007
www.microscopedentistry.com

Greater New York Dental Meeting 2007 Annual Meeting

New York, NY
Nov. 23-28, 2007
www.gnydm.com

American Academy of Oral & Maxillofacial Radiology 2007 Annual Session

Chicago, IL
Nov. 27-Dec.1, 2007
www.aaomr.org

Classifieds

PRACTICE FOR SALE

Arizona (Scottsdale) – Excellent prosthodontic start-up opportunity. Immediate occupancy in turn-key dental facility. 1,500 feet in Class-A medical-dental building. Four operatories, mountain views, Adec equipment, computers, Dentrax software. Assume lease and save big. Tenant improvements and equipment far below replacement cost. \$75,000, OBO. For more information e-mail: scottsdaledds@aol.com or call (480) 993-4266. See practice at www.pinnacleperio.com

California (San Diego) – Well-established prosthodontic and cosmetic dentistry practice in charming La Jolla, California. State-of-the-art equipment in a beautiful, modern, well-designed office. Fee for service only. Owner retiring due to disability. Contact: mwbbd85@aol.com T: 858-361-6661

Colorado (Denver) – Business opportunity requires quick sale of established prosthodontic practice. Great office and location. Large referral base. Nice mix of implants, fixed, removable, and cosmetic dentistry. Terms and financing negotiable. Live, work and play in colorful Colorado! Contact Larry Chatterly at 303-795-8800 or e-mail: larry@ctc-associates.com.

Michigan (Grand Rapids) – Outstanding fee-for-service prosthodontic practice. Grossed 7 figures in 2005 on four days per

week. New building, 2,650 sq. ft. office, five high-tech operatories; digital cameras, digital pano, computerized Dentrax Management Software. One-third fixed, one-third removable, one-third implants. Full service dental lab on premises. Transition to early buyout. Dr. will stay as long as desired. Great community. Rapidly developing medical service/research corridor. 200 research scientists at the Van Andel Institute (600 additional research scientists planned); Michigan State Medical School, numerous local colleges, minor league sports (hockey, arena football and baseball). Close to Lake Michigan beaches, skiing, hunting, fishing. Great place to raise a family. Call Dr. Tim Moore in evenings at home: 616-942-6838.

New England (Keene, NH) – Prosthodontic practice located in upscale New England college town now available. Modern facility, very well-equipped, hygiene program with recall and loyal staff. Four treatment rooms in 2000 sq. ft. professional office and condo, which is available as well. Close to quality amenities including hospitals, shopping, culture, and some of the best outdoor recreation. Please contact Dave Kasper by telephone at 603-355-2260 or fax at 866-421-1665.

Texas (San Antonio) – Well-established (1978) prosthodontic practice in San Antonio NW Medical Center area. Three dental treatment areas, full service lab, first floor handicap

accessible. Doctor retiring, solo practitioner with solid patient and referral base. Will assist with transition and financing. Interested parties who are Board eligible/Certified preferred. Please fax letter of interest to Don W. Morgan at 210-496-3721.

Virginia (Newport News) – \$424,000 annual production with low overhead and high net income. Prosthodontic practice. 1,275 square feet, 5 Ops (3 active). Outright sale or associate with option opportunity. Beautiful, historic Williamsburg / Yorktown / Chesapeake Bay area. DMS: Dental Management Services since 1976. Call 512-864-1628.

EMPLOYMENT OPPORTUNITIES

Colorado (Colorado Springs) – Well established, prosthodontic practice in Colorado Springs, Colo. looking to add a third prosthodontist as an associate with a partnership buy-in option. New, state-of-the-art, 3,600 sq. ft. facility with spacious in-house lab. Colorado Springs has grown 42 percent in the last 10 years, and we need to expand to meet our increasing patient population. If interested in joining our premier prosthodontic practice, please contact Jane at 719-593-0005 or by e-mail at seamandds@aol.com.

Ireland (Galway) – Position available in Galway, Ireland for a full-time prosthodontist to join an existing multidisciplinary

specialist practice based in a Private Hospital and Clinic with a full range of diagnostic and therapeutic facilities. Currently staffed by two periodontists and two prosthodontists. Applications to: Drs. O'Brien and Molloy, The Galway Clinic, Suite 9, Doughiska, County Galway, Ireland. E-mail: suiteg9@iol.ie Telephone: ++353 91 720045

Massachusetts (Wellesley Hills) – Well-regarded suburb west of Boston - Internationally recognized prosthodontic and implant practice devoted to excellence and leading edge care seeks prosthodontic associate. Ultra-modern office with internal lab and implant surgical OR. Candidate should have interest in becoming or be board certified. Opportunity for growth and ownership. Please e-mail cover letter and resume/curriculum vitae to: pschnitman@aol.com

Nebraska (Omaha) – The Department of Otolaryngology – Head and Neck Surgery at the University of Nebraska Medical Center is looking for a prosthodontist for an active academic clinical practice in our oral facial prosthetics/dental oncology division. Applicants should be BC/BE and licensed to practice in Nebraska. Salary is negotiable and commensurate with experience and training. Applicants should send their curriculum vitae to: Donald Leopold, M.D., Chair, Department of Otolaryngology, 981125 Nebraska Medical Center Omaha, NE 68198-1225.

At Your Service...

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Prosthodontists: a unique specialty



BY DAVID L. PFEIFER, D.D.S., M.S., M.ED., EDITOR-IN-CHIEF

Presented at the Pacific Coast Society for Prosthodontics, Annual Meeting, June 2005. Special acknowledgement to Kent D. Nash, Ph.D. (Consultant, ACP) for assisting with review of this article.

The differences that portray the distinguishing features of a prosthodontist's private practice and the comparisons that can be made with other dental practices have witnessed limited exploration. While reports describing the economic differences have been previously addressed, other characteristics can be found that provide a separate identity to the private practice of a prosthodontist.

The 2005 Private Practice Survey of Prosthodontists sponsored by the American College of Prosthodontists applied more complex questions with regard to private practice activity. Similar data were used for general dentists that were collected by the American Dental Association in the 2004 Survey of Dental Practice. These comparisons were analyzed and some selected categories may be viewed on the adjoining charts.

Reference Chart 1

As illustrated in this issue's Did You Know chart on the cover, a prosthodontist's office overhead and expenses are higher than compared with a GP and this may be anticipated, given their close relationship with advancing technology and the costs associated with increased laboratory services. The higher expenses and overhead do not necessarily pose as a disadvantage when factoring the positive offset of greater gross billings (\$284,500) and a greater net income (\$72,470) when compared with a GP.

	PROSTHODONTIST, 2004	GENERAL DENTIST, 2004
ANNUAL HOURS	1,828	1,738
TREATMENT HOURS	1,510	1,560
ANNUAL PATIENT VISITS	2,020 2,453 WO/HYG	3,852 W/HYG
APPOINTMENT LENGTH (MN)	75.4 ALL 64.3 NO RECALL	49.9

Reference Chart 2

	PROSTHODONTIST, 2004	GENERAL DENTIST, 2004
% INSURED PATIENTS	49.6%	64.7%
% PAYMENT BY INSURANCE	24.5%	47.9%
MEAN HOURLY HYGIENIST WAGE	\$37.68	\$31.40
MEAN HOURLY ASSISTANT WAGE	\$18.40	\$15.70

Reference Chart 3

Reference Chart 3

The third chart profiles insurance features. The amount of insurance activity in the GP's practice is 15.1 percentage points higher and follows a similar pattern relative to fee collection. The remaining portion of the chart compares salaries. Employee salaries are greater with prosthodontists as the hourly wage is higher for both dental hygienists and dental assistants. Higher wage payments tend to reflect the prosthodontist's desire to employ a more experienced or higher valued office auxiliary staff.

Let's reflect. Aside from the income figures that are important, there are markers we have presented making a prosthodontist practice quite different when compared with a GP. There is significantly longer chair time with individual patients, less total patient treatment hours, less patients seen, less insurance involvement, increased time in diagnosis and a staff having greater income. All this contributes to 38.9 percent greater earnings than a GP. I'm sure we agree there are more important reasons to motivate a dentist to become a prosthodontist but it remains imperative to recognize the style associated with the daily routine of our specialty practice. A prosthodontist's private practice is unique and we are special.

1) Nash KD, Pfeifer DL. Private Practice and the Economic Rate of Return for Residency Training as a Prosthodontist, *JADA* 2005; 136(8):1154-62.
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 4) Nash KD, Pfeifer DL. Private Practice of Prosthodontics: Current and Future Conditions in the United States (Part II), *J Prosthodont* 2007; 16(6) (pending publication).

The ACP Messenger

The ACP Messenger is published quarterly by:



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Design

Publications Associates, Inc.

Print Production

R.R. Donnelley

Advertising Sales

M.J. Mrvica Associates, Inc.
Phone: (856) 768-9360
Fax: (856) 753-0064

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Printed in the United States of America
ISSN 0736-346X

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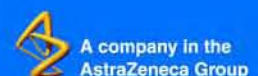
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