

New Haven Dental Association NEWSBRIEF

A BULLETIN FOR NEW HAVEN DENTAL ASSOCIATION MEMBERS

FEBRUARY 2006

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NHDA Website
www.newhavendental.org

NEXT MEETING - RESERVE NOW!

THURSDAY,
MARCH 2, 2006

MR. KERRY STRAINE, CPBA
President and CEO, Straine Consulting, CA

Mr. Straine will be presenting from 6:45pm to 8:30pm. The meeting will be open to all NHDA and Milford Society Dentists and Office Managers. The format will be informal, and questions may be asked throughout the evening. Two CE credits will be offered; such speakers often command \$200 per person for such a meeting!

Space will be limited - First called, first reserved!

New Haven Country Club
6:00pm

Cost: \$36, payable to the New Haven Dental Association.
Menu Choices: Tenderloin of Beef / Grilled Salmon / Vegetarian

For reservations, please call Dr. Barry Weiss at 288-5916, or e-mail him at barrwei@yahoo.com before Monday, February 27.

A jacket and tie are required for men.

PRESIDENT'S MESSAGE

President's Message

I want to first express my gratitude to everyone who came to the February meeting - I have never in over a dozen years of these meetings seen a more polite and respectful group. I hope you got as much out of that meeting as we on the Board did. Dr. Dembry was terrific, and the contributors to the Access Panel were all wonderful and inspiring.

I promise this is my last President's message on the access to care issue! The dental situation for the economically disadvantaged folks of this state is terrible, ladies and gentlemen - we all know that. And while we could all take on some (or a few more) disadvantaged families and perhaps make a dent in this problem, we know that major changes need to take place on the state funding level to create a lasting solution.

Should:

- Every Dentist **hound** his/her legislators to raise state reimbursement levels to 70% UCR?;
- Every Dentist sign up with Medicaid (HUSKY A) and/or HUSKY B, and provide dental services for some deserving families?;
- Every Dentist pitch in as an FQHC subcontractor (when this hopefully passes)?
- Every Dentist spend time teaching at the Yale GP or Pediatric Residencies, or at UNH?

The good news is that it does seem like there is hope for the future, with so many people always trying to bring fresh, new ideas to the table. The bad news is that the state is still, in my mind, illegally cutting off the poor by denying them proper rates to enlist us as qualified professionals to help them. In a very recent ruling in the state, a Judge denied the defendant (In Carr v. Wilson-Coker of Department of Social Services) a quick "Summary judgement", which now allows the defendant to try to sue the state for better rates. I can provide the brief to anyone interested, and we'll try to get it on the website, along with two very enlightening articles by Dr. Tryfon Beazoglou of UCHC on the reimbursement rate issue.

So if I could ask every dentist who reads this to do one thing this year, it would be to write your legislators in support of cases like these resulting in moving the reimbursement rates forward. If I got one thing from the Access Panel discussion, it was that there ultimately will never be enough care for these folks (regardless of the wonderful, creative efforts of so many non-Dentists) unless Dentists are given a fair rate for their work. As a good friend once said, "People only volunteer so long before they burn out".

Anyway, share your opinions. Share your art. And write your legislators! And we hope to see you at the Kerry Straine program.

Doug

KERRY STRAINE OF STRAINE CONSULTING

On behalf of Sullivan-Schein, we are proud to provide our members with one of the more memorable educational events of the year. Mr. Kerry Straine, President and CEO of Straine Consulting of California, will be on hand to provide insights into a vast range of topics, including:

- The future trends in Dentistry,
- Developing strategic alignments in your office, and
- The new dental business model.

Mr. Straine has lectured extensively across the country with headlining topics such as “If We’re in the Black, Where is the Green?”; “Developing the \$1M Hygiene Department: Marrying Business Opportunity with Patients’ Needs”: and “Team Work makes the Dream Work”.

Mr. Straine holds a bachelor of science degree in business administration with a concentration in accounting, and has been in business and financial management for over twenty-five years. Kerry’s firm Straine Consulting consists of over twenty employees who consult with, coach, and train Dental professionals throughout the U.S. and Canada. **The mission of Straine Consulting is to advance the understanding, practice, and development of leadership for the benefit of all professionals in the Dental Profession.** To this end, Kerry created the Straine Practice Analysis™ almost two decades ago to help Dentists discover and understand the business within their practice. Kerry recognizes the significance of each Dentist’s unique clinical vision and standard of care, but says that “Without a well-defined philosophy and sound management system, the business will fail to deliver its owner’s promise nor stand the test of time”.

Kerry has participated in over 10,000 practice analyses, made more than 5000 on-site practice visits, and conducted over 500 workshops and seminars to practice owners. As a Certified Professional Behavioral Analyst, Kerry understands that behavior can help or hinder the strategic process - and through this understanding, he is able to assist Dentists gain a better understanding of the complexity of strategic leadership. “Thinking strategically, acting decisively and in alignment with the practice’s strategy, and influencing others’ commitment to short- and long-range objectives is the essence of effective leadership. The Straine Management System™ provides the essential systems and processes that can improve the strategic functioning of a dental team”

New Haven Dental Association
Dr. Karen Gallo
35 High Street
East Haven, CT 06512

ADDRESS SERVICE REQUESTED



ANNOUNCEMENTS

ANNUAL NHDA GOLF OUTING

Our annual golf outing is again at the New Haven Country Club, on Wednesday, June 14, 2006. Please mark the date on your calendar. There will be lunch, golf, and then dinner and prizes. We'll start at about 11:30am - for more details or to reserve your spot, please call Dr. Joe Siracuse at 777-6461.

COMMITTEE FOR DENTAL CARING

During the Holiday Season, the Committee for Dental Caring distributed toothpaste and toothbrush gifts to the Domestic Violence Services of Greater New Haven and to residents of Columbus House and the overflow homeless shelter. Financial Contributions to the Fund for Dental Caring may be donated in honor or in memory and will be acknowledged appropriately.

SBC (NOW AT&T) YELLOW PAGES

Has anyone else had any problems with SBC's Phone Directory Advertising? Were you in the December 2004 "Mini" Yellow Pages but **not** in the December 2005 version (one of your worthy members noted that 199 of you share in this plight!)? Are you frustrated with the way they've sold ads to you? Have they serviced your needs properly? If not, please contact Dr. Doug Rollins at docsmile@sbcglobal.net. We've talked to our CSDA attorney about this, and we are considering contacting the attorney general as well. But if we are to put pressure on SBC, we need to hear from you. Please drop a quick e-mail, and put "SBC Yellow Pages" as the subject. Thanks.