

THE BULLETIN

The Official Publication of the Dental Society of Western Pennsylvania

January/February 2016

Volume 96 Number 1

THE DENTAL SOCIETY OF WESTERN PA

Dedicates this edition of The
Bulletin to our friend,

RAY
BUZZELLI

INSIDE:

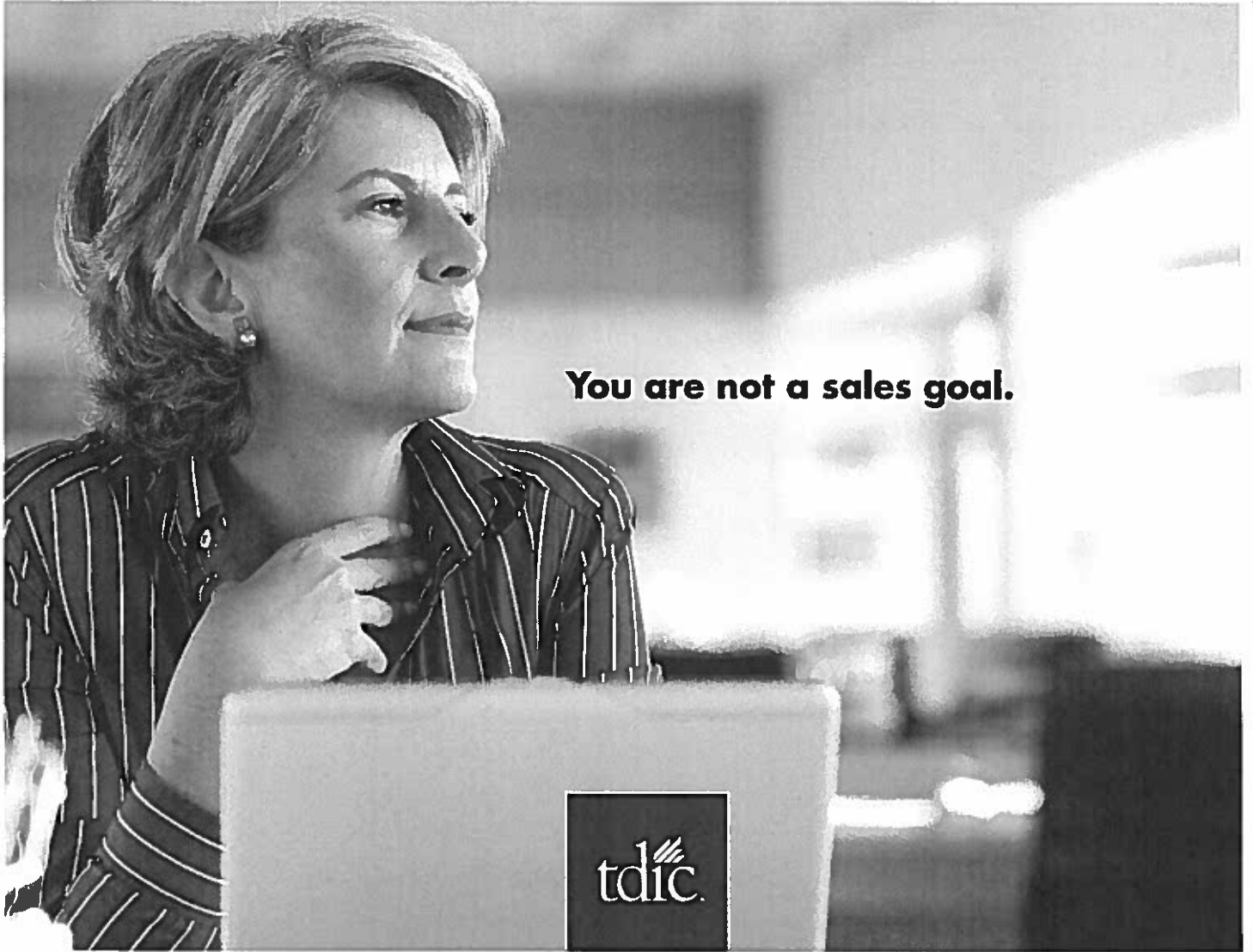
2016
3RIVERS DENTAL
LECTURE
REGISTRATION
INFORMATION

BOARD OF
DIRECTORS
MINUTES

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DEDICATION





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Dental Society of Western
Pennsylvania

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CLYM Environmental Services
***“OSHA Overview, Infection Control, and Radiation Update
for Dental Practices”***
5 CE Credits

Wednesday, April 6, 2016

@ The Rivers Casino, 777 Casino Drive, Pittsburgh, PA 15212

(Must be 21 to attend – ID required)

Sponsored by the Dental Society of Western PA & CLYM Environmental Services

Registration: 8:00-9:00 AM (coffee, pastries, and lunch included)

Course: 9:00 AM – 3:00 PM

Lunch: 12:00 PM – 1:00 PM (included)

Please Circle: **DENTIST** **HYGIENIST** **ASSISTANT/EFDA** **FRONT DESK** (one form per person)

NAME: _____

ADDRESS: _____

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PHONE: _____ **E-MAIL:** _____

ADA Member Dentist \$75 _____

Non ADA Member Dentist \$125 _____

Staff/Residents \$75 _____

Payment may be made via check or credit card

Make checks payable to: Odontological Society of Western PA.

Credit card # _____ **Exp. Date:** _____ **Sec. code:** _____

Name and address on card: _____

REGISTRATION DEADLINE: March 18, 2016

Mail completed form with payment to:

DSWP, 900 Cedar Avenue, Pittsburgh, PA 15212

Fax: 412-321-7719 or e-mail: threeriversdental@verizon.net

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2016 BOARD OF DIRECTORS MEETING

JANUARY 20, 2016	WEDNESDAY	DSWP
FEBRUARY 17	WEDNESDAY	DSWP
MARCH 9	WEDNESDAY	DSWP
APRIL 20	WEDNESDAY	DSWP
MAY 11	WEDNESDAY	DSWP
JUNE 15	WEDNESDAY	DSWP
SEPTEMBER 21	WEDNESDAY	DSWP
OCTOBER 19	WEDNESDAY	DSWP
NOVEMBER 16	WEDNESDAY	DSWP

**PDA ANNUAL SESSION
MAY 19 – 21, 2016
HERSHEY LODGE**

**ADA ANNUAL SESSION
OCTOBER 20 – 25, 2016
DENVER**

**3RIVERS DENTAL CONFERENCE
NOVEMBER 3 – 4, 2016
NEMACOLIN WOODLANDS RESORT**

PLEASE MARK YOUR CALENDARS

University of Pittsburgh

You Own a BusinessStart Thinking Like a Business Owner!

Friday, February 19, 2016

8:30 AM – 3:30 PM

Location

University of Pittsburgh School of Dental Medicine
Edward J. Forrest Center for Continuing Dental Education
2148 Salk Hall
3501 Terrace St
2148 Salk Hall Pittsburgh, PA 15261

Course Description

Overview:

This course covers the variety of ways in which dentists enter and successfully exit from their practices. Sooner or later, all dentists eventually exit their practice. The transition will either be voluntary as in the case of a sale or retirement, or involuntarily by way of an unexpected life event. In either case, the financial results are not always optimal, and especially so without any planning.

This program will emphasize taking control of all the factors involved in beginning, growing, and eventually the exit planning process and the financial and personal consequences when the planning is ignored or improperly established.

The process involves coordinating several areas of business, finance, tax and insurance planning so the doctor can have a favorable and profitable exit on his or her own terms and conditions.

A logical and easy to follow process will be covered to provide each attendee with the beginning of a road map and the identification of gaps in their current plan.

Objectives:

- What is the best way to get started in practice ownership and equity building?
- Understand how to assemble a financial and exit planning team.
- Learn the ways in which an owner can exit and the various planning methods.
- Understand the consequences of improper or fragmented planning.
- Identify ways to manage risks in their personal finances and practice exit plan.
- Learn planning techniques to reduce taxes.
- Identify the 16 major gaps in an exit plan.
- Learn the Do's and Don'ts of exit planning.

Presenter(s)

David A. Moffa, DMD, MAGO

Transition Consultant with PARAGON Dental Transitions for Western Pennsylvania
Practicing General Dentist

Jim McGovern, CFP®, ChFC®, CExP®

Founder and CEO of Wealth Innovations.LLC

Details:

Tuition: Dentists: \$200 / Auxiliaries: \$100

Honorarium Donated to the School of Dental Medicine Scholarship Fund

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- Mouthwashes for dental ulcers during dental procedures for patients who take anticoagulants
- Mouthwashes for chemotherapy-induced stomatitis
- Dry socket preparations
- "Medical bandages" to cover ulcers and infected or tender areas of the oral cavity (lining of the mouth)
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PARAGON

DENTAL PRACTICE TRANSITIONS

RECENT TRANSACTIONS

Paul J. Broring, D.D.S.
has acquired and merged the practice of
Sharon L. Ammons, D.M.D.
Pittsburgh, Pennsylvania

PARAGON is proud to have represented all parties in this transaction

Your local PARAGON practice transition consultant **David A. Moffa,**
D.M.D., M.A.G.D.

Contact him at 724-244-9449

dmoffa@paragon.us.com

www.DaveMoffa.com

PRESS RELEASE

A local dental practitioner, **Dr. Edmund D. Effort**, was inducted as a Fellow of the International College of Dentists at its 86th Annual Convocation in Washington, DC on November 6, 2015.

An honorary organization for the recognition of outstanding and meritorious service to the profession and community, the College presented **Dr. Edmund D. Effort** with a membership plaque, a gold lapel pin and a gold key symbolic of this Fellowship for the conspicuous service rendered in the art and science of Dentistry.

In an impressive cap and gown ceremony, 310 dentists from the United States were inducted into the College at this year's ceremony witnessed by hundreds of members and guests. The College, with representative chapters in more than 120 countries, has over 11,000 members, including about 6,500 in the United States.

DSWP

Dental Society of Western Pennsylvania

MOM-n-PA

MOM-n-PA is an annual two-day free dental clinic for underserved Pennsylvanians.

All services are provided free of charge by a host of volunteers.

The MOM-n-PA mission is a large-scale dental clinic where dental treatment is provided at **no cost** to individuals who cannot afford dental care. Treatment is provided on a **first-come, first-served basis** and it is expected that several hundred individuals will be attending this year's event, so please come early! **Patients do not preregister.**

Our next mission is JUNE 3rd and 4th, 2016.
David L. Lawrence Convention Center
1000 Fort Duquesne Blvd. Pittsburgh, PA 15222

For more information visit: www.mom-n-pa.com

Volunteer Registration is now OPEN!!!

JANUARY/FEBRUARY 2016 CLASSIFIED ADS

FOR SALE – established general dental practice. Fee-for-service with active patient base and recall program. South Hills area 15 miles south of Pittsburgh. Great location near a major thoroughfare in a Professional Office Park. Collecting \$520,000 4/days week. Attractive well-equipped four operatory office suite. If interested, please call or e-mail: Robert S. Markovitz at (412) 571-0500 or robziem@mda-cpa.com.

DENTAL RENTAL AVAILABLE – with equipment - Portersville, PA 16051, 9 miles north of Zelienople, PA. Part-time previously successful practice ended due to death of dentist. 2 exam rooms, x-ray equipment, parking, handicap ramp and handicap bathroom. Will sell equipment if desired. Rental \$1400 per month. (724) 687-7977.

OFFICE SPACE - previously used for a dental office now available in Monroeville. Some equipment if wanted. Other dental specialties are also in the building. All utilities except electric. Good opportunity to start or add an additional office. (412) 824-9060.

PARAGON Dental Practice Transitions – thinking of selling or purchasing a practice, adding an associate, or need an Appraisal for estate planning? Contact Dr. David Moffa, DMD, MAGD (724) 244-9449 or dmoffa@paragon.us.com. Free Consults. No obligation, just education.

EXPERIENCED FULL TIME – general dentist for busy private office in Washington County. Opportunity for a buy-in available. Office has prospered at same location since 1992. State of the art digital radiographs and paperless software. Join our small group and enjoy the benefits of a busy office with many new patients. Malpractice insurance coverage and health benefits included. Student loan payback available. Send resume to: joelrozen@atlanticbb.net or call (724) 328-3365.

DENTAL PRACTICE FOR SALE – 37 years in business. Ambridge, Pennsylvania. Priced to sell. (412) 759-6026. Dr. John C. Hricik.

BUYING OR SELLING A PRACTICE? Whether you are looking to buy one of our W. PA listings from \$200k to \$2.5mil or are looking to sell, call us for an absolutely free consultation. Additionally, we offer formal Valuation Services in case of divorce, business, estate or retirement planning, help in determining exit strategy, partner "buy-out", etc. **United Dental Brokers of America**. Bob Septak, (412) 931-1040, bob@udba.biz – www.udba.biz



ADVERTISING POLICY

Classified: Members – a minimum charge of \$40 for the first 35 words. Non-Members – a minimum charge of \$50 for the first 35 words – fifty cents for each additional word. \$10 for a Box number. **ALL classified ads must be paid for upon submission and must be typewritten or printed.**

Policy: Although the DSWP believes that advertisements published herein are from reputable sources, the Society neither investigates the offers or assumes responsibility for them. The DSWP reserves the right to decline or withdraw advertising.

Box Numbers: Box numbers are provided to insure the confidentiality of our advertisers. Replies to box number ads should be addressed to: Classified Department, Box Number _____, The Bulletin. The box number must appear on the envelope; names of box number advertisers cannot be revealed. All responses will be mailed, unopened, to the advertiser immediately upon receipt.

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**FRIDAY, JUNE 3
&
SATURDAY, JUNE 4, 2016
MOM – n – PA DENTAL MISSION**

Dentists, hygienists, assistants, front desk, non-dentists
all needed to volunteer in this dental mission – first time in Pittsburgh!

www.mom-n-pa.com for information & registration

**THURSDAY, NOVEMBER 3
&
FRIDAY, NOVEMBER 4, 2016
3RIVERS DENTAL CONFERENCE**

**@ Nemacolin Woodlands Resort
DR. MICHAEL MILLER & DR. HAROLD CROSSLEY**

Contact the Dental Society of Western PA
(412) 321-5810 or threeriversdental@verizon.net
for more information

In Remembrance of Ray Buzzelli

It is with great sadness that we are reporting the passing of Jan Buzzelli's dear husband Ray after a lengthy illness. Ray Buzzelli was one of a kind, larger than life, and truly one of our own at the Dental Society. And here's the kicker---he didn't have to be so involved and connected; he WANTED to be a part of us.

Whenever there was a need for Ray's special skills, he was there to help Jan and us in any way he could. He was a continuous source of entertainment and joy for those around him; he always lent a hand and could be relied upon for good advice, solicited or not! (He was usually right, and saw things that others didn't.) Ray was exceptionally good at reading people—he knew what was needed and provided for those around him. Talented, entertaining, and versatile, Ray had a colorful life and background. He owned and ran a beauty shop in Bloomfield for many years, and prior to that he had traveled the world as a consultant (I never did figure out exactly what he had done as a “consultant,” and I wasn't sure if I should even ask!). He really did know a lot of stuff, and when a problem or issue arose, Ray would come up with a solution that seemed to be out of left field, but everyone around would quickly surmise that it was the correct answer to the situation at hand.

On the dance floor, setting up for conferences, putting out the buffets, loading cars, entertaining visiting VIPs, settling petty disputes, commiseration, kindness, keen observation, attention to detail, and quick-witted humor were all abilities and attributes of this amazing guy who we

were blessed to include in our circle by virtue of his connection to his magnificent wife, our Jan.

We cannot begin to imagine how much Jan will miss her Ray, because the hole in our hearts and the void in the Dental Society are already too large to believe. We can only tell her how much WE will miss him, and how great a guy she was lucky enough to have for as long as she did. Ray, we hope your travels in Heaven are as exciting and happy as they were here on Earth. You will be missed!

Sincerely,
Cindy Schuler and
Vicky-Lynne Cochran

A Message from Jan Buzzelli

To my Dental Society family:

I don't know how to adequately say thank you and where to start. Thank you very much for the flowers, Mass cards, cards of sympathy, personal visits and phone calls. Ray would have loved the whole scene. He was so very ill and could not go much longer. I am amazed that he made it to his 85th and a little beyond. He loved going to the dental meetings and always asked when and where is the next one. I miss him terribly, but accept that he is at peace and in a better place. Thank you, thank you for your many kindnesses and support. I will never forget it.

Jan

The Bulletin is published bimonthly and represents the nine counties the Dental Society of Western Pennsylvania comprises: Allegheny, Armstrong, Beaver, Butler, Fayette, Greene, Indiana, Washington, and Westmoreland. The DSWP, PDA, ADA or any of its subsidiaries, councils, or agencies does not necessarily endorse statements of opinion. Letters to the Editor must be signed and may be edited.

Communications should be addressed to the Editor,
900 Cedar Avenue Pittsburgh, PA 15212.

The Society telephone: (412) 321-5810. FAX: (412) 321-7719.

Our website is www.dswp.org

The Society's email address is threeriversdental@verizon.net

All copy for publication in The Bulletin must be in the hands of the editor by the 1st of the month preceding the next issue. Copy received after that date, if still newsworthy, may be published in the next issue.

DSWP

Dental Society of Western Pennsylvania