FLORIDA ASSOCIATION OF ORTHODONTISTS No. 10 To 10 To



President's Message

Officers 2014-2015

President

Dr. Jeremy Albert – Trinity, FL
g8rjma@yahoo.com

<u>Vice-President</u> Dr. Alberto Vargas – Jupiter, FL <u>albertovargasdmd@aol.com</u>

<u>Secretary-Treasurer</u>
Dr. James Wortham – Clermont, FL
<u>drjim@worthamortho.com</u>

<u>Directors</u>
Dr. John Richards – Ft. Myers, FL
<u>riversidecrew@comcast.net</u>

Dr. John Beattie – Orlando, FL <u>irbeattie2@aol.com</u>

Dr. Shreena Patel – Jacksonville Beach, FL orthogator@gmail.com

Dr. Henry Rozen – Coral Springs, FL <u>hrozen@earthlink.net</u>

<u>Past Presidents</u> Dr. Richard Mariani, Jr. – S. Miami, FL <u>dogrm@atlanticbb.net</u>

Dr. Leigh Curtis – Fort Walton Bch, FL <u>curtis-family@cox.net</u>

Executive Director
Lissette Zuknick
Lissette@wcdental.org

 $\frac{FL\:SAO\:Director}{Dr.\:Joe\:LeCompte-Port\:Orange,\:FL}$

AAO Delegates

Dr. Patricia Tapley – Gainesville, FL

Dr. Jim Wortham – Clermont, FL

AAO Delegate-At-Large
Dr. John Metz – Land O'Lakes, FL

<u>Editor</u> Dr. Ruth Berry – Largo, FL <u>rberrydmd@tampabay.rr.com</u>

Visit our website... www.faortho.org

Dear colleagues,

I hope this letter finds you doing well in both your personal and professional lives. As an orthodontist, I always marvel at the contrasting nature of summertime in our profession. With the beautiful weather we have in Florida, it is an excellent time for vacations and trips, taking the opportunity to spend time with our friends, family, and loved ones. And with the youthful population of our practices, it can be an incredibly busy and productive time for us as orthodontists. Summer to me is a wonderful blend of relaxation, work, exhaustion, and fulfillment. As much I enjoy summer though, I always seem to embrace the routine and structure that the fall brings back into our lives.



Dr. Jeremy Albert

As your 2014-15 president of the Florida Association of Orthodontists, let me tell that your leadership on the FAO Executive Board is ever-vigilant in protecting this profession for you. Our strength comes not just from administrative decisions though, but from the involvement and support of our membership. Members like you. As you may be aware, Dr. Bill Kochenour has been serving on the Board of Dentistry for the last several years and his involvement and input in this role have been extremely valuable to the citizens of Florida, dentistry, and our profession of orthodontics. When his re-appointment to the Board appeared in doubt due to the political nature of the position, we engaged our membership and asked for your support in contacting Governor Rick Scott. Due to the actions of our members, we were successful in getting Dr. Kochenour re-appointed in service to the Board of Dentistry. Through this one accomplishment, please know that much more will be able to be accomplished that will significantly impact the future of our profession. Our executive board is constantly monitoring state, regional, and national issues that can affect the practice of orthodontics, such as medicaid reform, the definition of 'medically necessary' orthodontics, and a potential records regulatory document by the Florida Board of Dentistry.

Lastly, 2015 will be a milestone year for our association! We hope you will join us in celebrating our 75th annual session and taking the opportunity to recognize our treasured

and distinguished past presidents. Our formal dinner on Friday night at the University Club will be historic as many of our past leaders will join us for the evening to share their rich memories and vast experience in leadership and practice with us. Do not miss out on this once-in-a-lifetime evening! As far as the scientific seminars, Dr. Alberto Vargas has been hard at work securing speakers for our Saturday and Sunday continuing education

(continued on page 7)

Table of Contents

FL Ortho Programs Update2 $$
FAO Annual Session
FAO Survey Results 4
2014 FAO Pearls 5
FAO PAC
Upcoming Meetings/Website7

Florida Orthodontic Programs Update

UF | TLORIDA

Class of 2014 Graduates and Current Practice Locations:

Dr. Vaughn Holland - Practicing in Jacksonville, FL

Dr. Nancy Le – Practicing in San Jose, CA

Dr. Neha Patel – Practicing in Indianapolis, IN

Dr. Edgar Toro – Practicing in Tampa, FL

FACULTY UPDATE:

Calogero Dolce, DDS, PhD, has been appointed as chair and will continue to be the program director.

James Morrish, DMD, MS, has been appointed as a courtesy faculty. He obtained his dental degree from Emory University and completed a residency in orthodontics at the University of Florida. He is currently practicing in Bradenton, Florida.

Vaughn Holland, DMD, MS, who is dual trained as a prosthodontist and an orthodontist, has also been appointed as a courtesy faculty.

John Neubert, DDS, PhD, completed his advanced specialty training in orthodontic and has begun to teach and see patients in faculty practice.

Nova - *No departmental update was received by newsletter publishing deadline.*

DEPARTMENT AND RESEARCH NEWS:

The Department is celebrating its 35th year of educating orthodontic residents. The annual Orthogators alumni meeting was held August 22nd at UF College of Dentistry, Gainesville, FL. Dr. Sam Low spoke about the use of soft tissue lasers in orthodontics.

The third year residents presented their research findings at the SAO and AAO annual meetings, while our second year residents attended the two week Tweed course in Arizona.

Research Awards:

Our second year residents received funding from the SAO for their research projects.

Dr Wheeler received a grant from AccelDent.

Dr. Rody received an award from the American Association of Orthodontic Foundation (AAOF).



In 2014, the School of Orthodontics at Jacksonville University successfully graduated 15 residents who obtained a Certificate in Advanced Graduate Studies in Orthodontics (CAGS) with 1 resident obtaining a dual degree in Orthodontics (CAGS) and Master in Educational Leadership (M.Ed). The diverse group of graduates included 4 international scholarship doctors who are poised to pursue academic careers while the rest of their classmates are expected to practice in Florida, California, Texas, New Mexico, Illinois, Virginia, Washington and other states. As of August 2014, ten of the recent 2013 JUSO grads have successfully passed the Initial Certification Exam (ICE) of the American Board of Orthodontics and became Diplomates of the ABO. Furthermore, 5 graduates of the 2014 class have already pursued the ABO certification successfully while other graduates are registered to take the

ICE exam in 2015.

15 new residents have successfully enrolled in the JU Orthodontic Program starting August 2014. They are: Dr. Lewis, Brandi (University of California), Dr. Zamani, Soseh (University of the Pacific), Dr. Yadegari, Alexander (University of Sydney), Dr. Elmaraghy, Safi (University of Laval), Dr. Hamdallah Khaled (University of Florida), Dr. Rezaie, Maryam (University of Florida), Dr. Miller, Tyson (University of Las Vegas), Dr. Braud, Joseph (MeHarry Medical School), Dr. Badri, Mohammed (King Abdulaziz University), Dr. Levin, Zachary (Tufts University), Dr. Albin Haji, Hussain (University of Dammam), Dr. Garrison, Daniel (Case Western University), Dr. Luttrell, Gabriel (University of Oklahoma), Dr. Alkhayyal, Faisal (King Saud University) and Dr. Saeed, Asiri (King Saud University)

The JU classes of 2013 and 2014 participated in the 2014 AAO annual meeting in New Orleans with 3 case displays, one case (treated by Dr. Narmin Helal) was selected by the ABO for display in the best residents' treated cases hall. Additionally, one Table Clinic and two e-Posters were presented at the annual conference by JU residents and Faculty.

JU's faculty member Dr. Xingzhong (John) Zhang received the 2014 "Robert M. Ricketts Sunflower Orthodontics Fellowship Award" from AAOF. He is also one of the four recipients of 2014 AEDA/AAL Academic Leadership Sponsorship Program Award provided by AAO.

Having hosted many high profile guest speakers in the past few years. JUSO is also proud to announce the addition of three new Faculty members to its team: Dr. Kate Litschel, Assistant Professor of Orthodontics, Dr. Paul L. Ouellette, Adjunct Clinical Associate Professor of Orthodontics and Dr. Jorge Farill-Guzman Clinical Associate Professor of Orthodontics.

Lastly, and in alignment with the vision of the new Jacksonville University's Leadership and its emphasis on enhancing the academic operation of the Orthodontic program, JUSO will administratively reside within the College of Health Sciences (CHS). Such a partnership will strengthen the academic and clinical operations of the Orthodontic program while creating new opportunities of collaboration with our health care colleagues on campus and from other universities and health care facilities. The Orthodontic Program receives substantial support from the administration to continue its successful educational operation on JU's campus in Jacksonville, Florida.



The Florida Association of Orthodontists

cordially invites its members to the 75th

FAO ANNUAL SESSION



March 6-8, 2015 at the Renaissance Tampa International Hotel

Digital Orthodontics Today Featuring: Drs. Edward Lin, Manish Lamichane, Melisa Rathburn

PLATINUM SPONSOR: OraMetrix

Join us to honor the FAO past presidents on Friday, March 6th at University Club of Tampa.

	_	_	•		_
1940-41	Dr. William A. Buhner	1968-69	Dr. Harold Friedman	1991-92	Dr. Thomas C. Lawton
	(Study Group)	1969-70	Dr. Robert Henns	1992-93	Dr. James D. Campbell
1947-48	Dr. William A. Buhner	1970-71	Dr. William J. Thompson	1993-94	Dr. Steven H. Tinsworth
	(Reorganized)	1971-72	Dr. Donald Eifert	1994-95	Dr. Page Jacobson
1948-49	Dr. Ray Bovard	1972-73	Dr. Joe A. Sain	1995-96	Dr. John B. Harrison
1950-51	Dr. William A. Buhner	1973-74	Dr. Malcolm Meister	1996-97	Dr. Ben J. Ossi
1951-52	Dr. Charles E. Harrison	1974-75	Dr. Michael O. Abdoney	1997-98	Dr. Larry F. Elliott
1952-53	Dr. Daniel Richelson	1975-76	Dr. Robert L. Edgerton	1998-99	Dr. Arturo F. Mosquera
1953-54	Dr. Guy W. Toph	1976-77	Dr. Harry C. Good	1999-00	Dr. R.R. (Kim) Reed
1954-55	Dr. L.H. Wilkins	1977-78	Dr. Jack H. Soutar	2000-01	Dr. Lucas Stevens
1955-56	Dr. Clare F. McCreary	1978-79	Dr. Jack Shaffer	2001-02	Dr. William Kochenour
1956-57	Dr. George F. Wilson	1979-80	Dr. Edwin B. Creenshaw	2002-03	Dr. Steven Chapman
1957-58	Dr. James A. Bell	1980-81	Dr. William D. Jacobs	2003-04	Dr. Robert Goldie
1958-59	Dr. George J. Coleman	1981-82	Dr. Clifford Marks	2004-05	Dr. David Carden
1959-60	Dr. Robert Litowitz	1982-83	Dr. Carter Greear	2005-06	Dr. Brian Jacobus
1960-61	Dr. Robert B. Clark	1983-84	Dr. Thomas Anderson	2006-07	Dr. Jorge Coro
1961-62	Dr. Burnie W. Bunch	1984-85	Dr. Arthur Burns	2007-08	Dr. Patricia Tapley
1962-63	Dr. Stuart Allen	1985-86	Dr. Daniel S. Meister	2008-09	Dr. Randall Rigsby
1963-64	Dr. Douglas C. Walter	1986-87	Dr. Peter F. Bayer	2009-10	Dr. Ralph DeDomenico
1964-65	Dr. Richard Starr	1987-88	Dr. David B. Olson	2010-11	Dr. E. Joseph LeCompte
1965-66	Dr. Neal M. Roth	1988-89	Dr. Marshall D. Spoto	2011-12	Dr. Jimmy Glenos
1966-67	Dr. C. Clinton Warren	1989-90	Dr. Thomas L. Klechak	2012-13	Dr. Chris Mariani
1967-68	Dr. Jerry Ahlfs	1990-91	Dr. Robert Blank	2013-14	Dr. Leigh Curtis

FAO 2014 Survey Results

- 1. In which FDA district is your primary office located? Atlantic Coast 8% Central 22% Northeast 14% Northwest 8% South Coast 15% West Coast 33%
- 2. How many years have you practiced? 0-5 = 12% 6-10 = 13% 11-15 = 15% 16-20 = 7% 21-25 = 13% 26-30 11% >30 = 28%
- 3. Describe your current practice situation.
 Solo practice 82% Group owned practice 8%
 Independent contractor for pedo or general 1%
 Employee in private practice 3% Employee for corporate practice 6%
- 4. How many satellite practices do you have? Zero 42% one 38% two 9% three 5% >3 6%
- 5. Do you need an associate? Yes 7% No 93%
- 6. My number of case starts for 2013 (Full treatment only) less than 150 23% 150-200 16% 201-250 23% 251-300 10% 301-350 11% >350 9% >500 7%
- 7. Compared to 2012 my 2013 case starts: increased 40% decreased 33% stayed the same 27%
- 8. What type of retainer do you use most for maxillary retention (PHII/full tx)? Hawley 37% Essix 56% Fixed 4% Other 3%
- 9. What type of retainer do you use most for mandibular retention (PHII/full tx)? Hawley 25% Essix 26% Fixed 48% Other 2%
- 10. What percentage of your assistants are certified? 100% = 71% 99-75% = 17% 74-50% = 5% 49-25% = 3% 24-0% = 3%
- 11. What type of social media does your office use? Facebook 89% Twitter 21% Instagram 15% Pintrest 10% Linked In 22%
- 12. Who manages these media sites? In-office staff 80% Out-source 20%
- 13. Has your staff size changed in 2013? Increased 21% Decreased 16% Stayed the same 65%
- 14. Do you have an "incentive pay" system for your staff? Yes 50% No 50%
- 15. Do you provide medical insurance for your staff? Yes 56% No 44%
- 16. Do you pay for continuing education for your staff? Yes 86% No 14%
- 17. Do you provide any type of retirement plan for your staff? Yes 69% No 31%

- 18. Did staff salaries change in 2013? Raised salaries 44% Reduced salaries (either through less hours, staff reduction or salary reduction) 7% Remained the same 49%
- 19. Do you use Cone Beam CT scan machine in your office? Yes 9% No 91%
- 20. Is your office "paperless"? Yes 58% No 42%
- 21. Do you use an intra-oral scanner or plan to purchase one in the next year? Yes 34% No 66%
- 22. Do you provide pro bono treatment for under privileged patients through outside screening services? Yes 54% No 46%
- 23. What are your normal treatment time intervals between adjustments?4 weeks 13% 5-6 weeks 55% 8 weeks 28% 10 weeks 3% 11 weeks or more 2%
- 24. How long does your average case take to complete? <12 months = 0% 13-16 months = 2% 17-20 months = 41% 21-24 months = 48% >24 months = 9%
- 25. Do you do tooth whitening in your office after debanding? Yes 27% No 73%
- 26. What percent of your treatment is extraction? 0-10% = 45% 11-25% = 46% 26-40% = 9% >40% = 0%
- 27. How many days a week do you see patients? 1-2 = 5% 3 = 22% 4 = 60% 5 = 12% >5 = 1%
- 28. How many patients do you see in a day? >25 9% 25-40 26% 40-55 25% 55-70 29% >70 11%
- 29. Where do you get the <u>majority</u> of your CE requirements? (realizing that it may be a combination of the following) National AAO = 30% Regional SAO meeting = 29% State FAO meeting = 48% Private vendor meeting = 30% Webinars/Internet = 35% other = 22%
- 30. When do you plan to retire?
 This year = 6% 2-5 years = 12% 6-10 years = 21% 10-15 years = 16% 16 years or more = 45%
- 31. Do you use a dental laser in your office? Yes 42% No 58%
- 32. Do you use TADs in your practice? Yes 67% No 33%
- 33. Do you place TADs in your office or refer them out? I place them = 42% Refer them out = 58%
- 34. Do you use a clear aligner-type system? Yes 91% No 9%

FAO 2014 Survey Results (cont'd)

- 35. What percentage of your adult cases are clear aligner-type?

 0-10% = 60% 11-20% = 29% 21-30% = 10% 31-40% = 1% >40% = 0%
- 36. Does your office have a web site? Yes 96% No 4%
- 37. How often do you visit the FAO website?
 Frequently = 2% Occasionally = 19%
 Rarely = 58% Never = 21%
- 38. Do you prefer email for FAO communications? Yes 89% No 11%
- 39. For how many insurances are you a provider? 0 30% 1-4 23% 5-9 20% >10 27%
- 40. What percentage of your cases do you use self-ligating brackets?

 100% = 23% 75% = 7% 50% = 3%

 25% = 19% 0% = 47%
- 41. How satisfied are you with using self-ligating brackets? Better than non self-ligating brackets = 39% Same as non self-ligating brackets = 36% Worse than non self-ligating brackets = 25%

- 42. For the majority of your patients, what records do you take prior to treatment? Photos 97% FMX 1% Pano 96% Bitewings 3% Lateral Ceph 92% CBCT 3% PA Ceph 5% Hand/Wrist 3% Unmounted Plaster Study Models 50% TMJ 1% Mounted Study Models 6% Virtual Study Models 24% Other 2%
- 43. For the majority of your patients, what records do you take after treatment? Photos 95% FMX 0% Pano 92% Bitewings 1% Lateral Ceph 58% CBCT 2% PA Ceph 2% Hand/Wrist 0% Unmounted Plaster Study Models 36% TMJ 0% Mounted Study Models 2% Virtual Study Models 9%

This survey was distributed at the Annual Session meeting, March 2014.

2014 FAO Pearls

Loops for the assistants. They see their mistakes and correct more often.

Bond 7s at initial bondup even if you don't run a light wire to them. That way you don't have to take more time later on to place them- you just run the heavier wire to them and they're out the door.

Send a gift to every patient that makes an NP appointment

In cases where erupting maxillary first molars are impacted under the distals of maxillary primary second molars, bond brackets to the primary canine, primary first molar, and permanent first molar, bypassing the primary second molar. Place an 18 NiTi that extends past the distal of the first molar bracket and use an open coil spring to distalize the first molar. This approach is highly predictable and will correct the problem in a matter of weeks. Much better that placing separators or de-impactor springs.

Do not let economics dictate your ethics.

The most, best and appropriate magazines for reception areaincluding home school magazines for all our home schooled kids to pageant mags to sports for boys and girls etc etc.

Determine the expectations of the patient before agreeing to treat...makes for a much happier day and don't start cases based on your \$ needs.

Refamiliarize yourself with local anesthesia and perform those easy exposures and TADs in your office.

Utilize checklists with assigned responsibilities to promote accountability.

Internal marketing is a powerful practice building tool.

Have a rotating staff member answer phones throughout lunch so no new patient calls are missed and the office is not completely shut down over lunch.

Scan all paper records into patient digital files and go paperless in every aspect of practice management.

To do this, employ a Fijitsu S-1500M SnapScan if you are Mac based (Fijitsu makes a Windows scanner too). You will make your staff's day!

Bond lower 3x3 to cuspids only.

For a complete list of Pearls... Visit www.faortho.org



FAO & AAO PAC Needs Your Support

– Dr. John Beattie

My father always used to tell me, "There are three types of people out there: the ones who make things happen, the ones who watch things happen, and the ones who wonder what the hell just happened!" As much as most of us would like to ignore politics, we cannot. People in Tallahassee and in Washington, DC have the power to dramatically influence our lives and our practices. That is why there are so many political advocacy organizations and that is why the FAO has one of our own.

The best way to influence legislators is by getting to know them personally. Volunteer to work on their campaigns, walk the precinct, make telephone calls, write letters, send emails. The next best is to donate money to individual candidates and to our PACs who will then donate money and develop relationships with the politicians. For orthodontic issues, we have the FAO PAC (known as Florida Orthodontists for Freedom--FOF) that is concerned with state-wide issues coming from Tallahassee and we have the AAOPAC which is concerned with national issues coming from Washington DC.

Commit to join the FAO PAC by completing the form below.

AAO PAC: check the box on your AAO dues statement to contribute or visit, the AAO PAC contribution site www.aaoinfo.org/advocacy/aaopac

What to do if you have a candidate who deserves a contribution:

Statewide Races: Please call or email the FAO (813) 903-8811

or email <u>lissette@wcdental.org</u> and your request will be considered by the FOF Board.

National Races: please contact Dr. William Crutchfield, Chairman of the AAOPAC committee.

In politics it takes money to *make* things happen (or sometimes simply to prevent things from happening). Without money, all we can do is *watch* things happen, or worse, sit around *wondering* what has happened.

Thank you in advance for helping all of us to continue in the awesome tradition of service to our patients and to our members. Remember that a little from each of us adds up to a lot for all of us!

Florida Orthodontists for Freedom is the PAC that was established by the FAO Board of Directors.

FAO PAC Board Members

Dr. TJ Albert, Naples

Dr. Jeff Barlow, Merritt Island

Dr. John Beattie, Chairman, Orlando

Dr. Andy Brown, Orange Park

Dr. Heather Burch, Tallahassee

Dr. John Cordoba, Secretary, Lake Mary

Dr. Jorge Coro, Coral Gables

Dr. Shreena Patel, Treasurer, Jacksonville

Dr. Randy Rigsby, Pensacola

Dr. Steve Tinsworth, Bradenton



I commit to join the FAO PAC and provide contributions at the following participation level. Amount indicated below is for 2014, an invoice in the same amount will be mailed to me annually with the option of changing the amount.

PLEASE CHECK ONE:		
Century Club – \$100.00 Century Club Si	lver – \$250.00	
Century Club Gold Individual – \$500.00	_ Century Club Gold Group – \$1,000	0.00
Name	Email	
Address		
Telephone		
Payment Information:		
$\ \square$ Make check payable to 'Florida Orthodontists for Freed	om' 🗆 Credit Card	
Card Number:	Exp. Date:	_CVV Code:
Signature:	Billing Zip Code:	_

Preident's Message (continued from page 1)

sessions. The meeting theme will center around 'Digital Orthodontics Today' and the present and evolving technology that allows us as orthodontists to practice as never possible before. Speakers will include Drs. Edward Lin, Manish Lamichane, Melisa Rathburn, who will each instruct our members with half-day sessions over the course of our meeting.

As always, thank you for the opportunity to serve as your President for the 2014-2015 year. It is truly a privilege to serve in leadership for the most personally representative group of my profession, the Florida Association of Orthodontists. We are very fortunate as well to have the experience and guidance of our executive director Mrs. Lissette Zuknick, who anyone else who has been lucky enough to serve with her knows is an valuable asset to the FAO and a staunch supporter of our members. If you have any questions or concerns about the FAO or our profession, please do not hesitate to contact either myself, Lissette, or any of our board members for assistance.

Sincerely, Jeremy Albert, DMD, MS

SAO 2014 at Atlantis in Nassau, Bahamas





Join us for the short flight from Florida to paradise, we hope to see you there!

Future SAO meetings

2015 - September 30 - October 4, Marriott World Center, Orlando, FL 2016 - October 19 - October 23, Sandestin Golf and Beach Resort, Destin, FL 2017 - October 4 - October 8, Marriott Tampa Waterside Hotel, Tampa, FL



FAO Practice Opportunities Database

To facilitate practice opportunities for our members, the FAO would like to offer the following mechanism for connecting doctors looking for jobs and those offering them.

Doctors looking for employment now or in the near future may email their contact info, residency attended or attending, and geographic areas they are considering in Florida to the FAO to be maintained in a database. Please email Lissette at lissette@ wcdental.org.

Doctors who are looking for an associate, partner, or buyer may also email the FAO and we will communicate the contact info of the doctors looking for employment to you. To request the list of those looking for opportunities, please email Lissette at lissette@wcdental.org.

Confidentiality and privacy will be respected for both sides. Please let us know if you have any questions and if you would like to be added to our database of doctors looking for opportunities.

Florida Association of Orthodontists

P.O. Box 611 Brandon, FL 33509 (813) 903-8811



Mark Your Calendars Upcoming Meetings & Events

November 22, 2014 FL Board of Dentistry Meeting
For more info, visit
www.floridasdentistry.gov

March 6-8, 2015 2015 FAO Annual Session
Renaissance Tampa International Hotel

March 25, 2015 FDA Dentists' Day on the Hill
Tallahassee, FL

May 15-19, 2015 AAO Spring Meeting
San Francisco, CA

June 11-13, 2015 Florida Dental Convention,

Gaylord Palms, Orlando

