

Highlights of 2005: A Year in Review

The year 2005 was one of great transition and opportunity. Despite many challenges, the ACP, its leadership, and staff continued to accomplish many important initiatives. The following is a summary of the year's most notable highlights.

- The Prosthodontic Diagnostic Index (PDI), Diagnostic Codes and CPT treatment codes were incorporated into the Parameters of Care document.
- The Specialty Parameters of Care were developed through an exhaustive effort of the College and published in the December 2005 *Journal of Prosthodontics*. The Parameters of Care define specialty care for members, patients and the profession. They establish a consensus of professional opinion that supports the highest quality of care.
- The number of quality submissions to the ACP's *Journal of Prosthodontics* nearly tripled since 2004, prompting the ACP Board to approve increasing the number of journal issues from four to six per year beginning in 2006.
- ACP leaders met with editors of nine national publications to place stories relating positive life changes through prosthodontic care.

- ACP leaders attended an ACP Michigan State Section meeting to address the issue of patient access to prosthodontists. Similar to other states that require specialty licensure to declare oneself a prosthodontist, Michigan administers its own examination process and prosthodontists need to complete either the ABP or the MSP specialty examination in order to list themselves as specialists in that state. The ACP Michigan state section will lead the effort to address the legislative components of this issue in their state. The ACP is committed to support the recognition of all educationally qualified prosthodontists.
- ACP Governance Task Force and the House of Delegates have undertaken recommendations to change the structure of the ACP, including how we do business and represent our members. ACP state sections will have an opportunity to review a formal proposal before it is presented at the 2006 ACP Annual Session.
- Radio interviews in more than 15 key markets reached millions during drive time and public affairs news programs.
- The value of prosthodontic education was highlighted to the entire dental community with the publication of Drs. Kent Nash and David

Pfeifer's article "Private Practice and the Economic Rate of Return for Residency Training as a Prosthodontist" in the August 2005 issue of the *Journal of the American Dental Association*.

- Live satellite television interviews broadcast from the ACP Annual Session promoted the science and technology presented at the conference to news markets across the country.
- The ACP continued to advocate for the specialty and members with the ADA, Commission on Dental Accreditation, ADEA, the states, and other influential government and dental organizations.
- Tecker Consultants presented a seminal session on the Prosthodontic Personality during the Educator/Mentors Program at the 2005 Annual Session.
- A Dental Technology Concurrent Session, offered for the first time at the Annual Session in Los Angeles, drew rave reviews from a standing-room only crowd of prosthodontists, general dentists, and dental technicians.
- Col. Charles DeFrest received the inaugural ACP Federal Services Award during the Awards Luncheon at the Annual Session.

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PRESIDENT'S MESSAGE

"The Times They Are A-Changin'"

I have said on numerous occasions how membership in the College has great rewards. They are vast and varied. One member's view regarding the value of a particular aspect of ACP membership may be considered less significant by another member. We all recognize the "tangibles" as they are easy to convey, critique, and improve upon. They include, but not limited to; publications (*Journal of Prosthodontics*, *Messenger*, *ACPEF Update*); discounted meeting registration fees (Annual Session and CPE sponsored courses); listing in our membership directory and the Find-a-Prosthodontist area of our Web site; public relations efforts to increase access to care by our members via the GoToAPro.org Web address (national print media, live radio and television interviews). The intangibles may include the activities surrounding the advocacy for the Specialty through participation with the ADA, other Specialty organizations, Discipline groups (Forum organizations), Council on Dental Licensure (CDEL), Commission on Dental Accreditation (CODA), and the American Dental Education Association (ADEA).

We have proactively moved our definition and accreditation standards not only to reflect state-of-the art care, but also to provide for future



Dr. Bruce G. Valauri
DDS, FACP

growth of the specialty in the coming years. As an organization, we have developed corporate relationships that assist us in furthering prosthodontics. This cooperative effort with the leading dental manufacturers and suppliers are a vital part of our growth as well.

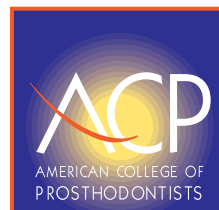
Our House of Delegates (representing our members) has put forth a number of resolutions and charges that will potentially change the face (not the substance or mission) of the ACP to reflect the desire for an alternate means of governance. Ultimately, this will enhance the value of the College, your membership, participation and representation.

There have also been many positive changes that have occurred in our Central Office. It is evident that our new Executive Director, Nancy Deal Chandler, has put every effort to create the most efficient, effective and detail oriented environment. All of the changes revolve around best serving our members.

We recognize many of the areas we need to improve upon and in the months to come I will share the progress with you.

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MIAMI, FLORIDA

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EXHIBITS: NOVEMBER 2-3, 2006

**Look for your registration materials in the Spring
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ACP

AMERICAN COLLEGE OF
PROSTHODONTISTS®

EDITOR'S MESSAGE

Stephen D. Campbell, DDS, MMSc

Growing OUR Programs

Yes..... OUR Advanced Prosthodontic Programs. OUR Programs are critical for each and every one of us. They are critical to us as individuals, to our patients, to our organization, and to our schools. Each and every one of us is connected through "OUR" Programs. They are critical to our identity, our value. They are our past, present, and future. Yes..... they are OUR Programs.

The number and quality of OUR students and Programs determines the number of practitioners, educators, and researchers. It determines our identity and presence within each of our communities. As individuals and as an organization we need to plan for our present and future. How can we do that without considering the critical role OUR Programs play?

The ACP currently lists 336 student members – up from 313 a year ago. The number is less than half of Periodontics. Does that make any sense?

There appears to be a total of 131 first year Prosthodontic Students enrolled in OUR Programs, although nobody appears certain. Does that make any sense?

The ACP database lists 54 Advanced Prosthodontic Programs with several schools having none. Do we track and monitor the size and health of OUR Programs in each of the schools? Do we know the schools that do not have Programs? Does that make any sense?

Have we made efforts to contact each of the schools that don't have Programs to help them realize the importance an Advanced Prosthodontic Program plays in a school? Do they understand that Prosthodontic Programs are a source of teachers at a critical time of shortages? Do we offer resources to help establish new Programs and expand our existing Programs?

It is incumbent upon the central office, the leadership, and each one of us to know more about OUR Programs and OUR students. How many graduate students do we have, do we have a means of communicating with them directly, do we engage them? How can we adequately plan for the future of Prosthodontics without having this critical information?

We need to know the number of applicants and the demographic information. We need to know the number of new Prosthodontists we are graduating every year. How can we plan for the future of our specialty without this information? Does that make any sense?

We need to identify the number of new Prosthodontists that we actually need every year. We need to understand access to care for the aging population, the role OUR Programs play in our institutions and OUR future.

We need more graduates. Larger programs provide more support to schools..... support for the predoctoral teaching programs at a time of significant faculty shortages. Prosthodontics is the heart and majority of all dental school curricula. They need support. This is just one way that every one of OUR Programs can be a productive, valuable contributor within their institutions. There are many others.

We need better support for the surgical specialty programs in our schools. Much of what our surgical colleagues do is in concert with the skills and knowledge that we provide and offer. Prosthodontic Programs need to be the largest and best Programs in our schools. We need more students to support all of these programs.... Endodontics, Periodontics, Orthodontics and Oral Surgery. Does it make sense for us to be the smallest?

We need more students to support the patient care going on in our schools. We need adequate numbers to support the most appropriate care for every patient that is cared for in our schools. How can we ignore the need of the patients? How can we by default allow what should be specialty level care being done by 3rd and 4th year dental students and generalists faculty? Without an adequate quality and number of students in OUR Programs we have given away our identity and our responsibility to others. At the same time, OUR Programs can be productive, and self-supporting at a time of critical shortages in our schools.

We need a comprehensive plan that works with the schools and addresses all of these issues. We need a presence in our schools and the private practice community. We need to be a resource within every school and community, a resource for education, patient care and research. We need to bring the most advanced technologies (e.g., rapid prototyping) into our programs and our communities.

Without a critical mass in OUR Programs, we will not take the next step. It is incumbent upon each and every

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Economics of the Private Practice of Prosthodontics

Dr. Kent D. Nash, PhD (ACP Consultant) and Dr. David L. Pfeifer, DDS, MS, MED (Vice President, ACP)

Two articles have recently been published regarding the economics of the practice of prosthodontics in the United States. These articles were written by Kent D. Nash, PhD and David L. Pfeifer, DDS, MS, MEd. Dr. Nash is President of Nash & Associates, Inc. a consulting firm located in Texas.

In the January 2006 issue of the Journal of Prosthodontics an article was published regarding the net earnings of prosthodontists in private practice ("Prosthodontics as a Specialty Private Practice: Net Income of Private Practitioners"). The article was prepared to present findings about the average net earnings of prosthodontists based on a survey conducted by the ACP during the year 2002 (2002 Survey of Prosthodontists). The purpose for conducting the survey included providing current information to the ACP to assist in the development of activities to enhance and encourage dentists to consider the specialty profession of prosthodontics. The survey was sent to 2,431 practicing prosthodontists. There were 1,222 surveys returned for an adjusted response rate of 50.3%.

The JP article focuses on one of the questions asked from the survey related to the net income of prosthodontists in private practice. For purposes of the survey, prosthodontist net income is what remains of gross practice receipts after practice expenses and business taxes and includes salary, commissions, bonuses, dividends, and any practice payment made to a retirement plan on behalf of the prosthodontist. The average (mean) net income was estimated for private practitioners as a group and for several subgroups of prosthodontists. These subgroups included prosthodontists by age, gender, size of practice, full-/part-time status, and practice ownership.

Average net income of prosthodontists in private practice on a primary or secondary basis was estimated to be \$215,300 in 2001. For prosthodontists who were owners or shared in the ownership of a practice, the average net income was estimated to be \$233,920 (about 8.6% higher than the average for all private practicing prosthodontists). Other findings regarding the average net income of prosthodontists are included below.

- The average net income of owners of a practice was about 2.4 times greater than the average for non-owner prosthodontists
- The average net income of female prosthodontists was estimated to be about 72% of the average earnings of male prosthodontists

(although the sample size was relatively low for female prosthodontists)

- Average earnings for full-time practitioners were estimated to be 2.3 times greater than the corresponding average for part-time prosthodontists.
- Average net income for both the youngest and the oldest practitioners was lower than the average earnings of those in the 40 to 50 year age group.
- Average net earnings were the highest for the prosthodontists who reported they spend "most" of their time providing operative procedures (\$214,620) and fixed prosthodontics (\$229,900); average earnings were the lowest for those reporting they spend most of their time providing complete denture care and removable partial dentures.
- Private practicing prosthodontists reported they spend an average of 17% of their time providing implant restorations and implant surgical placement procedures.
- The average net income was \$204,090 among the prosthodontists who reported they spend "most" of their time providing implant procedures.

The current net earnings are often examined to assess the economic health of a profession. The average net earnings estimated in this study exceed the average net income in 2001 reported by the American Dental Association (ADA) for all dentists and all general practitioners (ADA, 2002 Survey of Dental Practice: Income from the Private Practice of Dentistry, American Dental Association: Survey Center, April 2004).

Current average earnings of prosthodontists are important for comparisons and assessing the current economic health of a profession. But current earnings fall short of responding to a different but important question for the ACP: Is there an economic advantage from investing in prosthodontics residency training and then pursuing a career as a prosthodontist *versus* entering practice as a general practitioner upon graduation from dental school?

To address this question, Nash & Pfeifer published an article to estimate the economic rate of return for investing in residency training as a prosthodontist ("Private practice and the economic rate of return for residency training as a prosthodontist", JADA, Vol. 136, 1154-1162, August 2005). The rate of return is a concept borrowed from the financial market that

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At Your Service...

For questions regarding your membership, ACP programs and events or general inquiries, please contact the ACP headquarters at 800-378-1260; fax: 312-573-1257.

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 Management of the Annual Session and other College meetings.

Ms. Pamela Insley Krueger, MS, Director, ACP Education Foundation - ext. 223 or
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Ms. Elizabeth "Leesa" Kuo, MA, Director, Center for Prosthodontic Education - ext. 224 or
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 Membership benefits, state sections, database administration and any membership-related inquiries.

Ms. Lauren Dethloff, Director, Communications and Marketing - ext. 227 or
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 ACP marketing materials and products, media and public relations, *Messenger* newsletter, web site, and other College communications.

Jennifer Jackson, Administrative Coordinator - ext. 221
 Receptionist and administrative support for all College departments and staff.

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Prof. Magnus Jacobsson, Sweden



CPE NEWS

CPE News

The ACP Center for Prosthodontic Education hosted a **Complete Denture Update course** in Atlanta on September 15, 16, 2005. The program was directed by ACP member, Dr. Frank Lauciello with the generous support of Ivoclar, Straumann and Sterngold. A special thanks also goes out to the ACP GA Section for their contributions to the course. Speakers included Drs David Felton, Thomas Taylor, Frank Lauciello, Jeffery Sitterle, and Donald Yancey, CDT.

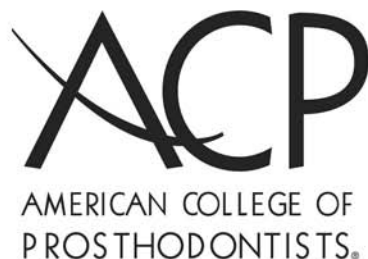
The 54 participants included 20 ACP members, 19 general dentists, 7 laboratory technicians and 6 students. More than 90% of the participants rated the course content good or excellent.

Dr. Kenneth Hilsen, the founding director of the ACP CPE, coordinated the program with the ACP Georgia Section, DenTec and Georgia Tech's Distance Learning and Professional Education Department.

Two Complete Denture Update courses will be held at regional locations in

2006. The first one has been scheduled for May at the Nobel Biocare facility in Mahwah, NJ. The second one will be held in September at Georgia Tech.

In addition, the ACP CPE will be offering several courses on implants, including an introductory hands-on surgery course to be held at Loma Linda University in December. This comprehensive course will cover diagnosis and treatment planning, and will feature hands-on training in the placement of implants. Additionally, Georgia Tech will be the location of an inaugural three-day, multi-level, multi-tracked, comprehensive implant symposium scheduled for January 18-20, 2007. The meeting will be co-directed by Drs. Christopher Marchak, Charles Goodacre, Roy Yanase, and Baldwin Marchak. The symposium will be a complete A to Z review and update of dental implants, and will have broad appeal to the novice, advanced specialist, generalist, laboratory technician and office staff. Break out sessions will be planned for the technical program, auxiliary topics and live surgery. The latest in digital technology will be highlighted.



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INVITES YOU TO THE FOLLOWING CONTINUING EDUCATION PROGRAMS.

WHO SHOULD ATTEND: Dental professionals including general dentists, prosthodontists, technicians and assistants.

**COMPLETE DENTURE UPDATE 2006:
COMTEMPORARY THERAPY FOR EDENTULISM**

May 5-6, 2006

Nobel Esthetics Institue, Mahwah, New Jersey

September 15-16, 2006

DenTeC@Georgia Tech, Atlanta, Georgia

Review the fundamentals of complete denture treatment and secure practical information on how to successfully incorporate removable prosthodontics into your practice. Implant treatment is also emphasized with several supporting lectures and direct hands-on experience.

INTRODUCTION TO IMPLANT SURGERY

December 10-12, 2006

Loma Linda University, Loma Linda, California

This comprehensive, three-day implant surgery course includes hand-on training in the surgical aspects of implant dentistry. The course will cover diagnosis, treatment planning and delivery of state-of-the-art care for the complete and partially edentulous patient. Proof of insurance is required to attend this course.

For more information or to register, go to www.prosthodontics.org/cpe or call the ACP at (800) 378-1260.

American College of Prosthodontists Center for Prosthodontic Education

Improving prosthetic dentistry through ongoing continuing dental education.

In Recognition of Kenneth P. Sobczak, recipient of the 2005 President's Award, and all Program Directors Nationwide.

By Patrick M. Lloyd (excerpted from his speech delivered October 25, 2005 at the President's Dinner at Universal Studios, Los Angeles, California)

The moment I received the telephone call from Tom McGarry, then chair of the nominations committee, asking me to accept the nomination for president-elect of the American College of Prosthodontists, I started thinking about so many things. One in particular was who I would present the President's Award to. I knew this was a very important function of the office, and I was immediately thinking of how I could best use this opportunity to pay tribute to someone deserving of such recognition.

Some months passed and it was finally time for me to decide who would receive the President's Award as I completed my term as President of the ACP. As I looked back over the years at who had previously been acknowledged I realized that, while this year's award is presented to an individual, it is dedicated to the many like him who have given of self.

My selection for the 2005 President's Award is the person who gave me my first break in prosthodontics, Kenneth P. Sobczak, the Director of the Advanced Education Program in Prosthodontics at the Milwaukee VA Medical Center. Like Pablo Picasso who painted one masterpiece at a time, Ken trained one resident at a time. I was one of those lucky few who learned so much from him.

I'm sure I had all the basic clinical and didactic experiences mandated by the standards for advanced training in prosthodontic; but I, along with each of his other residents, gained so much more from our time with him. He inspired us

to always do our best no matter how difficult the situation. He showed by his behavior that patients come first. He encouraged us to never stop learning. He demonstrated the highest professional ethics, and he was there for us – always.

Ken has advised dozens of residents on their theses, reviewed for all the journals in our field and always said "yes" to local and state invitations to

make professional presentations.

So this evening I recognize Kenneth P. Sobczak, and all the other selfless, dedicated, talented program directors who chose to stay home and tend to those who needed them so much, sacrificing so that people like me could go out and do other kinds of good.

Highlights of 2005: A Year in Review *Continued from page 1*

- Contributions to the 2005 ACPEF Annual Fund grew sixty percent over the 2004 ACPEF Annual Fund. And more than 650% in the last three years.
- ACPEF created a network of ACP members uniquely trained to provide care for children with Ectodermal Dysplasia. This network was linked with the National Foundation for Ectodermal Dysplasia in order to increase the quality and availability of care for these children who are unable to grow teeth.
- In the wake of Hurricanes Katrina and Rita, the ACPEF created a disaster relief fund to assist those within the prosthodontic community affected by the disaster. The relief effort provided aid to LSU students, and members in New Orleans and the Gulf States.
- Following a ground-breaking pre-ADEA edu-

cation symposium in 2004, the ACP presented another successful pre-ADEA symposium for prosthodontic educators and students in March in Baltimore. Support from the ACPEF allowed more than 115 attendees, representing 51 prosthodontic programs, to participate in this unprecedented exploration of electronic curriculum in prosthodontic training.

- ACP CPE partnered with Georgia Tech to offer a well-attended and highly-rated Complete Denture Course program at Georgia Tech's state-of-the-art Dental Technology Center. Look for coming announcements of CPE courses in 2006 and 2007 at Georgia Tech's DenTeC.
- ACP welcomed a new Executive Director, Nancy Deal Chandler, and a new Continuing Education Manager, Leesa Kuo, to the HQ staff.

ACP Elects New Officers and Board of Directors for 2006

At the recent Annual Session in Los Angeles, California, the ACP confirmed its new Board of Directors and Officers for 2006.



Dr. Bruce G. Valauri

Confirmed as the 35th President of the College, **Dr. Bruce G. Valauri** is clinical assistant professor at New York University College of Dentistry and maintains a private practice in Manhattan. Previously he served as Director of the Prosthodontic and Maxillofacial Prosthetic residency programs at the New York VAMC from 1989-2002.

Dr. Valauri graduated from the New York University College of Dentistry in 1983 and completed his general practice, prosthodontic and maxillofacial prosthetic residencies at the New York Department of Veterans Affairs Medical Center in 1987. Dr. Valauri is a Diplomate of the American Board of Prosthodontics, Fellow of the ACP and the Greater New York Academy of Prosthodontics and member of numerous other organizations. This is Dr. Valauri's sixth year serving on the ACP Board of Directors.



Dr. Stephen D. Campbell

Dr. Stephen D. Campbell was confirmed President-Elect of the College for 2006. Currently, Dr. Campbell is Professor and Head of the Department of Restorative Dentistry and Director of the Comprehensive Dental Implant Center at the University of Illinois at Chicago. Dr. Campbell received his DDS from the Medical College of Virginia. He completed an Advanced Program in Prosthodontics at the Harvard School of Dental Medicine and a Master of Medical Science Degree with a biomaterials focus at Harvard University in conjunction with the Massachusetts Institute

of Technology.

Dr. Campbell is a Diplomate of the American Board of Prosthodontics and is active in several dental organizations. He is Past-President of the American Academy of Fixed Prosthodontics and the International Association of Dental Research Prosthodontics Section. Dr. Campbell is currently President of the American Board of Prosthodontics and serves as Secretary-Treasurer for the Academy of Prosthodontics.



Dr. David L. Pfeifer

Dr. David L. Pfeifer was confirmed Vice President of the ACP for 2006. Dr. Pfeifer is currently in private practice at the Rossmoor Medical Center in Walnut Creek, CA. Previously, he served 22 years with the U.S. Navy attaining the rank of Captain in 1980, and his last active duty assignment as Executive Officer of the Naval Dental Clinic in San Francisco. In 1988, he was awarded the Meritorious Service Medal for exemplary and dedicated service to his country by the U.S. Navy in 1988. Dr. Pfeifer received his DDS from Indiana University School of Dentistry. He began a residency

program in Prosthodontics at the Navy Graduate Dental School in Bethesda, MD, received his MS and Med degrees from the George Washington University and BS from the University of Dayton. Dr. Pfeifer is a Diplomate of the American Board of Prosthodontics.



Dr. Lily T. Garcia

Dr. Lily T. Garcia was confirmed Secretary of the ACP for 2006. Dr. Garcia is Professor and Chair of the Department of Prosthodontics at the University of Texas Health Science Center San Antonio. She also serves as Chair of the Council for the American Board of Prosthodontics. Dr. Garcia is an accomplished author, having published numerous articles and abstracts. She has edited several dental textbooks, served as a reviewer and editorial board member for several scientific journals, and co-authored the text *Osseointegration and Occlusal Rehabilitation*. She was

named the 2004 ACP Educator of the Year, received the 1999 University of Colorado President's Excellence in Teaching Award, and the Rocky Mountain Study Club Professor of the Year which is awarded by the private practice community. Dr. Garcia is a Diplomate of the American Board of Prosthodontics and Fellow of the American College of Prosthodontists. She was also selected as a Fellow in the 2005-2006 *Hedwig van Ameringen* Executive Leadership in Academic Medicine (ELAM) Program. Dr. Garcia maintains a practice limited to Prosthodontics.



Dr. Jonathan P. Wiens

Dr. Jonathan P. Wiens was confirmed as Treasurer of the College for 2006. Dr. Wiens has been in private practice limited to Prosthodontics in West Bloomfield, Michigan since 1976. He has held teaching positions at the VAMC University of Michigan and University of Detroit Mercy where he reached the rank of Adjunct Clinical Professor. He is the attending staff Maxillofacial Prosthodontist in the Craniofacial Department at Providence Hospital in Southfield, Michigan. Dr. Wiens attained Diplomate status of the American Board of Prosthodontics in 1982 and ABP recertification in 2004. He is a Fellow of the College

and has served on many ACP committees, including the informatics, maxillofacial prosthetics, nominating, parameters of care, program, strategic planning, ACP Board Preparation course, Forum Representative to the ACP House of

Delegates, and serves as Chair of HOD Governance Task Force. Currently, Dr. Wiens is President of the Academy of Prosthodontics and Past-President of the American Academy of Maxillofacial Prosthetics and the Michigan Society of Prosthodontists, where he also functioned as a Board Examiner for specialty certification in Michigan for three years.



Dr. Francis V. Panno

Dr. Francis V. Panno was confirmed as Director-At-Large. Presently, Dr. Panno is the Associate Dean for Clinical Affairs and is the Tenured Ira E. Klein Chair Professor of Prosthodontics at New York University College of Dentistry. From 1979 to 2001, he served as Chairman of the Louis Blatterfein Department of Prosthodontics, and Head of the Division of Reconstructive and Comprehensive Care. He is a former Senator of the New York University Senate and Council of Faculties. Dr. Panno received his BS and DDS degrees from Marquette University and Certificate

in Prosthodontics from New York University. He is a Diplomate of the American Board of Prosthodontics and a Fellow of several dental organizations, including the ACP, International College of Dentists, AAFP, and GNYAP to name a few. Dr. Panno is an accomplished lecturer and author, having published in thirty-eight refereed journals and textbooks, and co-authored a text on implant dentistry. He is the recipient of numerous awards, including the 2002 Distinguished Alumnus award from Marquette University and the Medal of Honor from the Ninth District Dental Society. He is Past President of the Westchester Shore Dental Forum, The Omega Chapter of Omega Kappa Upsilon, and the Greater New York Academy of Prosthodontics.



Dr. Robert Tupac

Dr. Robert Tupac was confirmed as Director of Prosthodontic and Patient Services. Dr. Tupac is primarily involved in private practice, but has always taught and been involved in dental organizations. He has been a Diplomate of the American Board of Prosthodontics since 1981. Early in his career, he taught in Hospital Dentistry and Maxillofacial Prosthetics at UCLA. He is a full Clinical Professor of Dentistry at USC where he has taught for the past 25 years, the last fifteen or so in the Odontic Seminar. In 1980, he was the FPO representative at the ADA national Peer Review

Symposium. He has also served as the California Dental Association Prosthodontic Peer Review Chair for eighteen years and Peer Review Chair for the ACP for eight years. He edited the second edition of the ACP Peer Review Manual. He was part of the original Parameters of Care committee, and recently chaired that same committee in its just published revised Parameters of Care document, a supplement to the Journal of Prosthodontics in December, 2005. He has written several articles in peer-reviewed journals and has given more than 375 invited lectures nationally and internationally. He is founder of the West Coast Implant Institute. He is a Past-President of the Pacific Coast Society for Prosthodontics.



Dr. Susan E. Brackett

Dr. Susan E. Brackett was confirmed as Director of Public & Professional Relations. Dr. Brackett received her DDS degree from the University of Oklahoma, College of Dentistry where she was a member of the third graduating class in 1978. She received her certificate in Fixed Prosthodontics and an MS from the University of Iowa in 1987. Previously, Dr. Brackett has held faculty positions at the University of Colorado School of Dentistry and the OU College of Dentistry, Department of Fixed Prosthodontics. She is the 1988 recipient of the AAFP's Stanley D. Tylman Award, and

co-author of the American Medical Writers Association's award-winning textbook, *Fundamentals of Tooth Preparation* as well the *Fundamentals of Fixed Prosthodontics*, third Edition. Dr. Brackett is an active member of the ADA, the Oklahoma Dental Association, and the American Academy of Fixed Prosthodontists. She is a Diplomate of the American Board of Prosthodontics and a Fellow of the American College of Dentists and the ACP. She has served on numerous ACP committees, and was a Section President and the delegate from Oklahoma. Most recently she has served on the ACP Education Foundation Board and as the National Coordinator for the ACEF's Annual Appeal. Dr. Brackett maintains a part-time private practice limited to prosthodontics in Oklahoma City, Oklahoma.

Additional members who will continue to serve on the ACP Board of Directors in 2006 are: **Dr. John Agar**, Director of Continuing Professional Education; **Dr. Lyndon Cooper**, Director of Education and Research; **Dr. Frank Tuminelli**, Director of Membership; **Dr. Richard Seals**, Speaker of the House of Delegates; **Dr. Gary Goldstein**, Forum Director; **Dr. David Felton**, *Journal of Prosthodontics* Editor-in-Chief; and **Dr. Patrick Lloyd**, Immediate Past President.

MEMBER NEWS

New Members (Approved at the October 2005 meeting)

Student Members

Dr. Jonathan Abenaim	Dr. Jeffrey Fleigel	Dr. Benjamin Patterson
Dr. Hitomi Akimoto	Dr. Ivelis Hernandez	Dr. Jason Peacock
Dr. Jmi Bassett	Dr. Jamie Heying	Dr. Jaime Poulos
Dr. Daniel Bates	Dr. Luis Infante	Dr. Juan Ramirez-Echave
Dr. Natalya Bejar	Dr. Brandon James	Dr. Peter Ricciardi
Dr. Avinash Bidra	Dr. Kyung Kim	Dr. Philip Roe
Dr. Nurit Bittner	Dr. Sung-Oh Kim	Dr. Cade Salmon
Dr. Andrew Bock	Dr. Elias-Dimitrios Kontogiorgos	Dr. Jae Yun Song
Dr. Brian Bray	Dr. Enrique Lask	Dr. Angela Stanton
Dr. Allison Broyles	Dr. Min-Chieh Liu	Dr. Carlos Torres
Dr. Sandy Chang	Dr. Yousef Marafie	Dr. Samantha Truong
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Certified Dental Technician Alliance

Mr. Al Botkin	Mr. John Ness	Mr. Patrick Reid
Mr. David Brandenburg	Mr. John Proebsting	

Membership Status Changes (Student to Member)

Dr. Philip Baker	Dr. Bryhn Simmons
Dr. Kok-Heng Chong	Dr. Kelly Copps Wood

Membership Status Changes (Active to Life)

Dr. Ned Van Roekel

Reinstated Memberships

Dr. Michael Bowman	Dr. Kyung Myun Kim	Dr. Robert Wright
Dr. Jonathan Haun	Dr. Louis Rissin	

Member/Section News

Dr. Jaime L. Lozada was elected Vice President of the American Academy of Implant Dentistry. Dr. Lozada is a professor and director of the Graduate Program in Implant Dentistry at Loma Linda University School of Dentistry. He is also a graduate of Loma Linda University, having completed his three year residency in implant dentistry in 1987 and his graduate prosthodontics certificate in 1995. Dr. Lozada has been involved with Implant Dentistry for 20 years and has been instrumental in training residents and fellows in the latest techniques in oral implant surgery and

prosthodontics. He is an active member of the Academy of Osseointegration, a Fellow with the American Academy of Implant Dentistry, a Diplomate of the American Board of Implant Dentistry, a member of the Editorial Board of the *Journal of Oral Implantology* and member of ACP and other Prosthodontic and Implant Organizations. Dr. Lozada has published and lectured nationally and internationally on implant dentistry. He maintains an intramural private practice limited to Implant Surgery and Prosthodontics.



The **Massachusetts section** of the ACP hosted "The Steven R. Gordon Memorial Essay Contest". The annual contest is open to all Postgraduate Prosthodontic Residents in Boston and Connecticut. It is one of the Section's highlight activities and was very well attended. Pictured standing from the left to right are Dr's: Stefan

Neeser – Secretary Treasurer, Hans Peter Weber - Executive Council, Aram Sirakian – Section President, Amit Sachdeo – first place winner, Adman Ishgi – second place winner, Omar Cruz – third place winner, Steven Morgano - Vice President, and guest.

Economics of the Private Practice of Prosthodontics

Continued from page 3

reflects both the costs of acquiring the necessary training and the economic returns to the prosthodontist over a practicing career. Once estimated, the rate of return (which is estimated as a percentage) can be compared to rates of return estimated for other professions or returns from investment in alternative assets. A "positive" rate of return is an estimate that the economic returns over the career of a prosthodontist are large enough to pay for the costs of training plus provide a profit. In short, a positive rate indicates the investment in prosthodontics residency training is economically worthwhile.

Overall the economic rate of return for investment in prosthodontics residency training was estimated to be a positive 8.23% (under conditions of no financial assistance during residency). Under differing "conditions", the rate of return was estimated to be:

- 9.11% for full or part-time practice and including stipends during residency
- 9.71% for full or part-time practice and including stipends plus loans during residency
- 10.27% for full-time practice and no financial assistance during residency
- 11.40% for full-time practice and including stipends during residency
- 12.18% for full-time practice and including stipends plus loans during residency

The above indicate the estimated rate of return is positive, reflects full- or part-time practice, and that financial assistance tends to enhance the rate of return. Increasing financial assistance, other things constant, increases the rate of return and encourages greater interest in prosthodontics training. Alternatively, reductions in financial assistance reduce the rate of return and discourage decisions to enter prosthodontics residency.

Estimates of the rate of return tend to be sensitive to the level of educational costs (net of financial assistance), the length of residency training, and the level of net earnings during the early years of practice. The "positive" estimate of the rate of return is consistent with both prosthodontic residency training being a financially attractive investment and a likely continuation of the demand for prosthodontics residency training.

Estimates of the rate of return in 2001 also indicated that, on average, the current value of the net earnings of private practicing prosthodontists in the first three years of practice is larger than the estimated total costs of education.

Editor's Message

Continued from page 3

one of us to be involved and know our student members. It is also the responsibility of the ACP and the Central Office to know each of its student members and Programs. Regular communications and assistance with the issues that face them..... resources. OUR Programs have needs. Need for quality educators, need for more applicants and the best students. Need for support and resources.... funds to support graduate students, funds to support graduate student involvement in our national organization.

Prosthodontics has a need. A need for all Prosthodontists to become involved, a need to focus on OUR Programs for today and the future. OUR Programs need support. Who among us has not benefited by our educators and OUR Programs? We need support from all of Prosthodontics. From private practitioners to give back and become engaged in education of OUR future Prosthodontists. From the Forum Organizations, the membership, the educators, the researchers, the Central Office, and the leadership.

Shouldn't our first step be to put into place the cascade of events that will affect two generations of Prosthodontics? The solution is simple... we need to Grow Prosthodontics and Grow OUR Programs.

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Should I Purchase Long-Term Care Insurance

By Kenneth C. Thomalla, CPA, CLU, CFP
Chief Operating Officer, Treloar and Heisel, Inc.

As baby boomers realize the costs of Long Term Care for their parents, it's no wonder why Long Term Care Insurance is the fastest growing market in the insurance industry. Despite those facts and conflicting information from advisors, many professionals still question the need for such coverage.

The following are three common misconceptions when it comes to deciding whether or not to purchase LTCI.

My spouse and I are too young; I will worry about LTCI later

According to *Americans for Long Term Security* (2001), "Of current long term care users, 40 percent are under age 65". Most of you have health and disability insurance, but that would not be sufficient to cover the burden of Long Term Care Costs.

One's insurability is another reason why consideration needs to be given to this product earlier rather than later. There are many health concerns that will cause an applicant to be charged a higher premium or even be declined for coverage. It would be beneficial to lock into a rate class when one is presumably healthier, earlier in their lives.

Long Term Care Insurance premiums are typically level and based on the age that you purchase the plan. Many carriers offer a provision that allows you to pay premiums for 10 years and then have a paid up policy. This provision makes it very beneficial to purchase the coverage at a younger age and pay for it during your working years. LTCI policies do not normally guarantee premiums, but many carriers will guarantee no additional premiums after you have completed the tenth payment with the ten-pay option.

I have plenty of money and will self-insure the cost of long-term care

People who purchase LTCI fall within a wide corridor. If one's assets were minimal, they would probably not purchase coverage because they would qualify for Medicaid.

On the other end of the spectrum is the individual who has a sizeable net worth. Even people at the high end of the net worth spectrum will consider LTCI as an estate preservation tool. These people will gladly insure against the risk of long-term care using pennies on the dollar.

Can the cost of long-term care truly be self-insured? Much depends on how long the care will be needed. Unfortunately, we do not know the true cost until care is needed. The cost for a private room in a nursing home can range from \$30,000 to \$180,000 per year¹. If these numbers were to increase by 5% a year, the cost in 30 years would be \$120,000 to \$700,000 per year.

For a married couple, the other consideration that needs to be taken into consideration is the fixed cost for the spouse at home. People fail to realize that much of the total cost of living does not decrease when one spouse enters a nursing home.

Some insurance companies offer a non-forfeiture benefit rider that will return premiums if long-term care is not needed. For those who are unsure as to whether assets are sufficient to self-insure, this rider should be considered when deciding to purchase LTCI.

Based on my family history, I will never be in a nursing home

Most people would prefer never to enter a nursing home. People who are age 65 will have a 40% chance of entering a nursing home at some point in their life². This trend is increasing as the number of traditional caregivers is diminishing. Children are relocating away from their parents, and thus, it is becoming more difficult to keep ailing parents at home.

LTCI has evolved over the years. Coverage now includes a full range of benefits; Nursing Home, Assisted Living, Home and Community Care and Adult Day Care. LTCI policies will allow an individual to remain in their own home as long as possible. If the individual ultimately needs to go into a nursing home, the LTCI provides for many options to make the transition smoother for all family members.

As a reminder, Qualified LTCI can be paid and deducted as a business expense according to IRC Section 213(d). Employers can discriminate among class lines so only the doctors can be covered. The amount that can be deducted will depend upon the business structure.

LTCI is an important policy that is overlooked by some, especially the younger professional. All individuals regardless of age and net worth should evaluate this product and is a good fit for many as an effective estate preservation tool. For more information on LTCI contact Treloar and Heisel, Inc. at 800-345-6040 or www.th-online.net.

¹ MetLife Market Survey on Nursing Home and Home Care Costs, April, 2002

² Health Insurance Association of America, December, 1999

EXECUTIVE DIRECTOR'S MESSAGE



Nancy Deal Chandler
ACP Executive Director

In my short tenure as your Executive Director, I have had the opportunity to get to know many of you, as well as your Board leadership. Everyone I've met thus far has been very welcoming and supportive, and I thank you all for that! Since we haven't been properly introduced yet, I should acquaint you with my background.

I was born and grew up in Norfolk Virginia—the oldest of four children. Most of my family still lives in the neighborhood where I was raised. I moved to Chicago more than 20 years ago and have spent most of my career working in the association community in and around Chicagoland.

I received an undergraduate degree from the College of William and Mary. While in college, I spent a semester at the University of Saint Andrews in Scotland. Unfortunately, I didn't play golf then, but my dorm overlooked the 18th hole of the Old Course. I really had a great view of the British Open that summer!

I then went on to get a Masters degree from the University of Virginia. After graduate school and some job interviews, I decided to focus my career in health care, which led me to more graduate school at Emory University School of Medicine. At Emory, I earned a postgraduate degree in health records administration. Afterward, I worked for several years in my home town and later moved to Chicago for a new job opportunity.

I had the good fortune to receive a job offer from the American Hospital Association (AHA) in Chicago where I held a number of positions including, Associate Director of the Division of Medical Staff Affairs, Director of the Division of Hospital Governance, and Deputy to the Senior Vice President. The AHA was a wonderful training ground in association management.

The Joint Commission on Accreditation of Healthcare Organizations recruited me away from the AHA to become Director of Education. I enjoyed almost 14 years there, holding such positions as Director of Accreditation Services and Vice President for Education. My work at the Joint Commission prepared me well to represent you in such important forums as the ADA's Commission on Dental Accreditation, which I attended in January.

Before coming to the ACP, I was the Director of the Division of Medical Journals and Professional Periodicals at the American Academy of Pediatrics. My responsibilities included the Academy's scientific, technical, and professional publishing and printed and electronic continuing medical education activities—both domestic and international, the Academy's career Web site, its entire eLearning platform, and over \$18 million in revenue and more than 30 staff to manage. The Academy gave me many opportunities to continue learning about leadership and to hone my association management skills.

Last summer, I was approached by a search firm about the ACP's Executive Director position opening. The rest is history as they say. There is one small coincidence here that may interest you. Before I had even heard of the ACP or the dental specialty of Prosthodontics, both of my parents announced that they were going to get dental implants, and with their dentist, they started a year and a half long journey toward that end. You can imagine my relief and delight when I discovered (after I had accepted the position as ACP's new Executive Director) that Mom's and Dad's dentist was in fact a Fellow of the College! Needless to say, my parents now understand the value of their Prosthodontist's training and certification and the word Prosthodontics just rolls off their tongues these days!

As you can see, I have had the privilege of working for many outstanding organizations over my career. One of the benefits of which has been the chance to get to know many terrific colleagues, mentors, leaders, and friends — all who have in some way, big or small, helped me to succeed and continue to grow. I have lots of people to thank for my professional success but along the way, I want to say a special thank you to my dear husband, Paul, for his unflinching and constant support.

I look forward to getting to know you, so please do write or call me with your stories. I'm sure others would like to get to know, connect with, or reconnect with our members and their colleagues. I hope we hear from you so we can start to publish your stories in the *ACP Messenger*!

Central Office Update

ACP is pleased to welcome two new staff members to the National Office. Carla Baker, MA, CAE, joins the ACP as the new Director of Membership Services and Outreach. Lauren Dethloff also came on board as the new Director of Communications and Marketing. Look for staff profiles on Carla and Lauren in the next issue of the *Messenger*.

CLASSIFIED ADVERTISEMENTS

PRACTICE FOR SALE



California (San Francisco)

– Well-established, quality-oriented Prosthodontic/restorative practice for sale. Exceptional Pacific Heights location with world class views of the San Francisco Bay and Golden Gate Bridge from all four operatories of this 1320sf, recently remodeled office. \$1.01M Gross Production in 2005. Digital radiography. No HMO, PPO, Capitation, or Denti-Cal. No Amalgam. Large, fully equipped laboratory. Please contact 800-446-9031 or sfpractice@hotmail.com

Colorado (Front Range) – Well-established prosthodontic practice with opportunity for immediate buy-in of 50% with option to purchase additional 50% at later date. Attractive & comfortable office. Consistently growing, fee-for-service dental practice. 2004 collections exceeded \$775,000. Practice Transition Partners 888-789-1085, www.practicetransitions.com.

Calendar of Upcoming Events

March

- 8-11 **ADEA 83rd Annual Session**
Orlando, FL
- 8-11 **AADR 35th Annual Meeting**
Orlando, FL
- 16-18 **Academy of Osseointegration Annual Meeting**
Seattle, WA
- 23-25 **2006 Hinman Dental Meeting**
Atlanta, GA

May

- 1-3 **American College of Oral and Maxillofacial Surgeons 27th Annual Scientific Conference**
Las Vegas, NV
- 5-6 **ACP Center for Prosthodontic Education Complete Denture Update 2006L Contemporary Therapy for Edentulism Nobel Esthetics Training Institute - Mahwah, NJ**
- 22-26 **Academy of Prosthodontics Annual Meeting**
San Francisco, CA

June/July

- 28-1 **IADR 84th General Session**
Brisbane, Australia

August

- 2-5 **American Academy of Esthetic Dentistry 31st Annual Meeting**
Grand Cayman

September

- 15-16 **ACP Center for Prosthodontic Education Complete Denture Update 2006L Contemporary Therapy for Edentulism DenTeC@Georgia Tech - Atlanta, GA**

October

- 4-7 **AAOMS 88th Annual Meeting**
San Diego, CA
- 12-15 **ISMR /AAMP Joint Meeting**
Maui, HI
- 25-29 **American Academy of Implant Dentistry 55th Annual Meeting**
Chicago, IL

November

- 1-4 **ACP 2006 Annual Session**
Hyatt Regency Miami - Miami, FL

December

- 1-2 **Fall Meeting GNYAP**
New York, NY
- 10-12 **ACP Center for Prosthodontic Education Introduction to Implant Surgery**
Loma Linda University - Loma Linda, CA

Florida (Coastal Northwest) – Active fee-for-service prosthodontics practice located in coastal northwest Florida. Assets include all patient records, furniture, and equipment, including equipment for six operating rooms (x-ray in each operatory). Assignable office lease has 3 years remaining on current term, with a 3-year option to renew, for a facility with six operating rooms, lab, private office, and substantial ancillary space, including storage areas. Average annual practice receipts (patient pay receipts only) exceeds \$760,000. Sale price of practice - \$575,000. Seller intends to continue his active practice until the sale of the practice occurs. Confidentiality is important. Initial inquiries should be directed to post office box 13010, Pensacola, Florida 32591, Attn: Harry Stackhouse, Esq.

Ohio (Fairlawn/Akron) – Prosthodontic practice for sale in Fairlawn/Akron, Ohio (20 miles south of Cleveland). 11 year old fee-for-service practice with well established referral base. Gross income 516K for 3 1/2 days per week. Full spectrum of prosthodontics with emphasis on implants. Staff is highly skilled, motivated, and would like to work for a new owner. Contact Dr. Terence R. Dentkos at 330-419-0044; E-mail: trdent@verizon.net.

Texas (South Texas) – Modern, well equipped, pure prosthodontic, fee-for-service practice opportunity. 2005 receipts \$575,000 on 3 days per week. Sale price \$405,000. Serious enquiries only. Contact: stxpros@yahoo.com

EMPLOYMENT OPPORTUNITIES

California (San Francisco) – Seeking full time Prosthodontist or General Dentist with minimum 3 years experience or advanced restorative training in addition to work experience for established group practice with different specialties. Dentist would need to perform diagnostic, preventative, restorative, crown and bridge, removable prosthodontics, endodontics, implants and TMJ therapy. Fax resume to Dr. Henry Lucas (Sutter Place Dental) at 415-775-2379.

New York (Buffalo) – Seeking enthusiastic, caring, success-oriented prosthodontist associate leading to ownership in progressive, spacious, high-tech, long established Prosthodontic practice. Unconditional commitment to excellence. Great opportunity for recent Prosth Grad, or associate seeking change. Bring your creative ideas and commitment to growth, share caring team and enjoy beautiful lake view, golf, sailing, winter skiing and numerous cultural activities and professional sports teams. E-mail: mfagin@adelphia.net or call 716-633-7070.

Classified Advertising Policy

The ACP Messenger reserves the right to accept materials and require publication prepayment.

The advertiser agrees to assume all liability for content of ads printed and must be fully authorized for use of the ad's content, including, but not limited to, persons' names and pictures, testimonials, and any copyrighted or trademarked material. In consideration of the publication of advertisements, the advertiser will indemnify and hold the publisher harmless from any loss or expense arising out of an advertisement.

To ensure consistence in style, advertisements will be subject to editing. The ACP reserves the right to decline or withdraw advertisements at its discretion.

Place An Ad

To place your ad today, complete the inserted form. Photos are now being accepted for classified ads. Photos must be sent to the managing editor. Photos will be reduced to approximately 2 x 3in and will be published in grayscale. Photos are limited to 1 per ad and are subject to approval.

Classified ads are \$55 for the first 60 words and \$1 for each additional word. The minimum charge is \$55. A photo is an additional \$50. Payment by check, VISA or MasterCard is required prior to placement.

For more information, contact the managing editor.

Pennsylvania (Philadelphia) – Great opportunity for prosthodontist looking for equity position in established practice. I am looking for the right person so I may begin to slow down gradually. Practice encompasses basic restorative, crown and bridge, removable, perio pros, and implant reconstruction. State-of-the-art facility has seven operatories, full lab, digital radiography and in operator computers. Please call or submit resume to: Dr. Joseph Breitman at telephone: 215-728-1696; E-mail: drjosephbreitman@aol.com.

Texas (Houston) – The University of Texas Dental Branch at Houston invites applicants for one (1) part-time and one (1) full-time faculty position in the Department of Prosthodontics. Responsibilities include pre-clinical teaching to undergraduate dental students. The applicant must have a DDS/DMD degree recognized by the Commission on Dental Accreditation of the American Dental Association and be eligible for licensure in the State of Texas. Previous teaching or private practice experience required. Advanced training in Prosthodontics is preferred. The appointment is expected to be at the Clinical Assistant or Clinical Associate Professor level. The University of Texas Health Science Center at Houston is an equal opportunity employer, M/F/D/V, and a non-smoking environment. Women and minorities are encouraged to apply. This is a security sensitive position and thereby subject to Texas Education Code #51.215. A background check will be required for the final candidate. Please submit a letter of application, curriculum vitae and list of three references to: Dr. Thomas J. Huff, The University of Texas Dental Branch at Houston, 6516 M.D. Anderson Blvd, Suite 422, Houston TX 77030.

Virginia (Richmond) – Prosthodontist Associate. Great opportunity, leading to partnership, for recent graduate or associate who is enthusiastic and passionate about success. Cutting edge, rapidly growing Prosthodontic practice committed to excellence and innovative technology, is seeking individual to come and join the likes of our hard-working, caring, and ambitious-minded team. This position is perfect for the individual who thrives on striving for excellence. Opportunities also exist to foster interest in teaching and research both at the local and national levels. Modern office building with metropolitan feel in urban setting located near historic downtown Richmond and close to Blue Ridge Mountains and beautiful Virginia shorelines. Enjoy all that there is to offer in this superior location close to fashionable shopping, trendy restaurants, various cultural events, a variety of outdoor activities, and fabulous communities. We are excited about finding the right person to complete our team today! Contact Dr. Karen McAndrew via email at ksmcandrew@aol.com or call (804) 741-8689.

The ACP Messenger

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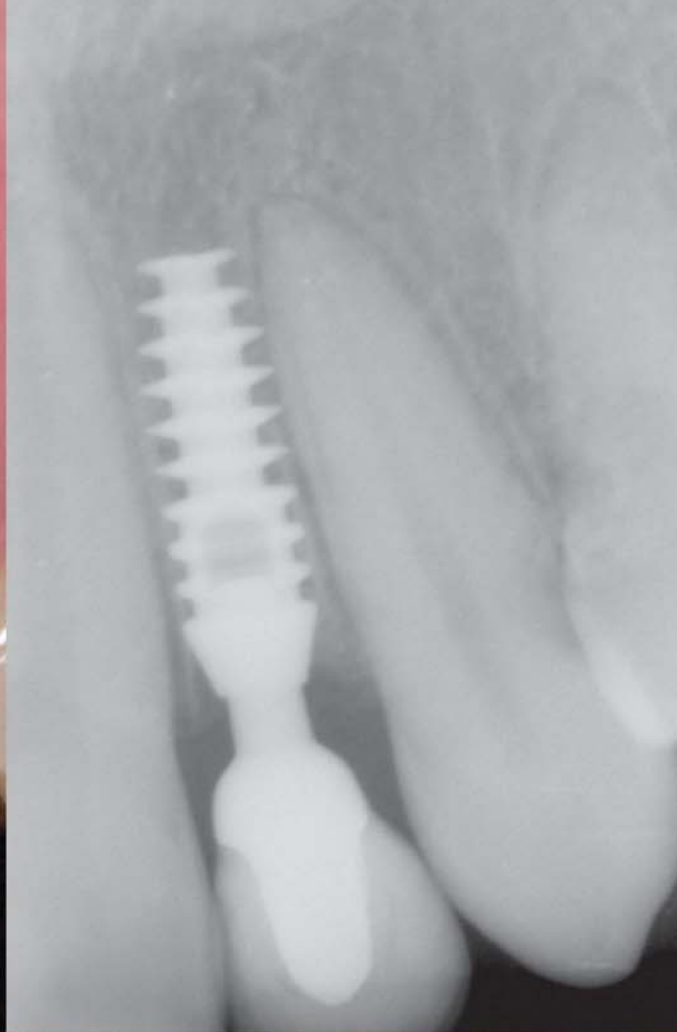
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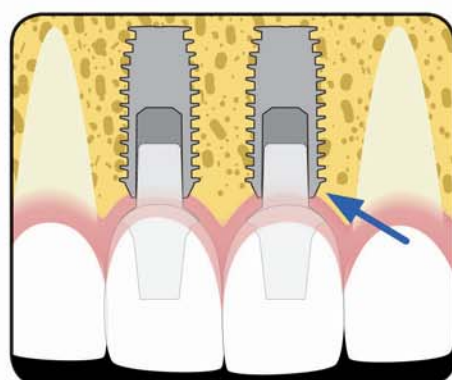
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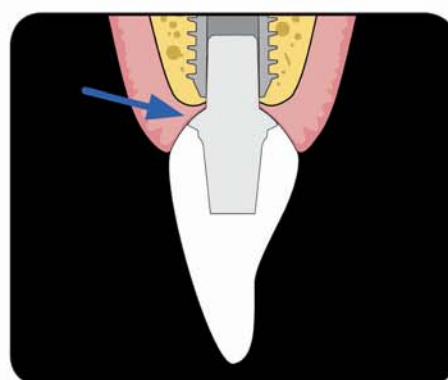
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