



DATELINE

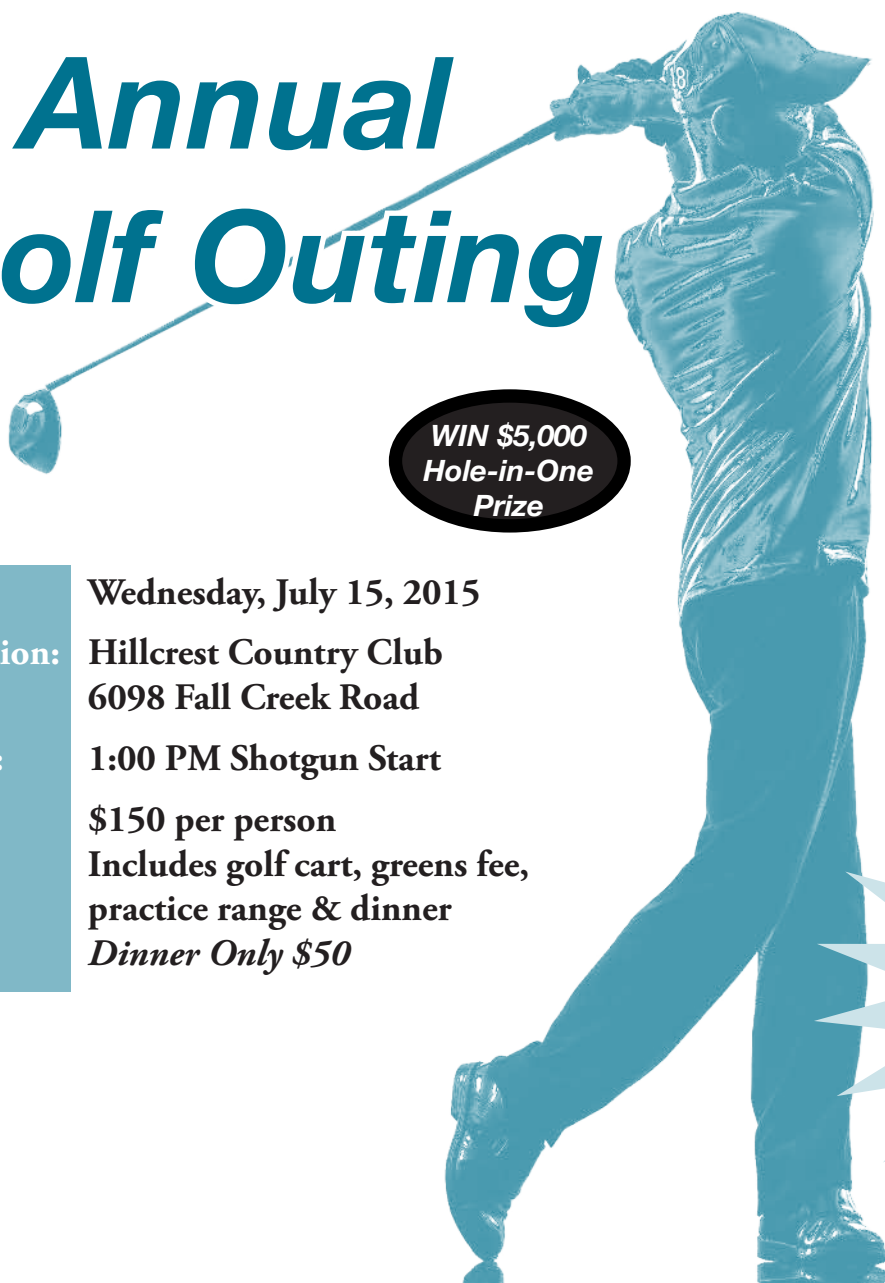
Volume 41 Number 2

Summer 2015



IDDS
Foundation

Annual Golf Outing



**WIN \$5,000
Hole-in-One
Prize**

Date: Wednesday, July 15, 2015
Location: Hillcrest Country Club
6098 Fall Creek Road
Time: 1:00 PM Shotgun Start
Cost: \$150 per person
Includes golf cart, greens fee,
practice range & dinner
Dinner Only \$50

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Before



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President's Message



Heather Maupin, D.D.S.

Spring has sprung in Indianapolis. The tulips are in full bloom, the smell of lilac and honeysuckle dance through the air, and the loving tickle of pollen we know so well embraces our senses. With all the new creation of Mother Earth, it begs the question: What inspires you? I took a poll around my office, asked patients and family members, what inspires them and was surprised at the simplicity of their answers. A simple smile, a heartfelt hello, a warm hug, a sign of appreciation, a beautiful scene, a meaningful quote, a task accomplished, a good meal, a restful night of sleep, a white sandy beach, etc.... All answers pointing back to the basic languages of love, and filling our buckets full of meaningful acts of kindness.

How can we inspire others as leaders of our profession? Are we listening to those in need? In April, Indiana took on its first Mission of Mercy, held at the Indiana State

Fairgrounds. Our dental family banded together to provide an outstanding service to those who were less fortunate. It certainly was a beautiful beginning to finding new solutions to our access to care issues around the state. A huge thank you to **Dr. Sue Germain, Dr. John Loeffler** and the entire team of dental volunteers who worked well over a year to organize this marvelous event. Other areas of inspiration you ask? Join your colleagues and gain some amazing CE in June during the IDA Annual Session, which kicks off in beautiful French Lick. Please help support the IDDS Foundation's Golf Tournament on July 15, and mark your calendars for the President's Fall Workshop on September 17, which will focus on social media and dentistry.

I want to end with the quote from Dr. Seuss "Unless someone like you cares a whole awful lot, nothing is going to get better. It's not."

Board of Directors Summary

The Board:

- 1) Congratulated **Drs. Diane Buyer** for receiving the IDA Distinguished Service Award; **Sue Germain** for receiving the IDA Leadership Award and **Mandy Miller** for receiving the IDA Rising Star Award.
- 2) Congratulated **Dr. Steve Towns** for receiving the IUSD Alumni Association's Honorary Member Award
- 3) Selected **Dr. Heather Maupin** and **Dr. Jeff Platt** as our ADA Delegate nominees.
- 4) Approved creating an investment fund for the Society.

Do You Have News?

Anything that interests our members is of interest to IDDS. Call 317/471-8131 to let us know!

Also: In order to assist you, please report any changes in your address, phone, or e-mail to IDDS. We need to keep your information current!

Executive Director's Summary

Welcome to Paige Becker, our new Administrative Assistant. Paige will be the friendly voice you hear on the phone when you call IDDS. Paige is an IU graduate, a native Hoosier, and we're glad she's here!

2015 is our new IDDS Roster year. We hope to have it in your hands early in the fall, so if you haven't given us a picture, or updated your information, now's the time!!

Thank you to the following for using ExtraDent/Claim X for electronic claims processing. This helps support IDDS!! **Dr. Sue Germain; Martine Dental; Dr. Derrick Johnston; Northview Dental; Dr. Wendy Parker; Dr. Danielle Davidson; Dr. Tim Williams; Promise Dental; Dr. Colleen Pool; Simply Smile; and Dr. Tom Steckbeck.**

Please support the IDDS Foundation's Golf Tournament on July 15. All dentists are entered to win a \$1,000 cash prize from **Commerce National Bank**. The annual golf tournament, chaired by **Dr. Doug Spaulding**, is the Foundation's only annual fundraiser, so your support is very much appreciated.

— Carolyn Hansen

*Do you need a deaf interpreter for your patients?
If so, you can call Deaf Community Services at
317/479-3240*



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IDDS President's Fall Workshop

Dr. Heather Maupin, President

"Social Media Advertising & Promoting Oral Health"

By: Bridget Baxter & Shanna Quinn

American Dental Association

Thursday, September 17, 2015

The Garrison Conference Center

6002 N. Post Road

5:30 pm — Registration

6:00 pm — Buffet Dinner

6:30 - 8:30 pm — Workshop

IDDS President's Fall Workshop

There is no charge for active members if registered by August 27, and

PRE-REGISTRATION IS REQUIRED by August 27.

For active (not retired) members only and you must pre-register to attend, otherwise there will be a \$50 charge. Nonmembers charge is \$50.

5:30 pm — Registration • 6:00 pm — Buffet Dinner • 6:30 pm — Workshop — 2 CE's



☐ **YES I Plan to Attend President's Fall Workshop
on September 17, 2015**

Dentist Name: _____

Phone: _____

Email: _____

Call IDDS at 317/471-8131 to **Register by August 27**

Or fax IDDS at 317/471-8147 **by August 27.**

Or send email to: info@indydentalsociety.org

Spring General Member Meeting



Dr. Hale



President Heather Maupin with 60 Year Honoree Dr. Floyd Hale and President-Elect, Jason Flannagan



Dr. Floyd and Dorothy Hale



55 Year Honorees, Drs. Don Nesler, Marvin Schmidt, Monte O'Connor, Les Tweedle, Orbrey Phipps and Robert Hirschman.



Dr. Marvin and Carole Schmidt



Dr. Monte and Helen O'Connor



Dr. Les and Jane Tweedle



Dr. Orbrey and Susie Phipps and family



President-Elect Flannagan with 45 Year Honoree, Dr. Randall Long, and President Heather Maupin. Dr. Long was IDDS President in 1982



40 Year Honorees, Drs. Gregory Kamp, Greg Hardin, Dennis Waltke and Phil Eversman



35 Year Honorees with President-Elect Flannagan, Drs. Diana Moorman, Nancy Halsema, Mark Bohnert, Randolph Shoup and President Maupin



25 Year Honorees, Drs. Jim Oldham and Kevin Deardorf



30 Year Honorees, Drs. David Clark, Wayne Kinney, Todd Kaminski, Bryan Roy, Natalie Roy, Katy Patton, Kurt Rupenthal, Lesley Gilbert, John Loeffler, Joseph Bailey and John Slavens



(above) Drs. Ron Harris and Todd Kaminski



(left) Dr. Will Hine receives Immediate Past President Award



(right) Dr. Karen Ellis gives the IDDS Foundation report.



(left) Dr. Gary and Grant Schinbeckler and Dr. Lesley Gilbert



(above) Dr. Stacey Rochman greets Dr. Greg Hardin

(left) Dr. Diane Buyer displays the new App for Drinks Destroy Teeth.

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CONTINUING EDUCATION SEMINAR

Fall Ethics Seminar

Friday, October 23, 2015

A Seminar featuring Jay Dziwlik, MBA, CAE

Assistant Executive Director, Indiana Dental Association

Hygienists
Welcome



Jay Dziwlik

Friday, October 23, 2015
Hillcrest Country Club
6098 Fall Creek Road

Registration: 8:30-9 a.m.
Lecture: 9-11 a.m. (2 CE)
Fulfills Ethics Requirements

\$10 per Person

Ethics, Leadership, and the Law

Learn new techniques to enhance your leadership skills. Acquaint and update yourself with the latest changes in the Indiana dental law. Understand how you can be ethical and professional as you direct the needs of your patients.

Ethics is required as follows:

Effective for the license period ending March 1, 2016, dentists and dental hygienists must receive 2 continuing education credits which shall cover each of the following subjects: 1) Ethics 2) Professional responsibility 3) Indiana statutes and Indiana administrative rules governing the licensure and practice of dentists and dental hygienists.

☐ YES, I will attend the Continuing Education Seminar. Seminar is worth 2 CE credits

Dentist Name: _____

Dentist Phone: _____ Email: _____

Names of Seminar Attendee(s) _____

Seminar Cost is \$10 per person x _____ (# attending) = \$ _____

Total amount enclosed for Seminar \$ _____

____ I am paying by check (enclosed)

____ I am paying by credit card ☐ Visa ☐ MasterCard

Card # _____ - _____ - _____ Expires _____ / _____

Name as it appears on the card _____

Please return your registration prior to Friday, October 16, 2015.

No Refunds

IDDS, 8780 Purdue Rd., 46268 • 317/ 471-8131 • Fax 317/471-8147

info@indydentalsociety.org



IDDS & IDA Present:

OSHA Compliance Training & CPR Recertification Course

July 17, and October 16, 2015

at Hillcrest Country Club, 6098 Fall Creek Road

OSHA Compliance Issues — 2 CE Credits

Check-in 8:30-9a.m. Course from 9-11a.m.

Instructor: Kay Maddox, R.N.

This OSHA review focuses on record keeping requirements, training, exposure control, hazard communication, emergency action, and general duty safety. Fee: \$75

CPR Recertification — 5 CE Credits

(Note: Indiana law limits hygienists to 2 CE credits for CPR training and 5 CE for dentists.)

Check-in 11:15a.m. Course from 11:30-2p.m. approx.

Instructor: Kay Maddox, R.N.

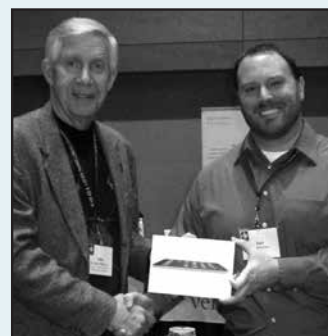
This course, designed by the American Heart Association for health care workers, includes two-person rescue adult CPR, child and infant CPR, foreign body airway obstruction removal instruction and Automated External Defibrillation instruction. Written and practical tests will be administered. Fee: \$75

**To Register Contact www.INDental.org/oc
317/634-2610 or Heather@INDental.org**

Networking Seminar

Co-Chaired by **Drs. Mandy Miller** and **John Jansen**, this fifth year event was the most successful yet, bringing together dentists statewide to help each other find new associates; sell/buy a practice; and meet the 4th year dental students. Thank you to our sponsors:

Blue & Co.; Commerce National Bank; ExtraDent/ClaimX; IDA Insurance Services; Patterson Dental;



IUSD Dean Dr. John Williams presents ipad to Dr. Joel Lanie

PNC Bank; Stock Yards Bank & Trust and Veros Dental.

Study Club Information

Southside Study Club – Dr. Tim Bacsa

Meet at Fireside Brewhouse - 997 E. County Line Road, Greenwood, IN 46143. Social hour at 6pm, Dinner at 7pm. Reservations contact Kristin Ahaus at Veros Dental 317.452.4580 or by email: kmahaus@verospartners.com

Implant Restorative Study Club (IRSC) – Dr. Christine Bishop and Dr. Savi Abey

New members welcome! The IRSC provides an opportunity for general dentists and specialists to learn about the restorative aspects of clinical implant therapy in a friendly, informal environment. Each meeting includes 2 hours of CE credit and dinner. Open to all licensed dentists and recent dental graduates. Meetings at The Monon Center in Carmel from 6-8 p.m.: Sept. 3, – Custom or Prefabricated? Abutments by Design and Nov. 5: Restorative Members' Showcase. Contact us at prc@teethin.com or call 317/574-0866

InDent Spear Study Club—Dr. Chris Burns

2nd Tuesday of each month, September through May. Peer led, Spear engineered, the program is a DVD format. Customized small group learning, accommodation for 10 members only. Opportunity to attend a 2.5 day seminar in Scottsdale, AZ with the InDent members (Tuition is included in the Membership Fee). Information, contact: Patti Troutman: patti.troutman@att.net

InDent Indy Study Club— Dr. Walter Brown

3rd Thursday of each month, September through May. National and local speakers. Treatment planning and problem solving. Reasonable membership dues. Advisory Board interaction. Introduction to newest materials. Information, contact: Patti Troutman: patti.troutman@att.net

Gomes/Sitaram Spear Study Club – Dr. Daniel Gomes & Dr. Dipesh Sitaram

Meetings are Aug. 26, Oct. 14 and Nov. 18. Address is 8235 Country Village Dr. Contact 317/299-4731 for more information.

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You Are Invited. . . IDDS Fall Membership Meeting

Make your reservations for your next General Membership Meeting— Wednesday, October 7, 2015 at the Blue Heron Ballroom, Garrison Conference Center at Fort Harrison State Park Inn, 6002 N. Post Road.

Reception..... 5:30 pm
Dinner 6:30 pm
IDDS Business Dr. Heather Maupin, *IDDS President*

Garrison
Conference Center

56th St.

Post
Road



Guest Speaker: Daniel Evans, Jr.

"The Changing Healthcare Environment and the Implications for Providers"

Fall General Membership Meeting



IDDS Presents

Daniel Evans, Jr.

President and CEO

Indiana University Health, Inc.

Wednesday, October 7, 2015



IDDS General Membership Meeting

Wednesday, Oct. 7, 2015
Garrison Conference Center

Reception:..... 5:30p.m.
Dinner: 6:30p.m.
IDDS Business: Dr. Heather Maupin,
IDDS President
Guest Speaker: Daniel Evans, Jr.
(1CE)

☐ YES, I will attend the IDDS Membership Meeting (*Meeting is worth 1 CE credit*)

Dentist Name: _____

Email Address _____

Name of Membership Meeting Attendee(s) _____

Spouses and Nonmember Dentists = \$35 per person

Total amount enclosed for Membership Meeting \$ _____

_____ I am paying by check (enclosed)

_____ I am paying by credit card ☐ Visa ☐ MasterCard

Card # _____ - _____ - _____ - _____

Expires _____ / _____

(Fax or mail this form to IDDS (471-8147) by Monday, September 28, 2015)

8780 Purdue Rd., Ste. 8, Indianapolis, IN 46268, or contact info@indydentalsociety.org

***Please Note: Since meal is catered, all reservations must be guaranteed.

Please return your registration prior to Monday, September 28, 2015.

Notice of cancellation must be received before 9a.m. on Monday, September 28, 2015.

The courtesy of canceling your reservations in compliance with this deadline will avoid your financial commitment.

Register: IDDS 317/471-8131 or Fax: 317/471-8147 or info@indydentalsociety.org

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Women Dentist Seminar

Congratulations to **Dr. Denise Flanagan** and **Dr. Kathy Stuart** as the recipients of the first IDDS Leaders & Mentors Award. Co-Chairs of the Membership Committee, **Drs. Gabrielle Caron** and **Megan Keck**, honored Dr. Flanagan and Dr. Stuart at the Women Dentists Seminar for their contributions to others.



Drs. Gabrielle Caron, Denise Flanagan, Kathy Stuart, Heather Maupin, and Megan Keck



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ARE YOU READY?

by THAD MILLER, DDSMATCH.COM

Dental Practice sales are predicted to increase in the coming years as Boomers decide to transition their practice and enjoy retirement. Are you prepared for that time?

"WHEN A MAN DOES NOT KNOW WHICH HARBOR HE IS HEADING FOR, NO WIND IS THE RIGHT WIND." --*Seneca*

The starting point for any type of plan is defining its goals. In the case of planning a business exit that means knowing what it means to "exit your business in style."

Philosophers, business owners, and successful people from all walks of life understand the critical importance of establishing goals, creating plans to attain those goals, and persevering to see their plans through to completion.

Having worked with dentists to create over 60 successful exits, we know that it is critical that you establish three principal exit objectives first before moving forward with your Exit Plan. This is the first step in The Trusted Transition Process™. I titled it the "Conceptual Transition Experience" We help visualize your future, set achievable goals and devise strategies to start you in the direction of your post-transition dreams, well in advance of your intended transition timeframe.

THE THREE MAIN POINTS IN THIS FIRST STEP ARE:

- How much cash do you need when you exit to support the lifestyle you desire? (Do you want to be cashed out when you leave the business or are you willing to receive the purchase price over time?)
- When do you want to leave the practice? (Or, how much longer are you willing to remain active in the practice?)
- To whom do you want to sell / transfer the practice? (To a child? An associate? Co-owner? Or perhaps to an outside practitioner who can pay top dollar?)

LET'S LOOK AT AN EXAMPLE OF A DENTIST WHO ARRIVED AT HIS EXIT DATE WITHOUT A PLAN TO REACH HIS GOALS.

Dr. Y, the owner of a successful dental practice had long thought of transferring his business to a certain young dentist from his community. He and his family were long time patients, he mentored him on his decision to go to dental school and stayed in touch with him during his education. This was ideal in theory but unfortunately, he had done little to prepare for that transfer. As tougher economic conditions challenged his practice, however, and he reached his 58th birthday, he decided it was time to retire and called me.

My response after thorough discussions with he and his financial team was "Doctor it's helpful that you've established two of the three Exit Objectives critical to all successful business exits. You've determined that you don't want to work much longer in the business. And second, you have decided that you want to transfer the business to the young dental student who is graduating soon."

"But what about the third Exit Objective: how much money do you want or need when you leave the business? And, have you determined

whether you need cash or can you accept a promissory note?"

AT THIS POINT, DR. Y HAD TWO CHOICES:

He could retire immediately and try to market the practice through ddsmatch—but unfortunately not to this young dentist from the community. The young dentist had no dental practice experience and no bank would lend an amount even close to the amount of money necessary to meet Dr. Y's expectations. If Dr. Y wanted to sell today and receive an amount that would support his post-exit lifestyle, he would have to sell to an outside dentist with sufficient cash.

Dr. Y could sell the company to this young dentist from his community, but wait six to ten years to receive (hopefully) the entire purchase price. This can work, but it has to match the Exit Objectives of the seller.

Dr. Y's situation illustrates why setting your objectives or goals, understanding how each affects the other, creating a plan, and then acting to reach those goals is so critical to a successful exit.

If you prefer to leave your business in style (which to us means leaving your business to the successor you choose, on your timetable and with the amount of cash you desire) you must take time to formulate specific, consistent, attainable goals and objectives. Either option detailed above is an option, but talking about it now is critical to prepare.

You must determine a course of action—a plan—based upon those goals, and you must "hold to that action till the goal is reached. The key is action." Without setting goals at the outset of your exit journey, you may drift aimlessly until, like Dr. Y, it's too late.

Don't be a dentist who is too busy working in your practice to work on the most important financial event of your business life. We work in tandem with your financial advisors, CPA, attorneys and others to help you get the best out of your transition for you, your staff and your patients. We are happy to help you begin by providing you with more information about setting objectives and other Exit Planning topics through The Trusted Transition Process™. It all starts with a complimentary confidential discussion.

The examples provided are hypothetical and for illustrative purposes only and do not represent actual client experiences. If you have any questions or want additional practice transition information, please contact us at 1-855-546-0044.



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Please join IDDS Foundation for our annual golf outing on Wednesday, July 15, 2015 at Hillcrest Country Club. This golf tournament will benefit IDDS Foundation in its efforts to improve the oral health of the community.



IDDS
Foundation

Annual Golf Outing

Date: Wednesday, July 15, 2015
Location: Hillcrest Country Club, 6098 Fall Creek Road
Time: 1:00 PM Shotgun Start
Cost: \$150 per person – Includes golf cart, greens fee, practice range & dinner Dinner Only \$50

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Dentists Only—A Chance to Win a Grand Prize of **\$1,000 CASH!!**

PLUS all dentists playing Plinko will be entered to win a \$250 CASH Prize.

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Sponsorships Available:

Gold: \$1,000 Includes 4 paid spots, dinner, recognition on course, and in Dateline newsletter.

Silver: \$500 Includes 2 paid spots, dinner and recognition on course

Hole: \$300 Includes recognition on course

(Please contact Dr. Doug Spaulding at 317/845-0583 or IDDS 317/471-8131 for more information).

Please - No refunds after June 30th

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Name of Contact: _____

Name of Company: _____

Daytime Phone: _____ / E-Mail: _____

Method of Payment: ☐ Check Enclosed *(Make check payable to IDDS Foundation)*

Credit Card: ☐   Number: _____ Exp: _____

Names of Golfers: _____
(Please print)

Please fax or mail this form to the IDDS Office: by June 30, 2015.
8780 Purdue Road, Suite 8 • Indianapolis, IN 46268 • Fax: 317-471-8147

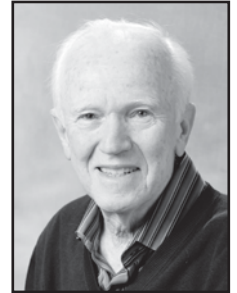
MEMBER NEWS

Congratulations to:

Dr. Arden Christen, who is this year's Fairbanks Circle of Hope Award Recipient. Dr. Christen was recognized for his pioneering work on tobacco addiction. Dr. Christen is Professor Emeritus of the IU School of Dentistry, and serves as a consultant to the IU Nicotine Dependence Program at Fairbanks.



Dr. Stacey D. Johnson, who was the Second Place Winner for the IDDS Dues Incentives prize. Dr. Johnson won his IDA and IDDS dues completely reimbursed!!



Dr. Charles Solomon, on his retirement from active practice after more than 40 years.



Dr. Anthony Imburgia, who was the Grand Prize Winner for the IDDS Dues Incentives prize. Dr. Imburgia won his ADA, IDA, and IDDS dues completely reimbursed!!



Dr. LaQuia Vinson on the birth of her baby, Aria Annette Vinson on February 23. Aria, who weighed in at 6lb. 15 oz. and her Mom and her Dad, Andrew, are doing well and overjoyed that she's here.



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At Blue & Co., LLC, we are focused on the needs of dentists. Whether you are looking to maximize profitability, expand or sell, streamline operations, or prepare for your future, our team of dental experts can help. Our experience will allow us to provide you with a plan to attain your goals.

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Area dentists meet with Fifth District Rep. Susan Brooks on Friday, March 27, at the new Pediatric dental office of Brian Sanders at 13590B North Meridian. (L-R) Drs. Dave Kristoff, Diane Buyers, Brian Sanders, Rep. Susan Brooks, Janet Clark, Sue Germain, and Chip Rigsbee

Dr. Bill Riffle, IDDS 60 Year Member, writes: "What a nice surprise and what a gracious gift. The clock is beautiful, and already placed in our dining room. I shall treasure it and the kind thoughtfulness."

Dr. Ron Armstrong, IDDS 45 Year Member, writes: "I wanted to let you and Dr. Maupin know that the 45 year recognition award arrived unscathed. I'd also like to thank IDDS and the Board for this recognition. I do appreciate it. Best wishes."

IDDS extends its condolences:



To the family of **Dr. Phillip E. Bly**. Dr. Bly passed away on April 5. He was a 61 year member of IDDS.



To the family of **Dr. LaForrest Garner**. Dr. Garner passed away on April 9. He was a 57 year member of IDDS.




To the family of **Dr. Robert Gottschalk**. Dr. Gottschalk passed away on February 21. He was a 23 year member of IDDS.



To the family of **Dr. Ralph McDonald**. Dr. McDonald passed away on February 20. Widely recognized as "the father of pediatric dentistry", Dr. McDonald was a 70 year member, Dr. McDonald was IDDS and was our President in 1962.

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IDDS UPCOMING EVENTS

July 2015

July 3
Holiday

July 15
IDDS Foundation Golf
Tournament, Hillcrest CC

July 17
OSHA-CPR at Hillcrest CC

July 31
Dateline Deadline for Fall
Edition

August 2015

Aug. 12
Retiree Breakfast

Aug. 19
Peer Review Committee Mtg.

Aug. 31
Officers Mtg., 6:30p.m.

September 2015

Sept. 7
Holiday

Sept. 9
Retiree Breakfast

Sept. 14
IDDS Board Meeting
6:30p.m.

Sept. 16
Peer Review Committee Mtg.

Sept. 17
President's Fall Workshop

Sept. 22
Fdn. Bd. Mtg., 6:30p.m.

Sept. 29
Membership Comm. Mtg.,
6:30p.m.

October 2015

Oct. 7
Fall GMM at The Garrison
Conference Center

Oct. 14
Retiree Breakfast

Oct. 16
OSHA-CPR at Hillcrest CC

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