

# Baltimore County Dental Association

# NEWSLETTER

October, 2017

## October Dinner Meeting to feature

### **“Considering the Challenges for Dentistry in 2017 and Beyond”**

**with Allen M. Schiff, CPA, CFE**

The next BCDA Dinner Meeting will be held on Tuesday, October 24, 2017 at the Radisson Hotel North Baltimore, 2004 Greenspring Drive in Timonium. Our guest lecturer will be Allen M. Schiff, CPA, CFE speaking on "Considering the Challenges for Dentistry in 2017 and Beyond."

**The Topic:** In an ideal world, we'd graduate from dental school (debt free), ace the boards, effortlessly practice dentistry without complication and live happily ever after. The world is not ideal and the challenges for dentistry are certainly no exception. The deluge of increasingly complex contracts, taxes, codes, regulations, subspecialties and personalities can make "sharing the burden" seem like an "ideal" option. However, forming a group practice in 2017 and beyond can be wrought with challenges. Allen Schiff's lecture is designed to address those challenges. Think a group-practice-oriented lecture has no relevance to you? Consider that the potential success of any dental practice depends far more on the foundation upon which it's built and managed than its total practitioner number. The information in Mr. Schiff's answers to these questions has relevance to the formation of any dental practice:

- Where do I begin the process?
- How should I form my professional team?
- Explain the difference between choices of business taxing entities.
- What taxing entity makes the best sense for setting up a group practice and why?
- What are the suggested legal documents needed and why?
- Is a demographic study necessary and why?
- How do I write a business plan?
- What can I expect the profitability to be by dental specialty?
- How do I determine my fee income?
- How do I determine my practice's overhead?
- How should we determine the allocation of profitability by doctor?
- Where do we go from here?
- What are the next action steps?

**The Speaker:** Allen Schiff has over 35 years of experience in dental practice management. He has published numerous articles and can frequently be seen in *Dental Economics*. He is an accomplished speaker on dental practice management, transition planning, choosing a dental CPA, obtaining financing, identifying embezzlement in the workplace and business startups. He is a founding member of the Academy of Dental CPA's. ADCPA combines its outstanding resources and expertise to develop resources to better serve the dental community. Allen enjoys sharing his knowledge and has presented to the ADA, AGD, AAPD and local dental societies and study clubs. For the last 30 years, Allen has taught dental practice management at the University of Maryland Dental School, as well as several other national dental schools.



#### **Come honor these BCDA colleagues who have recently reached their 25- and 50-year membership milestones:**

Daniel E. Fielding - 50 Years

Max Gordon - 50 Years

Herbert Rosenberg - 50 Years

George Rupprecht, Jr. - 50 Years

Harvey Solomon - 50 Years

Andrew H. Vendelis - 50 Years

Grant Cylus - 25 Years

Sean O'Sullivan - 25 Years

H. Mark Sugarman - 25 Years

Jay C. Toth - 25 Years

This is our first meeting since the summer break and an excellent opportunity to "catch up" with your colleagues, help celebrate members' 25- and 50- year milestones and learn how to navigate the challenges to forming a group practice positioned for success in 2017 and beyond. Check-in, cocktails and networking will begin at 6:00 p.m. A buffet dinner will begin promptly at 6:30 p.m. Return the enclosed reservation form with your check, call the BCDA office at (410) 560-0064, fax your reservation to (410) 252-7289 or register online at [www.baltimorecountydental.org](http://www.baltimorecountydental.org) by NOON on Tuesday, October 17, 2017.

**BCDA invites you to visit our new website at**

**[www.baltimorecountydental.org](http://www.baltimorecountydental.org)**

## *A farewell...*

Dear Friends and Colleagues,

The summer of '17 is over and I am sure that it will be in our memories for years to come. Thanks to hurricanes Harvey and Irma, many of us have friends, relatives and colleagues that have had their lives turned upside down from the devastation of the storms. We are fortunate that living in Baltimore County we do not usually have to worry about weather catastrophes.

I would like to thank the members of the Baltimore County Dental Association, especially the members of the Board and our secretaries Deb and Phyllis, for making my second term as President such a great experience. I have made many new friends by getting involved with organized dentistry over the past years. I encourage everyone to take some small part in our organization this year. We are in great hands by having Dr. Bill Martin as our President. Good luck to Bill and the new slate of officers. I will continue to provide great speakers for our monthly meetings to help us become better dentists. I recently heard a quote that says we should strive as dentists to be better today than we were yesterday. Hope to see everyone at our October meeting. We are starting out the new academic year with Allen Schiff speaking on a topic geared toward our younger practitioners.



*Joanne Block Rief*   
Immediate Past President



## *...and an inaugural greeting*

Dear Members,

Fall is here and it's time to start a new meeting year for the Baltimore County Dental Association. By the time you read this, we will have celebrated the outgoing MSDA President and BCDA member Ed Morris who led the MSDA for the past year. In addition, our recent BCDA President Mark Horner will have been sworn in as MSDA Vice President-Elect. Thanks to all the Delegates from Baltimore County who attended the MSDA House of Delegates at the Chesapeake Conference and spoke on behalf of Baltimore County.

A member of the Maryland Legislature has made it abundantly clear that she will introduce a Bill calling for Dental Therapists to be licensed in the State of Maryland. We need each BCDA member to contact his or her legislators in Annapolis between now and the end of the legislative session and relay two points: #1. The dental team works as it now exists. Don't change it. #2. Adding a provider (Dental Therapist) will not improve access to care for the poor. Please stress that funding adult dental medical assistance will improve access; that BCDA members have met the challenge to treat poor children with the Maryland Healthy Smiles program; and, by funding adult medical assistance, we'll meet the adult challenge.

Let's take a look at what's over the horizon for Baltimore County Dental Association and dentistry in Maryland. Joanne Rief, General Arrangements Committee Chair, has gone out of her way to schedule an exciting year of speakers. On Tuesday, October 24, 2017 Dental CPA Allen M. Schiff, CPA, CFE will present "Considering the Challenges for Dentistry in 2017 and Beyond." November brings Christine Wisnom, CDA, RN, BSN - Infection Control - The CDC Checklist. Chris Wisnom's course counts as the 2 CE Credits you need every two years to update your license as well as the 2 CE Credits for OSHA now needed for Dental Radiology Qualified Assistant and for CDA's, along with your Hygienists - so bring the whole staff.

Finally, I'd personally like to thank Dr. Jay Toth along with our BCDA office staff for bringing BCDA kicking and screaming into the 21<sup>st</sup> Century. Yes, due to their hard work, we now have a functional web site. Please take a minute and go to [baltimorecountydental.org](http://baltimorecountydental.org) and tell us what you think. You'll now be able to check on upcoming Baltimore County Dental Association events and register online by computer, tablet or phone. Last but not least, we want to hear your opinions. Please feel free to send me your thoughts at [wfm.dds@verizon.net](mailto:wfm.dds@verizon.net). Hope to see you soon at a BCDA Meeting.

*Bill Martin*   
President