

Giving Back, Every Day

Every day, members of the New Haven Dental Association volunteer their time to teach dental students and treat patients at local clinics - above and beyond the work they do in their own offices. Here are some of their stories:

When he's not seeing his own patients, Dr. Michael Margolies of West Haven teaches at Yale New Haven Hospital's Dental Department and at the University of New Haven. He also finds time to volunteer for Habitat for Humanity.

Dr. Milt Wallack from Hamden dedicates personal time to serve on the Board of Governors of the University of New Haven and on the Board of the Jewish Foundation of Greater New Haven. He's also a founding member of the dental hygiene program at the University of New Haven, a member of the faculty at the University of CT School of Dental Medicine and on the staff at Yale-New Haven Hospital's Dental Program.

Members of our society, including Dr. Mark Schpero of Hamden, are also actively involved in the friends of the Yale-New Haven Children's Hospital, including the Lead-safe Home and Resource Center, Bright Beginnings, the Read to Grow program and We're Special, Too. More information regarding these programs is available at www.thefriends.com.

Let us know how you volunteer your time - our goal is to spread the word throughout Greater New Haven. Your contributions are essential to our effort this year to communicate all the good things we do to support our community.

The Annual Daniel Lynch Award Dinner will honor Dr. William MacDonnell on Tuesday, April 9th. For those wishing to attend, please contact Dr. Donald Demas, 453 Main Street, Watertown, CT

Please send your comments or items of interest to: **Avie Goldstein – NHDA Secretary**

Address: 419 Whalley Ave., New Haven, CT 06511

Phone: (203) 777-5385 – Fax: (203) 776-7233 – email: Goldstein@periodonticspc.com



ADDRESS SERVICE REQUESTED

New Haven Dental Association
Dr. Avrum R. Goldstein, Secretary
419 Whalley Avenue
New Haven, CT 06511

New Haven Dental Association NEWSBRIEF

A Bulletin For New Haven Dental Association Members

March 2002

Officers 2001 - 2002

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NHDA WEBSITE
www.newhavendental.org

APRIL MEETING NOTICE

THURSDAY, APRIL 4, 2002

Increase Your Income and Plan for Retirement

with Dr. Jeffrey Dussetschleger

In this presentation, Dr. Jeffrey Dussetschleger will discuss the various business plans that dentists have available to increase the income of their business and plan for retirement. Explore the options of bringing in an associate, practice mergers, implementing practice management, and more.

New Haven Country Club

6:00 PM *Cocktails*

6:45 PM *Dinner*

7:30 PM *Program*

RSVP to Jerry Alexander — 782-0677

by Tuesday April 2, 2002.

You may mail your reservation and payment to his office at
129 York Street, New Haven, CT 06511

A **Buffet Dinner** will be served.

Cost will be **\$34** with a reservation and **\$38** without a reservation.

Members are welcome to attend the program portion at no charge.

PRESIDENT'S MESSAGE

Where do you want to go today?

Have you noticed a trend over the last few years? It seems many of the dentists I have spoken with during the year of my presidency claim that they are busier than ever before. They are scheduled in advance farther than they can remember. Their chairs are occupied. More and more of their patients are choosing elective procedures such as cosmetic and implant services that are commonly not reimbursed by insurance plans. Even during this recession plagued economy, many patients are knowledgeable about the benefits that dentists have to offer today and these patients are deciding to accept them.

People want to keep their teeth for a lifetime and as a result, publications are stating that this is a great time to be a dental professional. The future looks even better.

Why are we seeing this pattern? Let me share with you some facts that I recently discovered.

1. The number of dental school graduates has declined significantly over the past 15 years.
2. Studies show the aggregate number of dentists will begin to decline in 2014 with 81,000 dentists entering the workforce between 2000 and 2010, but 85,000 leaving it.
3. Between 1986 and 1993, six dental schools closed, one announced plans to close in 2003, and only one new school opened.
4. Between 1986 and 1997, the average faculty per dental school declined by 18%. Vacant, budgeted full-time positions rose considerably. In the next decade, the number of full-and part-time faculty leaving dental education from retirement alone is estimated to range from 3200 to 5400.
5. The percentage of women entering dental schools has risen significantly over the last decade. Women dentists are more likely to seek part time positions in already existing dental offices than males and they are less likely to own their own offices.

With this type of information available, why do some dentists continue to see the need to participate in managed care dental programs? I do not believe that insurance companies can decide what I deserve to be paid for my services. I do not believe that an insurance company has the knowledge to change my treatment plan nor the right to pay on less costly alternatives which may not be in my patient's best interest. I do not need an insurance company teasing me with the assumption that I must increase the number of patients seeking care in my office.

These companies have tried to play on my fears for many years. They have tried to undermine my brotherhood with my colleagues. Do I really need to be worried about how well the dentist down the street is doing? I think not!

The time has come. It has become more and more apparent. I don't need managed care insurance companies. They need me!

Think about it.

Sincerely,

Ron D'Andrea

CRITICAL ISSUES FACING DENTISTRY

The CSDA recently held a strategic planning meeting. Drs. Kurt Koral, Ron D'Andrea and myself, representing New Haven, joined approximately thirty-five other leaders/officers in this well planned meeting. Dr. Bruce Tandy, Chairman of the CSDA Strategic Planning Committee brought in a professional facilitator from the Forbes Group for the all day conference.

This type of planning helps us look ahead, explore relevant issues and focus our current efforts. The results of the March 20th meeting will be published shortly and hopefully guide our Association for the next several years.

The following list was presented to us at this meeting as a compilation of critical issues facing dentistry. I thought you would find it interesting.

Dean Cloutier

Selections from interviews by The Forbes Group with dental society leaders

- Managed care/direct reimbursement
- Maintaining membership within organized dentistry - getting and keeping younger dentists in organized dentistry
- Changing demographics within dentistry – more females and minorities
- Government intervention and regulation
- Shortage of dentists due to the closing of dental schools
- Dental hygienists wanting to do more dental work without supervision
- Different political agendas of the different dentists/dental organizations
- Cost of dental education - debt the young dentists incur
- Corporate ownership of dental practices
- Increasing demand for cosmetic procedures
- Less need for dentists due to increased oral health awareness
- Lack of perceived need to associate with other dentists and rely upon "organized" dentistry
- Unlicensed dental practices
- Insurance companies dictating treatment
- Inclusion of dentistry in health care crisis "fix"
- Increased public focus on underserved dental populations
- Ever-present threats to state's autonomy over (and possibly of federal intervention in) the state's licensure process
- Loss of control over professional licensure and discipline through a weakening or elimination of the Board of Dentistry
- Growing shortage of qualified dental hygienists, assistants and lab technicians
- Failure of some dentists to properly supervise subordinates
- Escalating costs of joining organized dentistry
- The conservatism within the profession
- Lack of solid leadership at the local levels
- Recruitment and retention
- Apathy about the political process
- Embracing new technology
- Dentistry's reputation/public relations
- Maintaining practice autonomy
- Declining ADA membership
- Controlling practice overhead
- Patient's Bill of Rights and other legislative initiatives
- Changing patient demographics
- Consumer involvement in healthcare decisions
- ADA's leadership election process
- Lack of business management training in dental schools
- Poor ADA communications