

THE National Denturist

Summer 2014 • Vol. 11

USA

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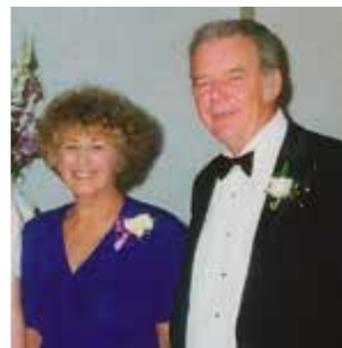
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HONORING - FRED GERRITY



Fred Gerrity was a friend. It can honestly be said that anyone fortunate enough to have met Fred and especially those who worked with him would have said thereafter, "He is my friend."

Comments by his professional associates reveal the respect he received and the inspiration he generated. "Fred always gives 100% effort in his leadership." "When Fred speaks everyone listens. We love and respect him because he loves and respects

the profession. He and Connie have worked so hard for everyone's benefit." "I was inspired to go to denturists college when I saw Fred going, because I knew with his knowledge and experience he could have probably written the text, but he knew it was important for the profession." "I joined the National Denturist Association when Fred was president and was impressed by his dedication and the loyalty shown him by his wife, Connie and daughter, Erin; they were right there supporting him." "Fred was instrumental in bringing denturist education to the United States. His legacy, 'Education is the Answer' makes me proud to be his college classmate. Graduating denturist college at the age of 68, he is a testament to lifelong learning."

Fred was faithful to his profession and the National Denturist Association, USA and even after being limited in his abilities because

of health issues he still attended association meetings until it was no longer physically possible.

Fred grew up in Scranton, Pennsylvania. He went to school there and then entered the U.S. Naval Reserve where he served for eight years. Ultimately, he chose dental technology and then denturism as his lifelong career. He owned the Bradford Denture Center in Towanda, PA, for 45 years where he served many needy patients with pride and dedication until he retired because of illness. He was active in his church and the community serving on the school board, participating in the Elks Club and the American Legion. He was one of the founders of Serve, Inc., and was a volunteer ambulance driver in Towanda, PA, for several years.

However, his passion was the denturist profession and he proved his dedication by his faithful work as a member of the National Denturist Association, USA. He served as the president of this organization for eight years. He received the 2002 Denturist of the Year award from this association and was awarded the Brotherhood of Sterkenburgers Award from the International Federation of Denturists. Fred was one of only four U.S. denturists who were honored with this prestigious award.

We know, even after his severe illness, when he was not able to participate as he wanted, he was proud and very pleased as he saw the profession progress, U.S. denturist schools established and young people becoming excited about a denturist career. It is difficult to say goodbye to a friend, and we are saddened to report that Fred has left us. Our deepest condolences are sent to Connie, Erin, Patrick and all the family. We will miss Fred, he was our friend. However, his legacy lives on.

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FEATURING

5. The Hader Bar System

- This article will focus on Hader Bar protocol on implants from a Denturist's perspective and will include new cases, making new dentures, relines, and servicing.

15. SPOTLIGHT

Amy Varshock, DPD, LD

- Amy's concern for others has never been more evident than her work as a result of the terrible mudslide disaster that practically destroyed the town of Oso, Washington.

27. ARE YOU TRYING TO GO OUT OF BUSINESS?

- A while back the Post Office was flat broke and was looking for ways to become profitable again. So, the brilliant solution they were considering was to do away with first class delivery. In short, that meant that instead of your letter arriving sooner, it would get there later.

29. DENTURIST CHANGE LIVES - SO WHAT'S THE PROBLEM

- Denturist are educated. Denturists serve and serve well. Denturists are popular; patients love denturists and when necessary drive, even fly, miles to receive their service. So what is the problem?

31. DO YOU WANT TO BE A BUSINESS GENIUS?

- I discovered the following list which was written by a management expert and I thought I would pass it along to help you in your search for perfection and happiness. Practice these qualities, one per day, and get your staff in on it too. Hope you enjoy this as much as I did!



5.



15.



27.



29.



31.



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Greetings To All:

Congratulations is certainly the greeting of the day for much of what is happening within our denturist community. I, along with the National Denturist Association, USA's board members and leadership team members were privileged to attend the Washington Denturist Association's Celebration of the 20 year anniversary of the passing of I-607; the citizen's initiative permitting denturist to practice independently. The conference was a great success with record attendance and joyous camaraderie. State Representatives Dawn Morell and Laurie Jenkins were pleased to receive 2014 Legislator of the Year awards for their support and efforts influencing the state legislature to approve an increase in the scope of practice for the Washington denturists. I was especially pleased that 16 denturist college students attended and I was honored to be present when pioneer denturist, eighty-six year old Kurt Roehl received a Lifetime Achievement Award. Kurt's reward, of course, was to be able to practice independently as a result of his determined selfless effort, but his tearful remarks clearly showed his greatest reward was seeing these young college students carrying the torch. Other pioneers who fought for the passage of the initiative were also honored. Carol Carbone, Executive Director of the Washington Denturist Association, and William Disantis, President of the association, along with other dedicated workers in Washington are to be commended for their continued efforts promoting the profession and for an excellent conference.

Congratulations are also extended to the Oregon denturists. The Oregon State Denturist Association (OSDA) enjoyed record attendance at their spring conference where they celebrated the 35th anniversary since having the denturist profession legally recognized in their state. I was delighted to attend this conference and join in their banquet celebration where pioneers from their initial efforts and past presidents of the association were honored. Members of the first Oregon denturist association, The Western Denturist Association, were honored and presented commemorative coins made for each of them. Heidi VanGiffen, OSDA president, assisted by the state's talented leadership, did an outstanding job organizing this very successful conference.

Shawn M. Murray, CDT, LD. President National Denturist Association, U.S.A.

I want to again say welcome aboard to our newest member state. Members of the Michigan Denturist Society elected to join the National Denturist Association, USA and their delegation will be attending our national conference in September.

More good news; our national testing and educational institution certification programs are progressing. Oregon state has now officially committed the responsibility to the National Denturist Association, USA's national examination for their state boards. Other states are soon to participate. Congratulations to the American Denturist College; completed documents have been received, evaluated and approved for certification.

We are saddened by the recent loss of our friends and colleagues Fred Gerrity and Jason Salame. Fred Gerrity's life was dedicated to the denturist profession he loved and he worked tirelessly seeking recognition via The National Denturist Association, USA. Jason Salame's passing was quite a surprise. He had just celebrated his 40th birthday and was eagerly working for denturist recognition in New Jersey. We send our deepest condolences to these families. We also express our sympathy to Washington denturist, Vallon Charron, whose young wife recently passed away. These friends and associates will be missed.

Our profession is growing and more and more companies are noticing and offering their support by advertising in our state journals and The National Denturist, USA and attending our conferences. Please support these companies; purchase from them and express your appreciation for their support by acknowledging you saw their ad in our publications or visited their booth at our conferences. If your suppliers have not yet joined as a supporter please encourage them to do so; we will be glad to send them packets explaining various advertising opportunities.

I am looking forward to seeing you in Las Vegas, September 17 - 20, 2014. Come expecting a fantastic time.

Sincerely,

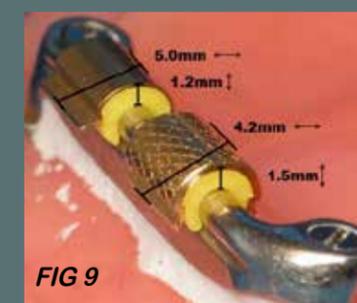
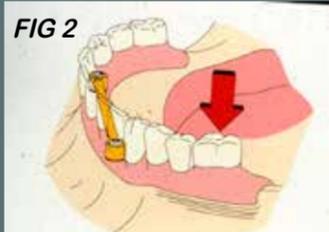
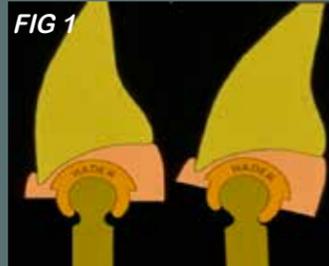
Shawn M. Murray, President, CDT, LD

The

HADER

BAR

System



The Hader Bar system is the most popular of all overdenture bar systems due to its economy, simplicity, and long term success. The Hader system may be totally abutment supported, or a combination of abutment and tissue supported. To accommodate for anterior to posterior rotational movement, the clips allow the prosthesis to rotate around the bar, protecting the abutments (FIG 1).

A Bar attachment—as compared to a Stud attachment such as a Locator, O-Ring, Ball, or Magnet—provides greater prosthesis stability (ideal for a patient with a flat or atrophied residual ridge), splinting of questionable implants (ideal for the more porous bone in the maxillae), and will readily compensate for divergent implants. Contraindications to a bar include a patient with poor hygiene (a bar has a long pontic area that requires a patient who has the dexterity and ability to practice good hygiene) as well as limited intra-oral space (a bar takes more space than a stud attachment, especially limiting tongue space for mandibular restorations).

This article will focus on Hader Bar protocol on implants from a Denturist's perspective

and will include new cases, making new dentures, relines, and servicing.

New Hader Bar

The first step is a wax setup and try in of the proposed removable prosthesis (FIG 2). The patient can approve the shade and shape of denture teeth as well as verify if they can accommodate the decreased tongue space (FIG 3) on a mandibular Hader Bar.

Upon approval of the setup, the approved denture becomes the guide (FIG 4) for the Laboratory to fabricate the Hader Bar. Whether the Hader Bar is to be manufactured by traditional lost wax casting technique, milling, or printing, a verification jig must be utilized to assure the accuracy of the master cast.

The finished Hader bar is tried in the mouth and after fit is verified returned to the Master Cast.

For indirect processing

For each attachment, select and cut the “legs” on the Green Processing Spacer (FIG 5) so that it will fully seat on the bar. The Green Processing spacer provides the free space inside the denture that the flanges of the clip need to flex and function as designed (FIG 6). If the flanges on the final Hader clip

do not have room to flex during insertion and removal, the clip will often bend inwards and break. It is common that the legs are cut 0.5mm short to assure full seating. Blockout wax, rubber sep, plaster, or blockout material of choice is used to blockout all undercuts, including the labial vestibule. Place 0.3mm of blockout material on the occlusal of the bar and screw holes. Leave the Processing Spacers free of any blockout material (FIG 6).

Seat the Hader Metal Housings on the Green Processing Spacers (FIG 8). The Hader Alignment Housings provide more mechanical retention in acrylic, take 0.8mm less buccal / lingual space, but are 0.3mm taller than the Traditional Metal Housings (FIG 9). Choose the option (FIG 10) that will work best for your patient.

After acrylic processing, remove the green processing spacers. Place the final Hader Clips into the Metal Housings with the Insertion Tool. The clips will snap in audibly.

Deliver the final prosthesis to the patient, checking and adjusting occlusion as well as clip retention. The white (weak) Hader clips are recommended when delivering new cases, but the yellow (standard) may be used as well. Red (strong) and Blue (salvage) are not

recommended for new cases.

Chairside Processing:

The definitive denture is finished and the area to place attachments is relieved.

Blockout the undercut area between the bar and gingiva. Perma Block material is recommended. Trim the green processing spacers to the vertical height of the Hader Bar (cut too short instead of too tall) and fully seat the spacers on the bar (FIG 11). Select the Metal Housing of choice and snap on to the Green Processing Spacer. Housings provide an accurate seat for the Hader clip along with easy clip insertion, removal, and replacement. For more mechanical retention, air abrade the housings prior to seating.

Seat the relieved overdenture over the Hader Bar to assure there is not premature contact between the intaglio of the denture and the attachments or bar. Use indicator and relieve any high spots. Paint silane on the housings to improve bond strength with acrylic resin (FIG 12).

Use a small round bur to drill through the denture to prepare a Lingual or Palatal Escape Vent in the area of each attachment (FIG 13). This vent will allow any excess acrylic to “escape”, eliminate the hydraulic effect, and most



FIG 14

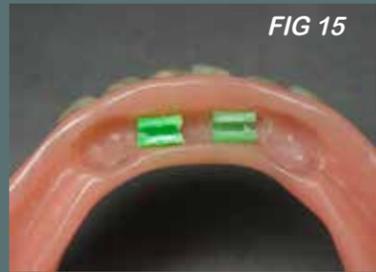


FIG 15

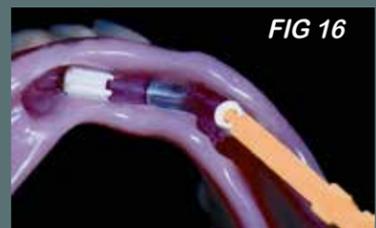


FIG 16



FIG 17



FIG 18



FIG 19



FIG 20



FIG 21

importantly avoid “locking in” the denture (FIG 14). Prime the existing denture base with monomer.

Place self-cure acrylic in the prosthesis (only about 1/4 of the relief area should be filled) and on the housings. Seat the prosthesis. Do not have the patients with anterior bar segments only come into full posterior occlusion. Compression of posterior tissue may lead to canting of the anterior and take the attachments out of alignment. Finger pressure over the attachments is preferred.

Once the acrylic resin has set, remove the prosthesis. Fill in any voids, finish, and polish the denture. Then remove the Green Processing Spacers (FIG 15) and use the Hader Insertion Tool (FIG 16) to snap in the final clips of choice (White, Yellow, or Red. Blue is only for old worn bars).

Making a New Denture on Existing Hader Bar Block out all undercuts between the bar and gingiva with Perma Block (FIG 17).

If using a standard impression tray, do not place the final Hader clips, green processing spacers, or housings onto the bar. Hader clips are designed to rotate around the height of contour of the bar and will rotate out of alignment during the impression.

Placing a clip, or an impression coping (lever arm), on the bar will cause the clip to rotate around the bar and result in an inaccurate master cast.

If using the existing Denture as Impression Tray, lubricate the old clips with petroleum jelly, scuff up the intaglio portion of the denture to allow for mechanical retention of impression material, and take a wash / reline impression. Make sure the clips engage the bar.

Impress the bar using normal impression techniques.

There are two choices of Hader Bar analogs available, each with their own advantages (FIG 18). The White Delrin Analog is easy to adapt to the curvature of the existing Hader bar, is easy to cut/trim, and acrylic

will not adhere to delrin. The Aluminum Analog bar is stronger than Delrin and may be reused.

Measure and score the analog bar (FIG 19) to the appropriate length of bar segment(s) needed. Cut the Analog Bar to the appropriate length(s), and seat the analog bar into the impression (FIG 20). Prior to seating the Analog in the impression, it is recommended to scuff or cut small holes in the analog for increased retention in stone. The two parallel walls in the impression material will keep the Analogue Bar in position and prevent any rotation

Pour up the Master Cast and proceed with normal processing techniques discussed previously.

Reline / Servicing

Do not remove the metal housings from the prosthesis. Removal of the housings requires bite and vertical to be unnecessarily re-established. Lubricate the existing Hader Clips with petroleum jelly. Block out all undercuts between the bar and gingiva with Perma Block.

Do not have blockout material on the retentive area of the Hader bar. Scuff the intaglio surface of the denture for more mechanical retention with impression material.

Take a wash, or reline, impression.

Measure and score the analog bar to the appropriate length of bar segment(s) in the mouth. Cut the Analog Bar to the appropriate length(s), and seat the analog bar into the impression. Make sure the analog bar snaps fully into the lubricated Hader Clips. Prior to seating the Analog in the impression, it is recommended to scuff or cut small holes in the analog for increased retention in stone.

Pour up the Master Cast (FIG 21). The Analog bar will be an exact representation of the position of the bar in the mouth. Process Reline in normal manner. After processing, remove the Green Processing Clips and seat the desired retention final Hader clip.



Chris Bormes is the president of PREAT Corporation, the premier precision attachment company in the United States. He was graduated from Gonzaga University before attending the Dental Laboratory Technology program at City College in San Francisco.

Chris has spent the last several years in the dental industry and is well known for his technical expertise, conference presentations, teaching and case design capabilities.

PREAT Corporation remains the only multi-generation family owned Precision Attachment Company and maintains constant ongoing product and technique development.

PREAT Corporation actively supports National and State Denturist meetings and Chris is one of the most respected conference presenters. For more information contact PREAT Corporation: call 800-232-7732; fax 805-202-3076; online www.preat.com.



THE National Denturist Association USA

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CANCELLATIONS

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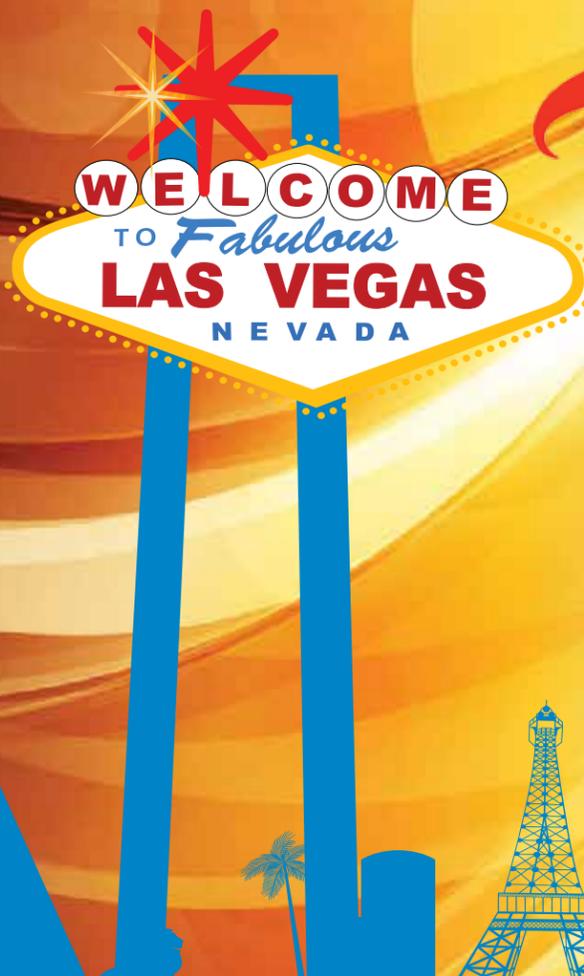
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Tropicana's 1600 South Beach-inspired guestrooms feature ultra-plush beds, FREE Wi-Fi, 42" HDTVs and rooms overlooking the tropical pool and gardens or the strip. Restaurants range from fine dining to quick-food choices, choices of lounge or sports bars as well as the Beach Cafe opened 24-hours a day. The Tropicana has been the proud recipient of TripAdvisor's Certificate of Excellence award for two consecutive years, has received the Platinum Choice Award for three consecutive years and named one of the 10 Best Casinos on the Las Vegas Strip and Best Casino Deal. The Tropicana restaurants have been named the Best Italian Restaurant, one of the top-rated steak houses on the Strip and the #1 cafe on the Strip.



CONFERENCE - 2014 -LAS VEGAS - TROPICANA

SCHEDULE OF EVENTS

WEDNESDAY - SEPTEMBER 17, 2014

9:00 - 5:00..... Board Meeting
3:00 - 6:00..... Registration
7:00 - 10:00..... Bowling Tournament

THURSDAY - SEPTEMBER 18, 2014

8:00 - 12:00 Registration
8:30 - 11:30..... Arian V. Deutsch, CDT
Creating Value through Patient Education

LUNCH

12:50 - 3:50 Thomas Zaleske, CDT (GC America)
Staying Current in Today's Dental Prosthetic Industry
4:00 - 5:00 Paul Levasseur, DD, LD, HMCDP
Vickie Brown, Executive Director, Washington State Denturist Board
Denturism - The Profession
5:30 - 6:30 Hospitality Hour

FRIDAY - SEPTEMBER 19, 2014 - EXHIBITS OPEN TODAY

8:00 - 9:00..... Exhibits - Table Talk
9:00 - 10:30 Discussion Forum
Strategies For Positive Professional Recognition
10:30 - 11:30..... Chris Bormes, BBA, MICOI
Implants - The Solution (Part 1)
11:30 - 1:30 Exhibits - Table Talk

LUNCH

1:30 - 3:30 Stephen Wagner, DDS
The Denture Patient - Treating the Whole Person
1:30 - 3:30 Dean Fenwick, BA
The Denturist Office Staff
Visit the Virtual Denturist Clinic (Auxiliary Staff)
3:30 - 5:30 Exhibits - Table Talk
Cocktails
7:30 - 10:30..... Gala Dinner

SATURDAY - SEPTEMBER 20, 2014 - EXHIBITS OPEN TODAY

8:00 - 9:00..... Exhibits - Table Talk
9:00 - 11:00..... Chris Bormes, BBA, MICOI
Implants - The Solution (Part 2)
11:00 - 1:15 Exhibits - Table Talk

LUNCH

1:30 General Session
..... General Board Meeting (business)
..... Board of Directors Meeting

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*Staff registration fee: \$125 - fee includes all activities. Denturist - receive \$25 credit toward your registration fee for every registered staff member. Staff member designation excludes denturists and laboratory technicians..

September 17th-20th, 2014

The Orleans Hotel & Casino Las Vegas

SUMMER VEGAS FUN AWAITS!



THOMAS ZALESKE, CDT - REMOVABLE PROSTHETICS: STAYING CURRENT IN TODAY'S DENTAL PROSTHETIC INDUSTRY

Thomas Zaleske has been specializing in removable prosthetics as a dental technician for 28 years. His varied experience and time spent in removable prosthetics brings a broad depth of insight. When coupled with his unique and powerful communication skills he presents a powerful and impacting presentation.

STEPHEN A WAGNER, DDS - ORAL HEALTH ISSUES AFFECTING THE DENTURE WEARER

The dental health of the nation is being affected by a number of oral health factors. Dr. Wagner is a specialist in prosthodontics emphasizing complete and implant-based dentures and will be, discussing these oral health issues and how they affect the denture wearer. The issues discussed will include...loss of estrogen, metabolism, medications, parafunction, The danger of osteoporosis drugs; causing the very condition they were supposed to prevent and more.



ARIAN B. DEUTSCH, CDT - CREATING VALUE THROUGH PATIENT EDUCATION



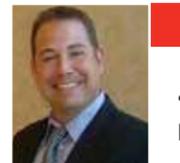
Many patients do not attach value to quality denture and implant denture services, simply due to lack of exposure, lack of patient education, or a variety of other reasons. Arian Deutsch will explore ways to create value through education, media, photography, in office 3 dimensional aids, and unique implant solutions.

PAUL LEVASSEUR, DD, LD, HMCDP - DENTURISM - THE PROFESSION

Paul will continue this ongoing class emphasizing the importance of understanding the profession as part of the oral healthcare team and discussing how each denturist represents the whole profession and the responsibilities involved. The discussion will include, the history of the profession, legal issues concerning denturists' scope of practice, ethical issues and more. This class will also address issues relevant to the denturist's auxiliary staff, spouses and students; they are encouraged to participate. Denturists will recognize the difference in the overall success and ease of his/her practice by having a staff that is knowledgeable about the profession.



CHRISTOPHER BORMES, CDT, BBA - IMPLANT DENTURES



Chris has earned both the International Congress of Oral Implantology Fellowship and a Mastership in implant technology and wrote the "PREAT Corporation Attachments and Implants Technical Manual". He has spent the last several years in the dental industry and is well known for his technical expertise, teaching and case design capabilities.

DISCUSSION FORUM - MODERATED BY SELECTED BOARD MEMBERS

This class is especially important for denturists in the states where political and professional issues have been an issue either inhibiting or encouraging state or individual practices. State leaders will share the challenges and successes experienced. The fellowship as well as the lessons learned from experience should prove this class invaluable.



THE VIRTUAL DENTURIST CLINIC - DEAN FENWICK AND THE DENTURIST OFFICE STAFF

This class will prove to be a fun learning experience for the entire auxiliary staff. Not only will this "hands on" class be entertaining but every aspect of running the office from the non-clinical side will be addressed. Most often the patient's opinion of the provider begins with the first phone call. Every denturist, with a staff of one or a dozen will see a positive return by having his/her staff participate in this class.

AROUND THE U.S.

RECORD ATTENDANCE AT 35 YEAR OREGON ANNIVERSARY CELEBRATION



Oregon State Denturist Association's (OSDA) spring conference was a great success. A banquet was held to honor pioneer denturists, founding board members, dedicated 35 year members and past presidents with honorary coins and awards given.

Heidi van Giffen, OSDA President, greeted the group. "I could not have fulfilled my term as an efficient President for the Association without the wonderful hard working Officers and Board of Directors who served with me.



IDAHO

Unity and progress can be the rally cry in Idaho these days. Two new denturists have challenged and passed the Idaho State Boards and received their denturist licenses.



MICHIGAN

Michigan's denturists are excited about the progress they are seeing for the profession and send this message: "The Michigan State Denturist Society membership renewal is in full swing with many people getting back on board.

of the National Denturist Association, USA. Although dentistry tried to attack some of our members and destroy our businesses they failed; we are busier and more prosperous than ever.

MONTANA

After an appointed mediation session with the dental board it was apparent there was no cooperation or capitulation on reconsidering the illegal rule they passed at the behest of the Montana Dental Association restricting the denturist scope of practice.

WASHINGTON

The 20th anniversary celebration of the Washington State Denturist Association (WDA) honoring Washington denturists and the passing of the denturist initiative I-607 was a great success with outstanding attendance, excellent classes, speakers and exhibitors.

Sixteen denturist college students were part of the record breaking attendance for the WDA's annual meeting as well as the Board of Directors and Executive Director of the National Denturist Association, USA.

The conference theme, Celebrating 20 Years, since via a citizen initiative vote Washingtonians won the freedom to choose the services of a denturist was enhanced by recent legislative action which increased the scope of practice for these professionals.

Several individuals who have contributed to the success of the denturist profession in Washington were recognized with special awards. Washington State Representatives Dawn Morrell and Laurie Jinkins were honored with 2014 Legislator of the Year Awards by the Association for their confidence and unwavering support for the profession.

Special honor was given to those pioneers who 20 years ago joined forces and finances to organize the initiative that gave the citizens of Washington the opportunity to demand recognition of the denturist profession.

A Professional Recognition Award was given to



Eric Hansen. He and his father, Ron Hansen now deceased, were major contributors to the efforts and ultimate success of the initiative. The Lifetime Achievement Award was presented to Kurt Roehl; none deserved this honor more.

A champagne toast concluding the gala dinner saluted the Washington denturists who sacrificed time, effort and finances to accomplish the passing of I-607.

Congratulations to Bill Disantis, President of the Washington Denturist Association for a successful meeting and kudos to Carol Carbone, WDA Executive Director, for her tireless effort planning and coordinating the meeting.

NDA, USA Leadership visits Washington Denturist Association's Celebration

Celebrating the 20 Year anniversary since the passing of Initiative 607 was a joyous occasion for Washington State denturists and Washington citizens. This popular initiative proved loud and clear that the citizens of Washington State liked their denturists and wanted them free to practice unencumbered.



NATIONAL DENTURIST ASSOCIATION, USA ANNUAL CONFERENCE

September 17 - 20, 2014
Venue: Tropicana Las Vegas
3801 Las Vegas Boulevard
Las Vegas, NV 89109
Reservations: T: 702-739-2222 | www.troplv.com

WEBSITE, FACEBOOK AND TWITTER

Thank you for letting us know you are enjoying the National Denturist Association, USA's website. Please remember you can link your office website to the affiliates map.

NEED A WEBSITE?

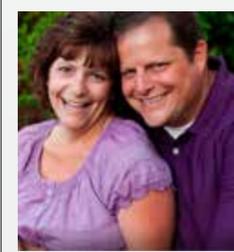
Jan and Andrew Taylor, ENTICEMEDIA, are supportive of denturists and will build your professional website, update an existing website and manage the site.

WE ARE SADDENED



JASON SALAME, DPD
We are saddened to announce that Jason Salame passed away. His death was quite sudden and certainly unexpected. He had recently celebrated his 40th birthday.

recently written an announcement about his efforts in New Jersey for The National Denturist, USA magazine and was excited about his plans to attend the National Denturist Association, USA's meeting in September; a delegation from his state was coming also.



MARY CHARRON
We send our deepest condolences to Vallan Charron, Washington State denturist and are saddened by the loss of his wife, Mary. Val has been an active member of the denturist profession, of the Washington Denturist Association and the National Denturist Association, USA.

project of your choice would be appreciated. Online messages can be received at www.gaffneycares.com.

INTERNATIONAL HAPPENINGS

9TH WORLD DENTURIST SYMPOSIUM HOSTED BY THE NATIONAL DENTURIST ASSOCIATION, USA

September 15 - 19, 2015
Hilton Alexandria Mark Center
5000 Seminary Road
Alexandria, VA 22311
800-992-0002

Mark your calendars and plan to attend the next Denturist World Symposium in beautiful historic Alexandria, VA. Close enough to Washington, D.C. to conveniently visit the U.S. Capital the historical monuments and the Smithsonian Institute Museums, yet resting outside the hustle and bustle of the city.

Watch for more information about this exciting event!

International Federation of Denturist (IFD)

Annual Meeting - October 8 - 10, 2014
Dublin, Ireland
Radisson Blu Hotel: 353.1.898.2936
Contact IFD President: Tony Sarrapuchiello
001.819.663.7735 / tonysarrapuchiello@hotmail.com



Amy Varshock, DPD, LD



Amy received her formal education in New York and worked as an organ procurement technician for the Albany Lions Eye Bank and the Organ Donor's Network before moving to Washington State to pursue a denturist career. After graduating from denturists college and receiving her Washington State license, she learned that Arizona was accepting applications for licensure. She was delighted when she received the news that she was accepted to sit for the Arizona state board examination and proud to be the first woman denturist to be licensed in Arizona. She loved her work there, but she wanted to have her

own practice so she soon found herself moving to Washington state. This was a big move for Amy but she made the transition well and with the valuable help from denturist friends she was able to open her own private practice in Bellingham, Washington. Her patients have been pleased with Amy's professional skills and she is humbled by the compliments and notes of appreciation she receives from them. One patient was so pleased she was inspired to write the nationally known "Angie's List" complimenting and thanking Amy for exceptional service. Even though starting a new business is financially difficult Amy has still been willing to offer free or reduced fees when there is an honest need for such and she and one of her grateful patients have started a "Patient Pay Forward" program which not only discounts the treatment fee, but allows them to pay later by donating to the cost of another patient's care when they are "on their feet" Amy says, "Once people get on their feet they are happy to help bring a smile to someone else."

However, Amy's concern for others has never been more evident than her work as a result of the terrible mudslide disaster that practically destroyed the town of Oso, Washington. This avalanche of mud and debris 4400 feet wide and long left mud and rubble up to 70 feet deep. Anything and anyone in the path of this slide disappeared. The death toll continues to rise and the tragedy has been listed as one of the deadliest in the history of the U.S.

Wanting to help, Amy gathered the supplies of toothpaste, mouthwash, etc., that she had in her denturist office and took them to one of the rescue stations. What she saw there was heart wrenching. These families displaced by the slide and rescue workers had nowhere to wash laundry and were sleeping in sleeping bags in mud and rain soaked tents. Also, these brave men and women rescue workers were wearing muddy soggy clothes day after day as they were digging desperately in mud and sewage contaminated from ripped up septic tanks, oil and fuel tanks, broken glass, twisted metal and unimaginable debris, yet not hesitating to hand search hoping to rescue people. They were duct taping their pant legs, shirt sleeves, gloves and boot tops attempting to



keep the infested sludge out. There were no laundry facilities.

So Amy determined to do something approached the Tide Foundation to see if they could set up a laundry facility. The answer was no so she approached local laundromats until she connected with Brett McGhie who had already been doing free work for some displaced families at his laundromat in Arlington, Suds & Duds; the project began. Amy quickly jumped into action, and spent countless hours marshaling volunteers with the help of KIRO Radio.

A brigade of volunteers stepped up; over 200 people and soon the TV and radio stations started talking about the volunteer brigade. Thank goodness. Trucks and drivers were needed to make the 80 mile trip to rescue stations to pick up 800 - 1000 pounds of laundry each evening, and then return the clean clothes to the workers by the next morning. That was as many as 80 - 100 loads per night. The Red Cross, National Guard and FEMA distributed the donated plastic bags to the workers in which to place muddy clothes and passed out flyers with instructions as to how to label their bag. The drivers needed to be scheduled to pick up and deliver at the various rescue stations. People were needed to work through the night to organize the wash, make sure each individual's bag of soiled laundry was properly marked, wash the clothes, dry the clothes, fold the clothes, re-bag the clothes with proper identification, and help in a sundry other ways. Churches donated detergent, bleach and quarters for the washing and dryer machines (Brett used these quarters over and over in the machines), monies for gas, extra blankets and yoga mats. A veterinarian donated boots for the rescue dogs because the dogs feet were getting cut from so much glass in the debris and people started donated treats for the dogs.

A 4H group and a Girl Scout troupe were writing notes of appreciation and putting them in the bags of clean clothes along with granola bar snacks. Soon notes of appreciation were coming back from the rescue zones to the laundry workers.

Amy said, she didn't realize she could organize and coordinate such a phenomenal project because it was only when it was over that she looked back on what had been done and realized how big the job really was. Brett refused money even though at the end FEMA realized what a sacrifice he had made and insisted he take enough to replace two of the washing machine that burned out and make any necessary repairs to the other machines.

Amy was able to serve a few of her patients while she was involved in the rescue mission yet some were necessarily rescheduled with no complaints; everyone became part of the community effort to help and through this tragedy neighbors became one.

GOOD JOB AMY...DENTURISTS CHANGE LIVES IN MANY WAYS.



CHAIRSIDE CHATS

Being in the "teeth" business, and inviting readers to share their interesting stories collected over the years told them by their patients it is pretty sure these narratives would eventually include stories about the "Tooth Fairy."

For hundreds of years, mystical legends, stories, and traditions have been shared about the loss of baby teeth. The tradition of leaving a tooth under a pillow for the tooth fairy to collect is practiced all over the world. These traditions and legends are considered a useful practice by many parents because it gives their children something to look forward to when they lose their teeth. So year after year, baby teeth are placed under children's pillows at night in hopes of waking up to a wonderful surprise from none other than the Tooth Fairy. And if truth be known probably most adults remember their "Tooth Fairy" days.

The first story shared will introduce the reader to six-year old Kinzie who while at summer camp lost her first tooth. Her Mom was her group's camp counselor. Since the tooth had been loose and barely attached for weeks there was time for Kinzie to ask every known question about the magical Tooth Fairy and since a few of her friends had already told her about the treasures they retrieved from under their pillow after the Tooth Fairy's visit she was excited.

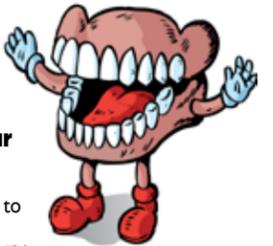
However, Kinzie was a bright little girl and inquisi-

tive to the point that her exhausted mother finally told her, "Ok, Kinzie, I will admit, I'm the Tooth Fairy." The Mom said Kinzie seemed unusually thrilled to learn there was no real Tooth Fairy. The next morning she retrieved her quarter and candy snack from under her pillow and wrote a note of thanks to the Tooth Fairy. However, her Mom got quite the surprise when at breakfast Kinzie, sitting at the table with her friends asked to make an announcement to all the campers. She boldly stood up, flashed a big smile revealing the large gap where her tooth had been and proudly announced, "Listen everyone, I want to let you all know - that my mom is the Tooth Fairy."

Another story was about the ingenious little guy, Jay, who also lost his first tooth. He had waited for this milestone much longer than his friends, some had already lost two or three teeth before his first one started wiggling around. So he had quite a while to listen to his friends' stories about the "loot" available from the Tooth Fairy; some of his friends found as much as a dollar under their pillow in exchange for one tooth. It just so happened that his grandparents were visiting when his tooth finally was loose enough to be pulled and they were all excited as he put the tooth under his pillow. However, he was disappointed the next morning to find his tooth gone replaced with just a penny and a letter. His grandfather was also

disappointed because he could not find his denture. Who could have taken his denture? It was finally discovered that Jay had put his grandfather's denture under his own pillow expecting the Tooth Fairy to "pay per tooth." Instead of a nice treat the Tooth Fairy left a letter making it very clear, how naughty it was to take something that didn't belong to him.

Then there was the story about two brothers who sneaked into their father's dental laboratory, took teeth from the tooth cabinet hoping the Tooth Fairy would be fooled. Instead of them getting a treat replacing the teeth they had put under their pillows they got a "bill" from the Tooth Fairy with a list of chores for being naughty. The Tooth Fairy can be pretty smart!



Want to share your interesting story?

Send a legible copy of up to five hundred words to:
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PO Box 2344 Poulsbo, WA 98370
Or Email to: nda@nationaldenturist.com

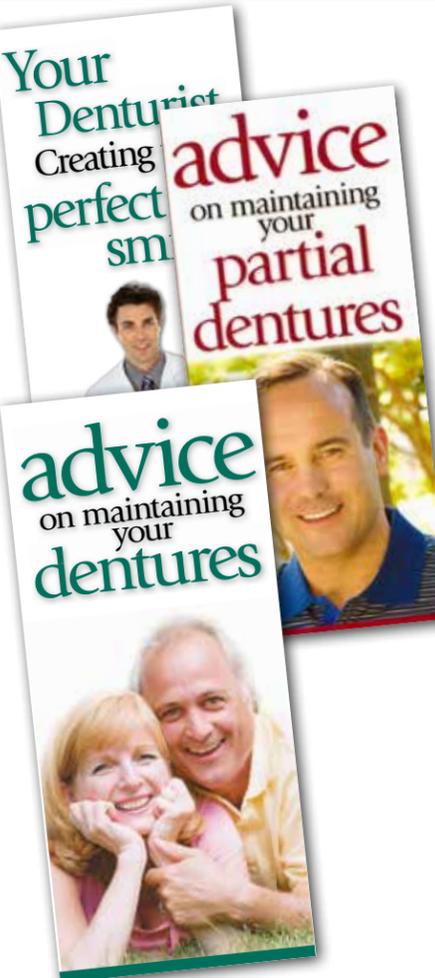
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Send inquiries to: Ken MacPherson at macnwatr@msn.com

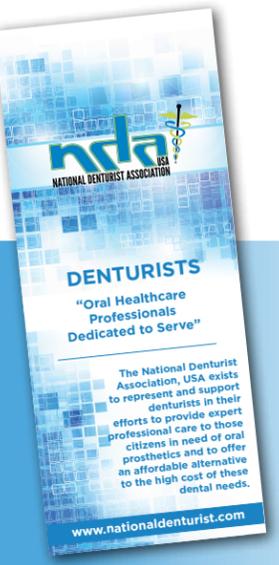
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More and more people are becoming aware of the important service denturists provide as a member of the dental healthcare team. Where denturists serve there is greater access to dental prosthetic care and access to this service is impacting lives. The National Denturist Association, USA is a critical avenue for generating public awareness of the profession and this is made possible by association memberships and generous donations from denturists, associates and concerned citizens. Joining the association and sharing your generous donations contribute to our continued efforts to generate greater awareness of the profession. Your support is critical toward our efforts to provide access to this much needed services to citizens in every state and community. You are responding to our membership campaign; our membership is growing. However, the question has been asked, "Does one have to be a denturist to be a member of the National Denturist Association, USA?" Our answer is a resounding, no! To better answer this question we have generated a brochure you can use to introduce the profession and association to anyone you believe may be interested in joining this charitable effort. Please call 360-232-4353 or fax 360-779-6879 for your free brochures (a small S&H fee is charged; maximum 10 brochures) There is a \$1.00 charge for packs of 50 (plus S&H; 2 packs maximum) for online orders. Please visit www.nationaldenturist.com for details.

The Denturist will be our educational trainer. The Denturist will educate and train dentists, dental facilities, faculty and students at various educational institutions on our products. This person will work closely with the Vice President and Sales & Marketing Department on developing curriculum and presentations. This person will also assist in the laboratory when needed.

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THE



“Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it’s the only thing that ever has.” Margaret Mead, the famous cultural anthropologist spoke from experience; she influenced an entire cultural idea.”

Vince Lombardi needs no introduction. This legendary football coach led the Green Bay Packers to three NFL championships and two Super Bowl victories. The “Packers” never suffered a losing season under this man’s leadership. Later he took the Washington Redskins to their first winning season in 14 years. It is said he is a national symbol of single-minded determination to win. It might be asked by those who face, what might seem like insurmountable obstacles,

how did he do that? Mr. Lombardi answers that question for us; he demanded team camaraderie and commitment. **“INDIVIDUAL COMMITMENT TO A GROUP EFFORT - THAT IS WHAT MAKES A TEAM WORK, A COMPANY WORK, SOCIETY WORK, A CIVILIZATION WORK. PEOPLE WHO WORK TOGETHER WILL WIN, WHETHER IT IS AGAINST COMPLEX FOOTBALL DEFENSES, OR THE PROBLEMS OF MODERN SOCIETY.”** These lessons for winning are invaluable to any group.

“INDIVIDUAL COMMITMENT TO A GROUP EFFORT - THAT IS WHAT MAKES A TEAM WORK, A COMPANY WORK, SOCIETY WORK, A CIVILIZATION WORK. PEOPLE WHO WORK TOGETHER WILL WIN, WHETHER IT IS AGAINST COMPLEX FOOTBALL DEFENSES, OR THE PROBLEMS OF MODERN SOCIETY.”

Vince Lombardi

WIN A MEMBER FOR THE TEAM

We are beginning a MEMBERSHIP CAMPAIGN with a goal to make the National Denturist Association, USA the #1 organization representing all denturists and to stand together with state and local associations to find solutions to the challenges we all face. A growing NDA, USA means greater recognition for the denturist’s profession, more resources and support for members, and a loud voice in Washington and in state capitals across the country. While helping denturists achieve success we are improving the oral health of millions of Americans.

Your leadership is convinced we will win this struggle for national recognition. We have our Rally Cry and we have the potential to win. A denturist, is unique...your education and talent are incomparable. You are the only professional educated exclusively to serve patients with removable dental appliances and the need for this service is infinite. Knowing this is a win for denturists when we heed the admonition to find strength in a strong unified purpose, we are challenging everyone to accept the challenge to WIN A MEMBER FOR THE TEAM.

We begin the campaign by challenging active members to share in this success by encouraging others to join. With your help the NDA, USA benefits by adding strength to the team. The new member benefits by taking advantage of what membership has to offer. You benefit with self Satisfaction knowing you are being part of a history making winning team - plus there are incentives.

• Active NDA, USA members will receive a \$50 NDA, USA Gift Certificate for recruiting 2 NDA, USA members; Recruits must not have been a member of the NDA, USA for the last 5 years.**

• Active NDA, USA members, will receive a \$25 NDA, USA Gift Certificate for recruiting a new state association member; Recruit must not have been a member of the state association for the last 5 years.**

• State Associations* joining with 10 or more recruits will receive a 40% discount on the initial annual state membership fee; Recruits must not have been a member of the NDA, USA for the last 3 years.

• State Associations* joining with 5 or more recruits will receive a 30% discount on the initial annual state membership fee; Recruits must not have been a member of the NDA, USA for the last 3 years.

• Active member and recruits will be honored at National meetings and featured in The National Denturist, USA.

Your National Denturist Association, USA leadership team is committed to seeing this profession be recognized and appreciated for the vital service denturists provide. Respecting the enormous sacrifice and groundwork of our dedicated pioneers and leaders; this team is determined to build on that foundation and push this profession into the arena where it belongs and is desperately needed. This will happen, but we need each of you to be a part of this historical movement.

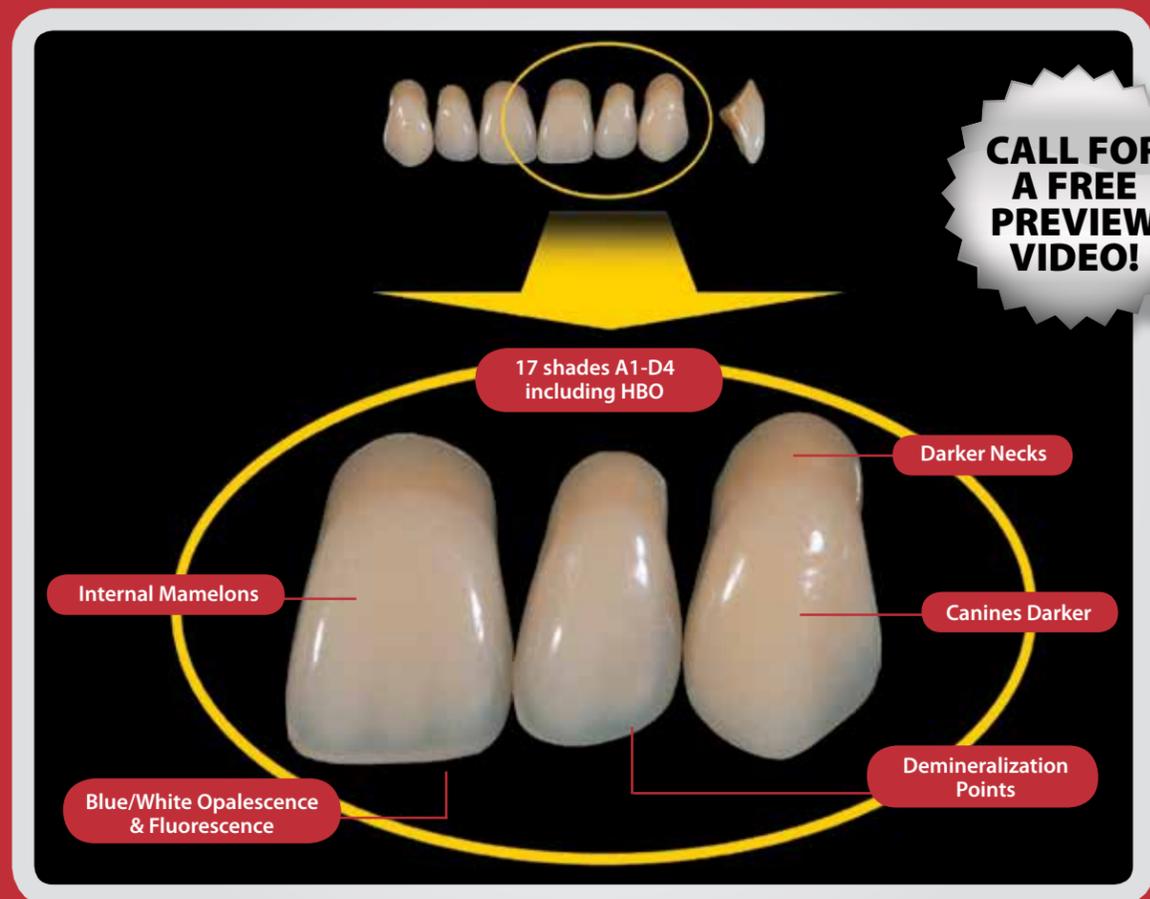
**Gift Certificates may be redeemed for NDA, USA patient brochures or posters, credit toward association membership or credit toward NDA, USA conferences registration fees.

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Senator Rayborn

RECOGNITION FUND

Senator Rayborn has dedicated his career seeking national recognition for denturists so every citizen of the United States has the freedom to choose a denturist for their prosthetic dental needs. Realizing the need for a strong national association to represent the profession, he has faithfully contributed each month to the National Denturist Association, USA. We are challenging everyone devoted to this cause to join him, add your name to the list pledging to contribute each month to the fund promoting education, scholarships and benevolent projects. We have established the Senator Rayborn Recognition Fund; named not only to recognize those who help financially but also to emphasize our goal - national recognition for the profession - giving citizens in every state the freedom to choose.

William Rayborn

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Bruce & Wanda Anderson
Dr. Joseph Kingston
Faye Hornback
Clayton & Theresa Sulek
Classic Dentures of Maine
Victoria Thacker
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Glen Anderson

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U.S. Dental Corporation (Sebrite)
Chris & Gina Anderson
Melanee Barker
Tad Burzynski

YOUR NAME HERE _____

I appreciate Senator Rayborn and want to join him in supporting the efforts of The National Denturist Association, USA, seeking national recognition so every citizen of the United States has the freedom to choose the services of a denturist for their prosthetic dental needs.

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Amount Authorized: \$ _____ Card Number: _____ Security Code: _____

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ARE YOU TRYING TO GO OUT OF BUSINESS?

I know I picked on the Post Office a bit last month, and am about to again, but let me say before I get started that most postal carriers I know are hard-working folks with great attitudes. That said, it seems to me that a good portion of the Post Office leadership might be cut from a completely different cloth.

A while back the Post Office was flat broke and was looking for ways to become profitable again. So, the brilliant solution they were considering was to do away with first class delivery. In short, that meant that instead of your letter arriving sooner, it would get there later.

Now, knowing this, let me ask you, are you more likely to use the Post Office, or less? I thought so. Who on earth thinks, "Hooray, this company will give me less service, so I'm going to do business with them!"

Don't get me wrong, I don't mean to single out the Post Office. They certainly aren't alone in this thinking. When the airlines were in trouble during the midst of the recession, one of the first things Delta did was cut service by removing certain juices from their menu. People complained and they wound up putting them back on their menu a couple of months later.

You might be thinking, c'mon, Charles, do people really make buying decisions based on length of delivery time and choice of beverages? The quick answer is, yes, yes, and yes again. In a challenged economy, competition gets a lot tougher and it's the little things like customer service that can make the difference between success and going out of business.

It's a lot like apple shopping. When you are looking at two apples but you only need one, you are always going to choose the shinier one without the bruise, right? It's just common sense. If you're running a business, the lesson is simple. Make sure your apple is the shiniest one with the least bruises. Make sure you distinguish your business by surprising your customer with excellence rather than disappointing them with less service.

How does this principle apply to individual customer service standards? Simple. Be the shiny apple.

Can I let you in on a little secret? I've had the responsibility of being the boss of my own company for many years, and the thing that most bosses never tell you is that we don't want to lose the people that are making the company money! No, most bosses are looking for the people who are willing to step up, do a little more, work harder. Those are the people that can be trusted, promoted, and rewarded!

So why not control your career destiny by being the person that shines? Why not choose to be the energetic individual that is willing to work harder and go further for the customer?

If you adopt a customer service attitude, I promise you that you are not only serving your organization, you are serving your own best interest. There is no job security like competent customer service.



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Sterngold now offers the ORA, the Ball and O-ring Attachment System

Attleboro, MA –Sterngold Dental is pleased to announce it now offers the ORA, the ball and o-ring attachment system. The ORA System is indicated for use with dental implants to support and/or retain removable dental prostheses in the treatment of partially or totally edentulous patients to restore chewing function. The abutment screws directly into endosseous implants or they screw into SFI Abutments which are screwed into endosseous implants. To order call 800-243-9942.

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Founded in 1897, Sterngold Dental, LLC is a world leader in dental products and specializes in alloys, attachments, implants, and restorative systems. Examples are the Stern ERA family of resilient dental attachments and the Natural Profile Abutment System for aesthetic restoration of osseointegrated implants.

Sterngold Dental, LLC is EN ISO 13485:2012+AC:2009 and ISO 13485:2003 (CMD CAS) certified and we also comply with the European Medical Device Directive (93/42/EEC), FDA Quality System Regulations and MHLW Ministerial Ordinance No. 169. All products and procedures are closely monitored under these quality systems. Sterngold Dental, LLC's Implant products have full approval to market in the United States, Sweden, and more than 20 other countries. For more information, visit www.sterngold.com



Sterngold launches Campaign to Raise Funds to make Young Boy's DREAM COME TRUE!



A young boy named Sisay was treated in Philadelphia by a wonderful team of surgeons led by Dr. Thomas Balshi, a Board Certified Prosthodontist. Sisay's journey started back when he was just six years of age living in Africa. One frightful day, Sisay was attacked by a wild hyena while playing in his backyard. The attack left Sisay completely deformed and clinging for life. See, the hyena didn't just bite his arms and legs; it viciously attacked the young boy's face. Sisay lost his nose, upper jaw, part of his upper lip and tore open his eye socket. He luckily lived but has endured over 16 facial surgeries during the last four years. Sisay is now 9 years old and has been adopted by a caring family in Pennsylvania. When he came to the US he didn't speak any English and learned our language by watching the Disney channel on TV. It is a dream of Sisay's to go to Disney.



Sterngold Dental's SFI Abutments and Cendres+Métaux's SFI Bar® products were used to help restore Sisay's face. Amazingly enough, the SFI was installed, not in the mouth as traditionally used, but rather as part of a superstructure cast to support his prosthetic nose. Three Nobel BioCare® implants were surgically installed in his facial bone structure several months before. Then the superstructure, in a tri-pod configuration, was screwed into those implants. SFI Bars were used as the tripod structure, then magnets were installed to connect Sisay's prosthetic nose. ERA PickUp® was used to fabricate the magnets into an acrylic plate embedded within the silicone prosthetic nose. Not only is the superstructure designed for esthetics; it also protects the sensitive nasal tissue and cavities exposed with not having a nose.



Sterngold has started a campaign to raise funds to send Sisay and his family to Disney World in Florida. One of his all-time dreams is to visit there. Sterngold in conjunction with the Pi Center in PA, who is providing the restorative care for Sisay, will jointly be working on this campaign to raise \$8000. Any and all donations are greatly appreciated, even a small donation will help! Any donations beyond the Disney Trip goal will be allocated to Sisay's future medical expenses. To read more on Sisay's story visit www.sterngold.com and to make a donation visit <http://pi-foundation.org/brighteststar.html>. Let's join together and make Sisay's dream come true!

About Sterngold Dental LLC

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Sterngold Dental, LLC is EN ISO 13485:2012+AC:2009 and ISO 13485:2003 (CMD CAS) certified and we also comply with the European Medical Device Directive (93/42/EEC), FDA Quality System Regulations and MHLW Ministerial Ordinance No. 169.

DENTURISTS CHANGE LIVES

— SO WHAT'S THE PROBLEM —



An article published in a previous issue of *The National Denturist, USA* by Duffy Mallherbe, Secretary of the South African Clinical Dental Technician Association, entitled "Provision of Removable Prosthetics By Denturists - What is the Controversy?" created quite a stir within our readership. This article emphasizing the unjust restraints organized dentistry continues to use which inhibits hundreds of thousands of individuals access to affordable quality prosthetic dental care was provocative considering another article in the same issue emphasized the success and popularity of denturists who have been serving individuals in many countries, every province of Canada and several states for half a century. That article highlighted the decades of exemplary professional service by denturists around the world.

Canadian Prime Minister The Rt. Hon. Stephen Harper congratulated the Canadian denturists association at their 40th anniversary. "This milestone offers an opportunity to reflect upon the history of the profession and the many advances it has seen over the years, as well as the important contribution that denturists have made to the quality of life of countless Canadians." (Fall, 2011 *Journal of Canadian Denturism*)

Another article provided evidence of the education required for denturists showing a denturist/dentist educational comparison revealing denturist education exceeded that of a dentist in areas pertaining to serving a patient with a removable dental appliance. A quote taken from *The Journal of Prosthetic Dentistry* by Thomas D. Taylor, DDS (et al authors) supports this, "The trend of many dental schools has been to decrease the emphasis on prosthodontic curriculum and allow increased exposure to preventive dentistry....educators in prosthodontics have expressed concern about the recent dental school graduate's ability to provide adequate prosthodontic care for patients."

A quote by William W. Howard, DMD, in The Academy of General Dentistry's publication, *AGD Impact*, is even more telling. "It is a sad

state of affairs when dental educators tacitly admit that technicians are more skilled and can produce better results than those that dental students can be trained to perform.....No wonder denturists are gaining credibility in the eyes of the public." These quotes were from 1984; decades ago! Recent educational comparisons shows this trend has not changed.

So what is the problem? Denturists are educated. Denturists serve and serve well. Denturists are popular; patients love denturists and when necessary drive, even fly, miles to receive their service. Denturists change lives by being willing to serve in areas where there are few if any oral healthcare providers.

Jose Rene Matinez, Michigan denturist, risked going into Cambodia during a hepatitis and malaria epidemic to serve the denture needs of the people who had little or no access to dental care because of the political revolution that resulted in the massacre of their citizens and professionals. As Maoist Communists, the Khmer Rouge believed in class warfare and systematically killed anyone who was educated or a professional. In proportion to its population, Cambodia underwent a human catastrophe in the last century; almost 3,300,000 men, women, and children



(including 35,000 foreigners), were murdered. Jose, with a missionaries heart and denturist talent went into Cambodia and served.

Senator W. L. Rayborn served as Mississippi state senator for over 20 years, however, he was a denturist; encouraged by pioneer Idaho denturist Lee Barnes he received his denturist education in Idaho. He was pleased when his Governor, Haley Barbour, asked a favor. Denturist Rayborn was more than willing to oblige. This thank you letter from the governor expressing appreciation to Senator Rayborn as a denturist



should be more than enough proof that there is a need and appreciation for denturist services and evidence that any argument which prohibits regulating this profession is moot. Denturists change lives!

So what is the problem?

Perhaps some of the problem rest on the shoulders of denturists themselves. Denturists often underestimate their talent. Denturists are artists and their reward is very often not the monetary benefit, but the intrinsic satisfaction when they create a complex unique appliance that is beautiful and functional. As an artist would fashion a portrait on canvas, such would a denturist duplicate nature; they just use a different and unique art form. A smile is worth a million dollars. Most denturists are benevolent because they love what they do.

However, denturists have been too quiet as a profession and have neglected to take their rightful position on the professional platform. Perhaps it has been easier to back off rather than chance the harassment and possible injury received from the "bully on the playground." Perhaps it has been safer to stay away from the politics involved in the profession. Perhaps the historic intimidation meted out by dental societies lessens the self confidence needed to stand up, speak out. There are sundry reasons, but the most potentially egregious is the "my four - no more" attitude; the fear of competition from fellow denturists. As denturists promote the profession and each other and reach out to the 95% of those people needing their services who are now being directed to other sources because the public is not aware of the denturist profession, denturists will learn there is power and strength in numbers. Denturists must realize the importance that the professional stage has to the profession and to each individual practice.

Even so, it is true that denturists have spent endless hours and dollars defending frivolous claims of unprofessional behavior as simple as using the word superior in a newspaper advertisement. Denturists are harassed, intimidated and unjustly inhibited in their scope of practice and even prohibited from practicing in some states. This question needs to be addressed by the American Dental Association (ADA). What is the problem?

Denturists are exceptionally talented individuals who have met high educational standards in order to serve patients with removable dental prosthetics.

There is a dental crisis in our country; this one article alone revealing the appalling conditions in Appalachia should be enough evidence of this crisis. ("In Kentucky's Teeth, Toll of Poverty & Neglect," *The New York Times*, www.nytimes.com). Dentists are not meeting the crisis. Senator Bernie Sanders of Vermont stated at a meeting of the Senate Subcommittee on Primary Health and Aging, "As a nation, we don't talk about it much but there is a "dental crisis in America." (www.sanders.senate.gov) The occasion was the release of a report-- "Dental Crisis in America" -- that calls attention to the millions of Americans unable to get even the basic dental care they need. Among the report's more alarming findings are that more than 47 million people live in places where it is difficult to access dental care, 17 million low-income children received no dental care in 2009, 25 percent of adults 65 and older in the U.S. have lost all of their teeth, and lower income adults in the U.S. are almost twice as likely as higher-income adults to have gone without a dental checkup in the previous year." It is estimated that 9,500 new denturists are needed to meet American's oral health needs -- a problem that is compounded every year when more denturists retire than new denturists join the fold. (*The Inquirer*, www.philly.com)

Denturists are educated and meet excellent standards of professionalism ("Comparison of Dental Education 2008," *The National Denturist, USA*, Spring 2014). Denturists have a history of decades of exemplary service. Denturists are needed and denturists are willing to serve and have beautiful stories of the people they have helped ("Denturists Change Lives - The Unsung Heroes," *The National Denturist, USA*, Winter 2013).

It seems like such a simple thing to recognize and rectify, but the dental associations have not been quiet in declaring their unjust efforts as proven by this article found in a dental journal, "Putting denturists out of business takes time and resources." (*WSDA News/December 1992*, Richard J. Mielke, DMD). Why? What rational or just reason would they have for wanting to do this? This question must be answered by the American Dental Association and apologies given to the countless number of individuals who are being neglected because of these archaic policies prohibiting this profession.

Legislators are beginning to step up and confront this unjust opposition that inhibits their citizens access to this service. Two states have legislatively broadened denturists' scope of practice. While this author was recently in a legislative committee hearing addressing these restraints, one state representative, after listening to the denturists' litany of ridiculous concerns very boldly exclaimed, "Has anyone ever heard such a bunch of verbal garbage?" Though amusing, it addresses the issue. Arguments against the denturist profession are moot, having been addressed over and over with no justification for such restraints.

Again, what is the problem? This question is addressed to the legislators who need to step up to the plate and defend their constituents and help ameliorate this dental crisis by releasing this profession; the ADA who needs to realize that releasing this unjust hold on another profession would relieve their profession to address the dental crisis they are best trained to do; by not acknowledging this dental crisis and continuing to impede the services of denturists rather than becoming part of a team, the ADA and the dental communities are actually harming the public. Finally, to denturists who must learn that when the profession advances people will seek a denturist as the denture specialists. Everyone wins! So, WHAT IS THE PROBLEM?



Some days, it seems like you have to be an absolute genius to run an efficient and profitable practice. The question is, if you were not born that way, how can you achieve the status of genius?

I discovered the following list which was written by a management expert and I thought I would pass it along to help you in your search for perfection and happiness. Practice these qualities, one per day, and get your staff in on it too. Hope you enjoy this as much as I did!

24

qualities that geniuses have in common

DRIVE. Geniuses have a strong desire to work hard and long. They're willing to give all they've got to a project. Develop your drive by focusing on your future success, and keep going.

COURAGE. It takes courage to do things others consider impossible. Stop worrying what people will think if you are different.

DEVOTION TO GOALS. Geniuses know what they want and go after it. Get control of your life and schedule. Have something specific to accomplish each day.

KNOWLEDGE. Geniuses continually accumulate information. Never go to sleep at night without having learned at least one new thing that day. Read. And question people who know.

HONESTY. Geniuses are frank, forthright and honest. Take responsibility for things that go wrong. Be willing to admit, "I goofed", and learn from your mistakes.

OPTIMISM. Geniuses never doubt they will succeed. Deliberately focus your mind on something good coming up.

ABILITY TO JUDGE. Try to understand the facts of a situation before you judge. Evaluate things on an open-minded, unprejudiced basis and be willing to change your mind.

ENTHUSIASM. Geniuses are so excited about what they are doing, it encourages others to cooperate with them. Really believe that things will turn out well. Don't hold back.

WILLINGNESS TO TAKE CHANCES. Overcome your fear of failure. You won't be afraid to take chances once you realize you can learn from your mistakes.

DYNAMIC ENERGY. Don't sit on your butt waiting for something good to happen. Be determined to make it happen.

ENTERPRISE. Geniuses are opportunity seekers. Be willing to take on jobs others won't touch. Never be afraid to try the unknown.

PERSUASION. Geniuses know how to motivate people to help them get ahead. You'll find it easy to be persuasive if you believe in what you're doing.

OUTGOINGNESS. I've found geniuses able to make friends easily and be easy on their friends. Be a "booster", not someone who puts others down. That attitude will win you many valuable friends.

ABILITY TO COMMUNICATE. Geniuses are able to effectively get their ideas across to others. Take every opportunity to explain your ideas to others.

PATIENCE. Be patient with others most of the time, but always be impatient with yourself. Expect far more of yourself than of others.

PERCEPTION. Geniuses have their mental radar working full time. Think more of others' needs and wants than you do of your own.

PERFECTIONISM. Geniuses cannot tolerate mediocrity, particularly in themselves. Never be easily satisfied with yourself. Always strive to do better.

SENSE OF HUMOR. Be willing to laugh at your own expense. Don't take offense when the joke is on you.

VERSATILITY. The more things you learn to accomplish, the more confidence you will develop. Don't shy away from new endeavors.

ADAPTABILITY. Being flexible enables you to adapt to changing circumstances readily. Resist doing things the same old way. Be willing to consider new options.

CURIOSITY. An inquisitive curious mind will help you seek out new information. Don't be afraid to admit you don't know it all. Always ask questions about things you don't understand.

INDIVIDUALISM. Do things the way you think they should be done, without fearing somebody's disapproval.

IDEALISM. Keep your feet on the ground - but have your head in the clouds. Strive to achieve great things, not just for yourself, but for the betterment of mankind.

IMAGINATION. Geniuses know how to think in new combinations, see things from a different perspective, than anyone else. Unclutter your mental environment to develop this type of imagination. Give yourself time each day to daydream, to fantasize, to drift into a dreamy inner life the way you did as a child.



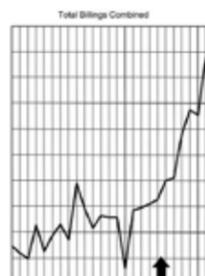
Janice Wheeler

is the president and co-owner of the The Art of Management Inc., a practice management company dedicated to helping denturists and other healthcare practitioners reach their full potential. For more information call 416-466-6217 or 800-563-3994, e-mail info@amican.com, www.amican.com

CELEBRATING OUR CLIENT OF THE MONTH



Dr. Jeff Sheppard,
Chiropractor
Saint John, NB



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When I first started using The Art Of Management's services, I was already producing what many chiropractors are just aspiring to. However, I still felt that my two practices could be busier and I wanted to see more patients in the same amount of hours. What I didn't expect was that they would double in a year!

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I am now better at managing my staff and they are all on the same page with my goals for the practices. The communication and efficiency in dealing with patients and staff is enhanced, and that's what really helps me drive things. All my systems took effect faster and we got more productive quicker. Patient satisfaction was maintained or improved while productivity went up 100%.

Definitely any healthcare professional whose goals are to have a more efficient practice and higher productivity levels at the end of the day and week should call AMI and see if they can help you too.

Dr. Jeffrey Sheppard,
Chiropractor

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Bob Wheeler,
Co-owner of AMI
and Senior Consultant

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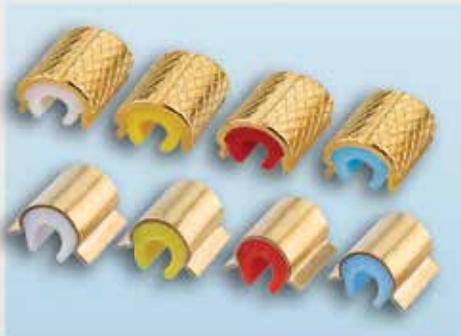
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