COME AND JOIN US AT
THE 2013 NHDS ANNUAL MEETING
Inn at Church Landing in Meredith
May 16 – 18, 2013

Guest Speakers Include:
- The Madow Brothers; Dr. Richard Madow
  Dr. David Madow
- Dr. Sadru Kabani
- Dr. Howard Pactovis
- Dr. James Stein
- Dr. Ronald Zentz
- Dr. Shailesh Kottal
- Andrea Wiseman, RDH
- Dr. Gerard Kugel
- Mr. Izzy Gesell
- Mr. Robert C. Burns, Jr., CFP, CLU, ChFC
- Mr. Troy Zerveskes

Social events include Casino Night on Thursday: Foundation Dinner and show on Friday night and golf on Saturday afternoon. The brochure can be downloaded at www.nhds.org – online registration will be available very soon.

"GIVE KIDS A SMILE DAY"
Friday, February 8, 2013

This annual observance is coming up very quickly and various events are being planned around the state to celebrate this event. The type of events vary from components getting together to offer free care that day (or days near that date) in one central location, to other offices individually providing free care, to dentists and their staffs going into local schools to teach about proper oral care. We would like to have more offices and individuals involved and we would like to know what events you have already planned. Two of our young woman members, Dr. Melissa Dennison of Newton and Dr. Melissa Kennell of Gilford have agreed to co-chair GKAS for us again this year. The “Melissa” team will be sending out further information in the very near future and will be working with a local PR firm to get the word out about this celebration. (Thank you to the Northeast Delta Dental Foundation for their support of this PR effort). Please email rwoodward@nhds.org with information on the programs you are offering and let us know if you want us to help you recruit children in need of care on that day.

Hospitality at Yankee Dental Meeting

All members are invited to the New Hampshire Dental Society lounge on the exhibit floor at the Yankee Dental Meeting. We will be located in almost the same area of the Exhibit floor as last year, to the far left of the exhibit floor as you come down the escalators. All six New England states will be grouped together with each of us having ample space to greet our members and welcome visitors. Please stop by for coffee and to meet old and new friends:

Thursday, January 31 – 9:30 a.m. – 5:30 p.m.
Friday, February 1 – 9:30 a.m. – 5:30 p.m.
(Wine and Cheese Reception from 3:30 p.m. – 5:30 p.m. sponsored by Davis and Towle Insurance)
Saturday, February 2 – 9:30 a.m. – 2:00 p.m
A Letter to The Editor

I recently read an article in the Portland (ME) Press Herald detailing lobbying efforts in the state of Maine and learned that Northeast Delta Dental spent $251,332 on event lobbying which includes banquets and luncheons held outside the State House but attended by state policymakers. This amount was the highest of the 19 organizations listed and $55,000 more than the second highest spending organization, the Maine Credit Union League. In addition, Delta spent $3,760 for lobbying activity within the State House.

It is not my intention to question Delta’s actions as they are entirely legal and perhaps warranted under the present political system. Naming right to baseball parks, donations to well deserving events and the like are signs of a well run organization and this letter is not to disparage Delta either from a professional or personal point of view.

My problem is with the New Hampshire Dental Society and the fact that it solicits, accepts, and expects substantial sums from Delta to fund dental society functions such as the Annual Meeting and some luncheons during continuing education seminars. How can our Society accept money from an organization that is bound by a fiduciary responsibility to make profits even at the expense of the practicing dentist as witnessed by the recent edicts passed down by Delta concerning PPO’s and just recently, that new participating dentists must accept all Delta products.

Let us be honest, Delta is motivated by their own self interest and we, as a Dental Society should be representing the interests of our members and the patients they serve. Accepting money from any dental benefits company is just plain wrong and it should be stopped.

In my opinion, this issue threatens to become a serious conflict of interest both on a local level as well as nationally. How can arbitrary policies and rules issued by these same companies that directly affect the financial stability of dental businesses be debated and resolved in an unbiased manner when there is the taint of money lurking in the background.

I strongly urge our Board of Trustees to examine this issue in depth. As trustees, present the issue at local meetings and seek opinions from our members. I have confidence in our Board and our members to look at this issue and come to an acceptable decision. Thank you.

Sincerely,
Christos Giotopoulos, DDS
Past President NHDS, ADA Life Member

2013 Dues

Just a reminder that the dues bills for 2013 were mailed in late November and are payable on January 1, 2013. If you have any questions please do not hesitate to call Joanne Dover at 225-5961 or 1-800-244-5961. Time payment plans are available and we do accept checks and MasterCard or Visa.

NEW HAMPSHIRE DENTAL SOCIETY FOUNDATION

The NHDS Foundation is the philanthropic arm of the NH Dental Society, supports the improvement of oral health in our state, offers loans to dental students from New Hampshire and also grants money to these students for educational materials. Annual contributions can be made to the Foundation by paying the voluntary contribution suggested on your dues bill, or by making a tax deductible contribution directly to the NHDS Foundation c/o the NH Dental Society.

WEBSITE LOGIN

Our website has been updated and is filled with current information that is critical to your practice of dentistry today.

The web address is www.nhds.org

To login to the Member Section:
Username is your last name plus the last four digits of your ADA number.
Password is your ADA number. Once in you can change your password.

If you have difficulty accessing the Members Only side of the site, please call us at 225-5961.
**From the President…**

Glenda C. Reynolds, DDS

Happy New Year to all of you.

It is amazing how fast the time goes. Jim, Puneet, and I were very busy from September to early November making appearances at Component dental societies, the dental meetings of Vermont and Maine, the District 1 Caucus, the Annual Session of the ADA, and lastly, the Pres. and Pres. Elect Meeting of the First District.

The commonalities of all the meetings and participants seem to be linked around the mega topic discussion from the ADA this last annual session: “What is dentistry going to look like in 5-10 years?” This includes trying to answer the following questions:

- What is the average dental practice going to look like?
- Are we going to have different provider types?
- How is insurance going to play into the business of dentistry?
- How can we as a dental association/society be relevant to our members?

In NH we are addressing some of these questions this very year in the upcoming legislative session. We have 3 bills that have been introduced that are directly related to dentistry. Unfortunately we do not have the language to 2 of the bills so we are not fully aware of the consequences of the proposed legislation. I will outline the position the NHDS BOT has taken.

1. **Labeling of removable appliances.** This had been introduced last year and was defeated. The language of the bill is not available at this time. It is my understanding the bill has been re-written and resembles a Pennsylvania law. I also understand there are several different ways to opt out of labeling the appliances. Previously, the dental society opposed the law because it should be a patient’s choice and it would be burdensome in some dental specialties. The current BOT has not addressed this topic and therefore has not stated a position.

2. **Dental Therapist.** Last year a dental therapist bill was introduced. We were able to defeat this with an amended version allowing additional duties and certification for Public Health Hygienists. This year the bill has been re-written. We have not received a copy yet. The position of the dental society has been that the dentist needs to remain the head of the dental team; access to dental treatment is not about putting more providers into the system but addressing many of the other barriers to care; NH has approved expanded function dental assistants and certified public health hygienists. Neither of the last two providers have been put into effect so we have not been able to see the benefits of adding the additional provider types. The current BOT has not addressed this topic and therefore has not stated a position.

3. **Non-covered Services.** The dental society has introduced this bill. Currently it has been introduced with a 50% deminimis clause as approved by the BOT. The cost to defend and achieve a win at this level will be very challenging if not impossible for the dental society. The reason is that we do not have any support from others for this. Specifically Delta opposes the bill as written. They are willing to support the bill if it has no deminimis or a 25% deminimis. The cost to the dental society would be less and the gains would also be less; but there would be a gain. It is a compromised position. Others that will oppose are other dental benefits providers and dental benefits subscribers. State employees are a major group that subscribes to dental benefits. I believe this legislation is very important particularly with the increase of PPO plans into NH. Many benefit plans do not provide a benefit for prosthetic work and this would allow dentists to balance bill for those services. I believe this is a compromise and is much better than accepting a reduced fee for which the benefit carrier is not willing to provide any benefit dollars. I would encourage members to think about the financial cost and the time cost and the willingness of each one to write a check and spend time with the legislators. This is not a bill or position that 2-3 members of the executive committee can take on themselves; this legislation would require a very active role by all members. If you are a dentist who supports the NCS bill with a 50% deminimis but are not willing to meet with a Legislator and/or are not willing to write a check now; please consider whether the compromised position would be better than nothing.

The dental society is actively addressing at least two issues that have proponents that seem to be diametrically opposed. We must come together to have respectful discussion to understand how views differ and to find compromises that allows both sides to win.

To reiterate, the NHDS proposed bill with a 50% deminimis will need the support of each member of the Dental Society if we have any chance of passing such a bill.
Welcome to 2013! It seems like I just wrote that but with 2012 in the sentence – I think most of us would agree that the years just go by too quickly. It is my hope that 2012 was a meaningful, happy and productive year for you and your family, and that 2013 will be even better. I promise you that the NHDS Board of Trustees and staff will work very hard on your behalf to make sure your practices will prosper and that the oral health of all the residents of New Hampshire will improve. The NHDS Mission statement reads as follows: “the New Hampshire Dental Society is the professional association of dentists advocating for the practice of dentistry and advancement of the oral health of the public”, and our vision is: “to be the leading voice for oral health in New Hampshire.” All of your leaders work very hard to fulfill this vision and live out our mission.

This edition of the Granite State Dentist is being sent to all of the dentists in New Hampshire, both NHDS members and those not-yet members. We thank those of you who have joined the Dental Society (the vast majority of the dentists in the state) and we invite those who are not-yet members to consider joining us. The larger our membership the more of an influence we can have in the public arena and in legislative circles. This edition of the Granite State Dentist is packed with information about upcoming activities, CE programs, the NHDS Annual Meeting, our legislative agenda and so much more. We urge all of you to read it carefully and we especially urge those of you who are not members to consider joining us.

As so many of you, know one of our strengths as a Dental Society is our Tripartite structure – local, state and national. While the state and national are critical to our effective functioning I believe our basic strength is in our components and in the local relationships fostered by these components. It is here that the grassroots gather and it is here that members can do the most to influence those not-yet members to become part of us. So I urge you, our current members, to invite your colleagues who are not yet part of the NHDS to attend a meeting with you and show them the value of belonging. Regarding this area and in any other please don’t ever hesitate to call me at 225-5961 or email me at jwilliamson@nhds.org

Happy 2013!

New Hampshire Dental Political Action Committee (NH-PAC)

The NHDS Political Action Committee is the following:

“A political action committee is considered by the Federal Election Commission to be a Separate Segregated Fund (SSF) sponsored by a corporation, (association) or labor organization. The purpose of the New Hampshire Dental Political Action Committee is to support the NHDS public policy agenda and the profession of dentistry in this state by collecting voluntary political contributions and making expenditures for the purpose of assisting candidates supportive of the organization’s positions win elections.”

The NHDS participates with the American Dental Association Political Action Committee, ADPAC

PLEASE MAKE A DONATION:
 Contributions to NH-DPAC are voluntary. Most of the money is raised solely by requesting contributions at the time of payment of the dues. Your contributions are needed now more than ever. Please consider a contribution with your dues payment or at any other time that might be more convenient.

Council on Nominations:
Nominees for 2013

The following members have accepted nomination for elective office in NHDS in 2013:

- **President-Elect:** Robert M. Maguire, DDS - Wolfeboro
- **First Vice-President:** Peter A. Welnak, DDS - Keene
- **Second Vice-President:** John P. Ahern, DDS - Derry
- **Secretary-Treasurer:** Glenda C. Reynolds, DDS - Belmont

Puneet Kochhar, DMD - Rochester, will assume the Presidency in May of 2013 and Richard J. Rosato, DMD of Concord, will serve the second year of his first term as Delegate-at-Large.

Watch for further election information in the mail and on our website.

Denture Care Program Update

In November 2012, the Access Committee & BOT approved an increase and some changes for the Professional Denture Care Program. The reimbursement amount will now be: $400 for one, $800 for both. The brochure, patient guidelines and application are now on our website, www.nhds.org, for the public to access. Currently we have approximately 100 NHDS members participating in various components. Any general practice dentists are encouraged to take 1, 2 or 3 patients per year to help provide professional care to people who otherwise could not afford the regular cost for dentures. Those interested in participating please call Renee at the NHDS office 225-5961 or email rwoodward@nhds.org.
Thank You for Dr. Kana

This letter is being written to you on behalf of one of our dear patients. Our patient, Mr. “X”, has been receiving chemotherapy for his advanced head and neck cancer for over two years. He has recently failed his fourth line of treatment and is faced with a limited life expectancy. After having an end of life discussion with him, his only comment was that he was never going to eat a cheeseburger again. This was because Mr. “X” had his remaining teeth removed prior to radiation therapy and he did not have enough money to get dentures. He reached out to a dental school to see if he could receive reduced dental care. However, with the school year starting in September, he realized he would not live long enough nor be well enough for extended travel. Our clinic was heartbroken for Mr. “X” as we watched him physically and emotionally struggle with his health and his cheeseburger wish. As a group we decided that we would take up a collection to see how far we could get. We quickly realized the expense and time that was needed and we were fearful that we reached the end of the road.

That was when we contacted the New Hampshire Dental Society and our hope quickly rebounded. We were told that there was a process for reduced dentures and to have the patient complete the paperwork and things could happen in a few short weeks. We were also given information regarding a local dentist, Dr. Daniel Kana. We decided to reach out to Dr. Kana and much to our surprise, Dr. Kana answered his phone, agreed to see our patient and made plans to see Mr. “X” in a couple of days. Dr. Kana arrived at our clinic with a hand shake and a warm smile. Less than two weeks later, our patient was smiling from ear to ear showing off his new dentures.

Dr. Kana clearly went out of his way to promptly offer an invaluable service and provided a gift for a patient who has no monetary resources and very limited family support. Dr. Kana’s easy “chairside” manner and peaceful words did not go unnoticed. Our staff was impressed that Dr. Kana responded to our request with urgency and gentleness. Mr. “X” remains a very ill man who essentially had no access to dental care but was greeted and treated by Dr. Kana with amazing care. We can all learn from this very positive experience and our staff will always think of Mr. “X” while we enjoy our own cheeseburgers.

With much thanks and appreciation,

Barbara Umansky, MSW, OSW-C
Medical Oncology Social Worker
Lahey Center for Oncology & Hematology at Parkland Medical Center

A New Member Benefit from the NHDS
Websites & Online Marketing from Officite

Officite and your dedicated Web Presence Advisor will work with your practice to customize your entire online marketing strategy.

- Customizable website that works for your practice 24/7
- Online patient education keeps patients informed between visits
- Top search engine rankings so new & referred patients can find you
- Patient reviews & reputation management program
- Mobile website connects you to patients on their smartphones & tablets
- Increased referrals & patient loyalty through Facebook, blogging & Twitter

Up to 37% Off Web Presence Packages For NHDS Members

CALL 866-203-0268
WWW.OFFICITE.COM
Four Signs It’s Time to Update Your Website

As online trends, technology and best practices evolve, so should your website. To be effective, websites require consistent maintenance and updates. Here are a few signs that it may be time for a website redesign:

1. Website looks dated.
   Like many things today, your website can go out of style. A site designed in 2005 may have looked great when it was launched, but since then new technologies and styles have emerged, making your website behind the times in 2013. And since your site is your virtual storefront, you want your website to give visitors a good first impression, not the message that your practice is not up to speed. It may be time to update your site’s technology and aesthetics to avoid losing credibility.

2. You can’t update your own content.
   Most sites today are built with a sophisticated content management system (CMS) that allows an average, non-technical person to easily manage simple editing tasks, such as text and image changes. A CMS should be a standard part of your website management experience, allowing you to easily change information, upload photos, update your blog and more—whenever it’s most convenient for you. If you’re still going through your website provider for minor site changes, then consider finding a new website company who can create a site that is built with robust editing capabilities that put you in control of your site’s content.

3. Website is not optimized for mobile.
   The number of people using mobile devices to access the web is rising fast. Your practice needs a website created specifically for smartphones and tablets, that’s easy to view on smaller screens and offers intuitive navigation. Otherwise, people using their phones to search your site will leave for a different practice because their browsing experience is frustrating. If your site is not optimized for mobile, then you’re missing out on a huge opportunity to connect with your patients.

4. It can’t be found on Google.
   A site built without search in mind will have very little success at securing new leads and appointments from people browsing the Web to find new dentists in your area. Search engine optimization (SEO) was not always considered a priority in Web design in years past, but today a site should be optimized for search engines from the ground up. Many factors contribute to good SEO, but a solid foundation—starting with your website’s content and structure—is key.

   Does your website give visitors a favorable experience? Is your website easy to navigate on desktop computers and iPhones? Can new patients easily find your website in the search results? If you’ve answered no to any of these questions, then it may be time to make a few changes.

   Officite is the official Web Service Provider of the New Hampshire Dental Society. Members enjoy preferred pricing on all Web services, including dental website design, search marketing, social media, reputation management, online patient education and mobile websites. To learn more, visit www.officite.com/dental or call 866-203-0268.

Legisilative Update
January 2013

The elections are over and the NH Legislature comes back into session in early January. As always we foresee a busy year at the State House as we advocate for the improvement of oral health, the ability for you to practice as you see fit, and for a business climate in New Hampshire that is supportive of small business. We anticipate the following issues taking our time and effort this session:

1. We have filed a Non-Covered Services bill that will prohibit insurance companies from setting a fee on a procedure for which they pay nothing. About 30 states across the country have passed such bills and we will attempt to get this bill passed in NH in 2013.

2. A bill to establish a Dental Therapist has again been filed for 2013. We were able to defeat such a bill in 2012 by agreeing to certify and expand the duties of Public Health Hygienists. The bill this year attempts to further expand the dental workforce. We will probably oppose this bill because what we passed last year has not yet been implemented and we would prefer to see this implemented and working before we move to something else.

3. A bill has been filed that would require the labeling of dental appliances so that proper identification can be made if they are misplaced or if they are needed for proper identification at the time of death. The NH bill is modeled after a PA bill and similar to bills that have passed in other states. We are working with the bill’s sponsor to amend the bill to meet some of our members’ objections.

4. 2013 is a budget year in New Hampshire and we will be paying close attention to the deliberations on this budget. We will advocate for an improved adult Medicaid dental benefit if and when the opportunity presents itself.

5. We will also watch other issues dealing with Medicaid Expansion, implementation of the Affordable Care Act (ACA), small business issues and insurance issues.

We will need your help on all of these issues. Please watch for email alerts and other informational pieces so that we can, together, accomplish our legislative and advocacy goals for 2013.

NHDS Facebook Page

During the past year we launched a Facebook page at https://www.facebook.com/SmileNH – and now we need your help to get the word out. All you need do is simply “like” the page, and that will help us to build an audience. We created this page because we wanted to provide a place where our New Hampshire communities can obtain oral health information. The purpose of this page is to communicate and share information about events, news and to share information of interest to the dental profession or the public. So log on, share ideas, and help us make New Hampshire smile!
Building Bridges Through Innovation, Technology, Wellness, and Inspiration

- RDH @ YDC
- Team Development Day—Ethical Dilemmas
- Healthy Living Pavilion
- Dental Management of Sleep Apnea Fast Track
- Dentist as the CEO
- Dentaltown

Gordon Christensen, DDS, PhD  
RESTORATIVE

Kenneth Hargreaves, DDS, PhD  
ENDODONTICS

Laney Kay, JD  
INFECTION CONTROL

Loretta LaRoche  
PERSONAL DEVELOPMENT

Roger Levin, DDS  
PRACTICE MANAGEMENT

Robert Spector  
AUTHOR OF NEWLY RELEASED  
The Nordstrom Way to  
Customer Service Excellence

Jacinthe Paquette, DDS, and Cherilyn Sheets, DDS  
ESTHETICS

The Madow Brothers  
BACK BY POPULAR DEMAND!  
The Rock and Roll Dentists Straight from Las Vegas

yankeedental.com | 877.515.9071
NHDS Foundation Mentor Recognition Program

The New Hampshire Dental Society Foundation currently has a Mentor Recognition Program as a way to honor personal mentors and also as a fundraiser for the Foundation. If you would like to say thank you or would like to honor an individual who has positively influenced your life you may send their name in to the NHDS Foundation with a minimum donation of $100 per person named. We will acknowledge your donation in their name and will record the names on a document to be displayed in the NHDS meeting room. In each succeeding Granite State Dentist we will list the mentors and those that proposed their name. If the mentor is someone who has already passed away, we will acknowledge your gift to the family. Please consider honoring those who have positively influenced your life and supporting your Foundation at the same time. For more information you may call 225-5961.

Honored since the last Newsletter:

Raymond D. Laurion, DDS
by Dr. Puneet Kochhar

Upcoming Schedule
(some of the events happening over the next few months)

January, 2013

➲ Thursday, January 17 – 6:00 p.m.
Board of Trustees Meeting – NHDS Office – Concord

➲ Tuesday, January 22 – 5:30 p.m.
Committee on the New Dentist Meeting – NHDS office in Concord.

➲ Thursday, January 31 – Sunday, February 3
Yankee Dental Meeting – BCEC in Boston (Come visit the NHDS Lounge on the Exhibit Floor Thursday, Friday and Saturday) Reception on Friday from 3:30 p.m. – 5:30 p.m.

February, 2013

➲ Monday, February 4
Legislators’ Night – Greater Nashua Dental Society

➲ Friday, February 8
“Give Kids a Smile Day” – Various locations around the state.

➲ Wednesday, February 20
Legislator’s Night – Greater Concord Dental Society

➲ Thursday, February 21
Legislator’s Night – Greater Manchester Dental Society

March, 2013

➲ Monday, March 4 – 6:00 p.m.
NHDS Foundation Board Meeting – NHDS Office – Concord

➲ Thursday, March 7 – 6:00 p.m.
Board of Trustees Meeting – NHDS Office – Concord

➲ Friday, March 8
Evening for New Dentists – Watch for Details.

➲ Friday, March 15
C.E. Program in Manchester – Dr. Hal Crossley

➲ Friday, March 22 – Sunday, March 24
New England Dental Leadership Conference - Omni Mt. Washington Hotel – Bretton Woods, NH

Other Important Dates

➲ Thursday, May 16 – Saturday, May 18, 2013
NHDS Annual Meeting in Meredith

➲ Friday, September 6, 2013
All day C.E.

➲ Thursday, October 31 – Tuesday, November 5, 2013
ADA Annual Session in New Orleans, Louisiana.

➲ Friday, November 8, 2013
All Day C.E. – Grappone Center in Concord.
NEW MEMBERS  (since our last newsletter)

**Alpa Patel, DMD**
One Court St., Suite 270, Lebanon, NH 03766
General Practice.
Graduated in 1998 from UCONN School of Dental Medicine and earned AEGD at UNC in 1999.
Married, spouse is a dentist as well. Returning to Upper Valley after 25 years and they make their home in Hanover.

**Victor Stetsyuk, DMD**
9 Triangle Park Dr., Suite 3, Concord, NH 03301
2008 graduate of St. Anselm College, summa cum laude. In 2012 earned his DMD in the Honors program in Prosthodontics & Operative Dentistry from Tufts.
He has served as a student instructor, interviewer on the admissions committee, Dean’s Honors for National Boards performance & achieved perfect scores in clinical sections of his Licensing exams. Dr. Stetsyuk grew up in NH.

**Sajini Shetty, DMD**
279 DW Highway, Merrimack, NH 03054
2000 Graduate of Boston University.
Grew up & currently resides in Massachusetts with her husband and 5 yr. old son. She keeps busy with their new dog and learning about photography.

**David Shane, DMD**
72 South River Rd., Bedford, NH 03110
2011 Graduate of Tufts.
Former member of Massachusetts Dental Society. Dr. Shane was born in Africa & grew up outside of Boston. He attended Boston College prior to dental school.

**Sogole Moin, DMD**
7654 South Main St., Suite 302, Manchester, NH 03102
2009 graduate of Harvard Dental School, June 2012 graduate of University of Connecticut Orthodontic Program.
She has joined her Father Dr. Kambiz Moin at his practice. She enjoys skiing, scuba diving & yoga. She also holds a second degree black belt in Taekwondo. Dr. Moin makes her home in Manchester.

**Danielle Hinton, DMD**
16 Foundry St., Suite 101, Concord Pediatric Dentistry, Concord, NH 03301
2010 graduate of Tufts Dental School and in 2012 – she received her specialty certificate in Pediatrics.
She is married and lives in Bedford with her husband & 2 children, ages 2 1/2 & 6 mos.

**Mohammad Golparvar, DMD**
40 Webster St., Manchester, NH 03104
General Practice.
1999 graduate of Boston University.
Dr. Golparvar and his wife reside in Exeter.

**Benjamin Brown, DMD**
31 Old Etna Rd., Suite N1, Lebanon, NH 03766
General Practice.
2006 graduate of Tufts.
Worked for 5 years for US Public Health Service, stationed in Central Oregon. He and his wife reside in Grantham.

**Adam Bottrill, DMD**
150 Griffin Rd., Suite 1, Portsmouth, NH 03801

**Matthew Smith, DDS**
369 Hounsell, Unit 1, Gilford, NH 03299
2004 graduate of UCSF.
4 years as an Army dentist, 2010-advanced education, pediatric dentistry, residency at Children’s Hospital Michigan. He & his wife Monica live in Laconia with their 2 children.

**Joan Kirschner, DDS**
65 Highland St., Plymouth, NH 03264
General Practice.
1983 graduate of NYU College of Dentistry.

**Lee Ann Cote, DMD**
6 Loudon Rd., Suite 6, Concord, NH 03301
Speciality - Endodontics
Graduated from Tufts 2007, and in 2011 graduated from University of Nebraska Medical Center with Endodontic certificate and was the recipient of several scholar distinctions.
Grew up on a farm in Maine and practiced in ME for a few years prior to relocating in NH.

**Adam Lankford, DDS**
207 Meetinghouse Rd. #3, Bedford, NH 03110
General Practice.
2012 graduate of the University of Texas- San Antonio.

**Aaron Lerg, DDS**
36 Savage Rd., Milford, NH 03055
2012 graduate of Ohio State.
Now an Associate at Maple Brook Family & Cosmetic Dentistry.

**Soonki Lee, DMD**
1600 Woodbury Ave., Portsmouth, NH 03801
General Practice.
2012 graduate of Boston University School of Dental Medicine. She & her husband, also a dentist, make their home in Portsmouth.
NEW MEMBERS (since our last newsletter)

Michael Melkers, DDS
71 Lyme Rd., Hanover, NH 03755
General Practice.
1994 graduate of Marquette University.

Delfin Faustino, DDS
278 Lafayette Rd., Portsmouth, NH 03801
Is in solo practice named Better Smiles Dental Care.

Eric T. Anthony, DMD
151 Main St., Nashua, NH 03060
Earned his DMD in 2010 from Tufts.
Practices at Gentle Dental in Nashua.

Lauren Brenner, DMD
Graduated in 2012 from University of Pennsylvania.
Currently practices at New Boston Dental Care PLLC with her father Dr. Ron Brenner.

Patricia Hamdan, DMD
280 Main St., Nashua, NH 03060
1990 Graduate of Tufts.
Currently has her solo practice in Nashua, NH, and resides in Campton, NH.

David A Nadolski, DDS
143 Airport Rd., Concord, NH 03301
General Practice.
2007 New York University graduate.
Currently resides in Canterbury, NH.

ASSOCIATE-CORRESPONDING MEMBERS

Joseph Cardarelli, DMD
234 Summer St, Haverhill, MA 01830
1981 graduate of Tufts, earned certificate in Orthodontics in 1983.
Maintains a private practice and is an Assistant Clinical Professor at Tufts.

Nicholas Papapetros, DMD
32 Stiles Rd., Salem, NH 03079
General Practice.
Graduate of Tufts.
Spent 1991 at GPR Lenox Hill Hospital In New York City, NY. Currently resides in North Andover, MA.

Michael Russo Pauk
55 Court St., Keene, NH 03431
Boston University graduate in 2010, CAGS Endo 2012.

UPCOMING CONTINUING EDUCATION PROGRAMS

January 30-February 3
Boston, MA
Yankee Dental Congress

March 15
Radisson Hotel
Manchester NH
“Update on Pharmacology”
Dr. Hal Crossley

May 16-18
Inn at Church Landing
Meredith, NH
Annual Meeting

September 6
Grappone Conference Center
Concord, NH
“Optimize your Practice Through Powerful Communication”
Ms. Robin Wright

November 8
Grappone Conference Center
Concord, NH
“Oral Surgery Update”
John L. Alonge, DDS
I had the pleasure of attending a lecture entitled “Ten Ways to Lose Your Dental License”. The speakers were from the Massachusetts Dental Board so the information was targeted to that state; however, New Hampshire is not unlike Massachusetts. I’m sure that we have fewer cases, but the infractions are similar. Here are a few “words to the wise” relative to recent recurring issues before the NH Board of Dental Examiners. I could quote chapter and verse from the Dental Practice Act, Rules and ADA Code of Ethics but here’s the bottom line on a few issues:

1. Be nice to your patients. Patients who like you don’t complain to the Board. If you can’t be nice to them, help them to find a practice that can.
2. The board does not deal with financial issues unless it involves ethics or fraud. Be fair with your patients. If appropriate, offer a refund. The Board looks favorably upon cases where refunds are made in good faith.
3. Don’t claim superiority or present “false or misleading” information in your advertising. That includes print, electronic and internet materials.
4. There are nine ADA recognized dental specialties. Claiming specialty status that has not been earned, or claiming non-recognized specialty status does not sit well with the Board.
5. If you practice under a trade name, be certain that the name complies with numbers 3 and 4 above.
6. When advertising, conspicuously include your name and the names of all doctors in the practice.
7. When a patient requests his/her records be transferred, do so promptly. (The rules say “within 20 days for a nominal fee.”) Is it really worth the time and aggravation of a complaint to the Board? If a complaint comes to the Board, you’ll be spending a lot more time responding and preparing for the Board.
8. Make sure that you have course completion documentation for staff that provide direct care services under your supervision. i.e. radiography, sealants, whitening services, etc.
9. 2013 is registration year for Dental Hygienists. I know that it is their responsibility, but make sure your hygienists have their CEUs completed and get their registrations in promptly. Remember, they work under your supervision.
10. If you are providing comprehensive care to patients, periodontal charting is part of the standard of care. Make perio-charting part of your standard procedures.

Anyone is welcome to attend monthly Dental Board meetings; however, complaints are deliberated during the non-public session; that is, unless a complaint goes to a hearing.

If you have any questions or concerns relative to your responsibilities, please contact the board via their website at www.nh.gov/dental or by calling 603-271-4561.

Charles A. Albee, DMD
Member - N.H. Board of Dental Examiners

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Keeping Your Nose Clean

Each spring the ADA sponsors a conference in Washington, D.C. called the Washington Leadership Conference. In addition to listening to a number of prominent Legislators, Executive Branch officials and political pundits, attendees are given the opportunity to meet with their state’s Senators and Congressional representatives (or in some cases staff members) to discuss federal issues pertinent to Dentistry. This year Dr. Glenda Reynolds, Dr. Rick Vachon and Mr. Jim Williamson attended and had the privilege of meeting with Senator Shaheen, Congressmen Frank Guinta and Charlie Bass, and a member of Senate Ayotte’s staff. Some of the pictures are below.
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