

# NODA News

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## NODA News November 2016

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# NODA News

## MISSION STATEMENT

*To maintain a cohesive organization that serves its membership by promoting the art, science and professionalism of dentistry, and by communicating the value of optimal oral health to the community.*

**VOL. 54 NOVEMBER '16 NO. 09**

## PRESIDENT'S MESSAGE

*By Richard L. Owens, D.D.S.—NODA President*



Hello all NODA members, colleagues, and friends. As our Thanksgiving holiday approaches, I feel it is important to acknowledge my appreciation and thanks to all those in our organization who have given so much of their time and unselfish service. I would like to start with Andrew Hale, our Executive Director, Connie Bittner, and Normalee Ward. They are all so essential to the day-in and day-out operations of NODA. Our wonderful and committed Board of Governors has also worked tirelessly to tackle the business tasks of our organization, while striving to make improvements. A special thank you goes to all of our various committees and those who have worked so hard in accomplishing and improving upon our goals.

Special thanks are in order for our 2017 NODC/LDA Annual Session Committee chair Dr. Eliot Guerin and his committee members

and advisors. Our theme for 2017 is "Dentistry and All That Jazz" and we will be coinciding again with the French Quarter Festival weekend. So attendees can plan on enjoying the music, food, and fun just a few blocks away from the Convention Center. We are featuring some great speakers such as Dr. Terry Tanaka on Esthetics, Restorative, and TMJ; Dr. Mary Zase on Cosmetic Pearls; and Dr. Craig Misch on Avoiding Implant Complications. Once again we are following our lower registration fees to benefit and ease the burden for our members to attend, and we are offering a wide range of basic and premium paid courses for our members' enjoyment, some of which will be with no fee attached.

Special thanks for the New Orleans Dental Enterprises, LLC (NODE) Committee chaired by Dr. Kevin Collins. This committee has been able to create success in providing our members with several discounted services and products providing for a phenomenal membership benefit. Thanks also for all the hard work and accomplishments that Dr. Gustavo Coutin (our President-Elect) has been able to achieve with regard to our CE Dinner Meetings, arrangement for meeting sponsors, and his work with our annual Crawfish Boil. Dr. Coutin is also chairing our 2017 Nominating Committee for next year's Board of Governors. Con-

tact a committee member or Andrew Hale at the NODA office for more information.

And of course we could not get through our yearly LAMOM event without the unbelievable leadership and efforts of Dr. Maria Burmaster and her multiple committees, workers, and volunteers. Thanks again Maria.

I would also like to give special thanks to Dr. Reid Owens for all he does with regard to the membership committees for NODA and LDA. He has been instrumental in getting new members to our CE dinner meetings and has accomplished several meetings with our future dentists at LSUSD with regard to educating them on the multiple benefits of Tri-Partite Membership. And of course many thanks to all of our board meeting attendees who have worked tirelessly for our organization throughout the year.

Come on out and join us at our November 16<sup>th</sup> Dinner CE Meeting at Courtyard On The Ridge at 407 Folse Street in Harahan. As a special treat you will receive 2 hours of Clinical CE for \$20 which includes your meal.

Please be aware that this meeting will be pushed up 30 minutes so please arrive at 6:00 pm. More details are in this newsletter with

## PRESIDENT'S MESSAGE - Con't.

*By Richard L. Owens, D.D.S.—NODA President*

regard to the speakers and topics.

Congratulations are in order for our own Dr. Kristi Soileau for being named the LSU School of Dentistry Alumna Of The Year! Congrats Kristi and we are all honored and humbled with your service and dedication.

And I am excited that through the hard work and communications between the NODC Committee Advisors, Members and our NODA Board, we were able to reverse our motion to amend the By-Laws and increase your dues with your support at our October meeting. So there will be NO DUES INCREASE for 2017!

Finally, I would like to give a special thanks to all of you, the members of NODA, since you are what it is all about. I would like to express my sincere gratitude for your help and participation in organized dentistry.

HAPPY THANKSGIVING TO ALL!!

your profession  
your future™  
your association

### WE WANT YOUR NEWS!!

**Anyone knowing of any dentist who has made a significant contribution, gained an elective or appointive office, written an article, delivered a paper, or rendered unusual public service, please let us know!**

**[info@nodental.org](mailto:info@nodental.org)**



### TOURO DENTAL SEMINAR

## Smile Design: Materials and Techniques by the Masters

*presented by*

Gerard Chiche, DDS

John Burgess, DDS, MS

Friday, February 17, 2017

LSU School of Dentistry

7:30 a.m. to 4:30 p.m.

7 credit hours

**Early registration available until Nov. 24: \$99**  
**Special rates available for faculty and students**

For more information or  
to register, please visit  
**[tourodentalseminar.com](http://tourodentalseminar.com)**

# Upcoming Scientific Programs

by Gustavo M. Coutin, D.D.S. - NODA Scientific Program Committee Chair

DATE   LOCATION   TIME	SPEAKER   TOPIC   OBJECTIVES	SPONSOR
<p><b>November 16, 2016</b></p> <p><b>Courtyard on the Ridge</b>  407 Folse Street  Harahan, Louisiana 70123  504/737-6660  <a href="http://www.courtyardontheridge.com">www.courtyardontheridge.com</a></p> <p>Registration: 6:00 pm  Course: 6:30 pm</p> <p>CE: 2 clinical hours</p> <p>Fee: \$20.00 (early)  Fee: \$30.00 (late)</p>	<p><b>General Membership Meeting &amp; CE Lecture Dinner</b></p> <p><b>Speaker – Matt Winstead, C.D.T.</b>  Matt Winstead succeeds his father, D. Thomas Winstead, in the leadership of the laboratory. Matt graduated with a BS Degree in Management from Samford University in 2004 and became a Certified Dental Technician in 2011 specializing in Complete Dentures. He actively serves on the board of directors for the Huntsville Community Free Dental Clinic and S-Ray Inc., an ultrasonic technology firm. Mr. Winstead has lectured to numerous dental societies and dental schools including NOVA Southeastern University, GRU College of Dental Medicine, UAB School of Dentistry, Mississippi Dental Society, and UT Memphis College of Dentistry. Prior to his leadership in the laboratory, Matt was an elite triathlete and professional cyclist. Mr. Winstead has been a child sponsor through Compassion International since 2003 and participates in personal and corporate support of Compassion Student Centers in Cochabamba and Santa Cruz Bolivia.</p> <p><b>Topic – “Current Trends in Dental Lab Technology”</b>  Do you often feel overwhelmed with the amount of new crown materials offered from dental labs and how to use them? Do you want to know more about IntraOral Scanners and how they work in a practical way that can make you more money? This course gives you an overall, objective viewpoint of the latest fixed restorative material options and how to incorporate them into your practice. This course will explain Anterior Zirconia, a new product being heavily marketed by labs across the country; many doctors are unaware what this material is nor understand its applications and limitations. IntraOral Scanning is one of the hottest topics in dentistry, this course will give you insight into which scanners are actually being used in the market as well as unique time and money saving techniques when using them. Many labs are marketing a full arch monolithic screw retained prosthesis. Learn what this is and how it is made as well as real life clinical techniques to do them.</p> <p><b>Learning objectives:</b> During this lecture, participants will learn:</p> <ol style="list-style-type: none"> <li>1.) Latest laboratory materials being used for fixed prosthodontics, overview, market trends, advantages, disadvantages, ways to incorporate into practice.</li> <li>2.) Anterior Zirconia, material explanation, brand differences, clinical applications and lab experiences.</li> <li>3.) What IntraOral Scanners are most popular in the market including laboratory experience with the latest IOS Systems.</li> <li>4.) Unique uses for IOS Systems in the clinic and laboratory.</li> <li>5.) Full arch zirconia screw retained prosthesis lab technique, trend and overview.</li> </ol>	<p><b>Darby Dental Supply, LLC</b>  Vance Rudnet  Senior Account Manager  3300 University Drive, Suite 250  Coral Springs, Florida 33065  1-800-448-7323 Ext. 2124  <a href="mailto:vance.rudent@darbydentalsupply.com">vance.rudent@darbydentalsupply.com</a>  <a href="http://www.darbydental.com">www.darbydental.com</a></p>

## Upcoming Scientific Programs - Con't.

by Gustavo M. Coutin, D.D.S. - NODA Scientific Program Committee Chair

DATE   LOCATION   TIME	SPEAKER   TOPIC   OBJECTIVES	SPONSOR
	<p><b>Speaker – Mark D. McOmie, D.M.D.</b>            Dr. Mark McOmie is a general dentist who is in private practice with his wife, Ellen, who is also a dentist. The practice is a fee for service practice that they started from scratch. His practice focuses on Cosmetic and Implant dentistry. Dr. McOmie is an expert in the area of dental materials. He has many publications on dental materials and techniques to use them. He has been published in Dental Product Shopper, Cosmetic Dentistry magazine, ADA Dental Product Guide, ADA News just to name a few. He is an active dental researcher for Gordon Christensen's C. R. Foundation, evaluating over 400 materials to date. He is a featured speaker throughout the country. Frequently he advises and consults for several dental companies and dental laboratories. Dr. McOmie did his undergraduate studies at the University of Utah and graduated from dental school at the University of Louisville. He is a Fellow in the American College of Dentistry, Fellow in the International College of Dentistry, and a member of the Pierre Fauchard Academy.</p> <p><b>Topic – “The Latest Materials for Higher Quality and Faster Dentistry”</b>            Materials and methods are changing constantly. There are thousands of dental products that come on the market each year, yet very few of those materials will still be on the market in 3 years. Many manufacturers are pushed to bring products to the market before they have been properly developed and researched. That leaves a huge burden on the private practitioner to navigate the market place to find what works best, while hopefully avoiding things that don't work. New crown and bridge materials are coming to market each year promising to be the next great material, many fail almost immediately. Some US labs are sending work overseas, sometimes without our knowledge. Being a CR evaluator, Dr. McOmie has evaluated hundreds of products, many before they go on the market. He has a private practice, he works full time and know the demands of every dentist. Always striving for better ways to do procedures with better materials that can help us do higher quality, increase our speed and make us more profitable. A win win for us and our patients. With the change in crown materials in the last few years there have been many changes to our cement as well. Yet, the #1 question Gordon Christensen's C.R. Foundation fields right now is about cementing zirconia crowns. Where do scanners fit in? Have they dropped in price enough to make a cost effective replacement for PVS impressions? What about new retraction methods? See what is new with matrix bands and how they can make your day easier. Learn this and more about the latest materials from Dr. McOmie during his energetic course.</p> <p><b>Learning objectives:</b> During this lecture, participants will learn:            1.) How to effectively bond zirconia crowns.            2.) Know what scanners can do and if they are right for your practice.            3.) Clinical techniques and guidelines for using universal adhesives.            4.) Important clinical guideline for bulk-fill restorations.</p>	<p><b>Kuraray Dental</b>            Daniel Razzano            National Account Mgr./Regional Mgr.            942 Garrett Street            Atlanta, Georgia 30316            404/304-9154            daniel.razzano@kuraray.com            www.kuraraydental.com</p>

## Seeking Nominations for NODA Honor Dentist

by Glenn C. Dubroc, Jr., D.D.S. – NODA Honors & Awards Committee Chair



The New Orleans Dental Association Honor Dentist award is presented annually “in recognition of outstanding contribu-

tions and exemplary conduct in the profession of dentistry.” You are encouraged to submit nominations of a member or members that you feel are deserving of NODA’s most prestigious honor. The deadline for nominations is Wednesday, November 30, 2016.

Your nomination should list the nominee’s accomplishments

and reasons why you believe he or she is deserving of the Honor Dentist award. Mail your nominations to the attention of Dr. Glenn Dubroc, Honors & Awards Committee Chairman, c/o New Orleans Dental Association, 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. You may also fax your nomination to 504/838-6909 or e-mail it to [andrew@nodental.org](mailto:andrew@nodental.org). No nominations can be accepted after November 30, 2016. The recipient will be announced at the January 2017 General Membership Meeting and in the February 2017 edition of NODA News.

*NODA News* is published every month with the exception of June and August. Deadline for ads and editorial material is the 10th of the month preceding publication. Ads and news should be sent to:  
[info@nodental.org](mailto:info@nodental.org)



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When you absolutely, positively have to get it right, trust Earl Douglas, DDS, MBA, BVAL and the ADS South transition team.



# Call for Nominations of 2017 NODA Officers & Delegates

by Gustavo M. Coutin, D.D.S. – 2017 NODA Nominating Committee Chair



As required by NODA Bylaws, Article XIII, Section 1-11, the 2017 Nominating Committee has been formed. The Nominating Committee members are: Dr. Gustavo Coutin (President-Elect), Dr. Christopher Rappold (1<sup>st</sup> Vice President), Dr. George Arch, Jr., Dr. Darlene Bassett and Dr. Donald Toso.

Nominations may be submitted to any member of the Nominating Committee listed above or to the NODA office located at 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. All Nominations must be received by Wednesday, November 16, 2016, the date of the November General Membership Meeting. All nominations must be submitted in writing and signed by two Active, Active Life, Retired and/or Life Members in good standing.

The Committee requests that nominations be submitted as early as possible so that all nominations may be considered before the announcement of the formal slate of nominations at the November Board Meeting and the

November General Membership Meeting.

If there is more than one candidate for any office or elective position, candidates will have an opportunity to address the membership at the December General

Membership Meeting on December 21, 2016, prior to a vote of the membership. All newly elected officers and board members will officially begin their term of office immediately upon taking the oath of office.

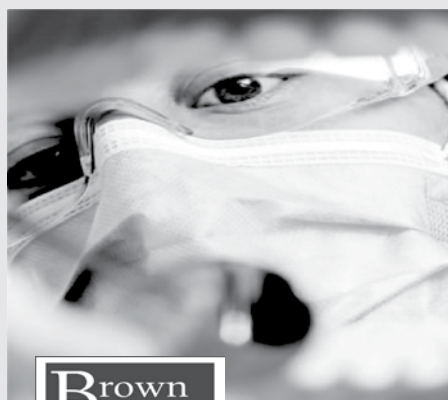
NUMBER	POSITION	TERM
1	1 <sup>st</sup> Vice President	1 year
1	2 <sup>nd</sup> Vice President	1 year
1	Secretary	2 year
1	At-Large Board Member	3 year
1	Director to LDA Board of Directors	2 year

The following are appointed positions:

2	Alternate Director to LDA Board of Directors	1 year
1	Delegate to ADA	3 years
1	Alternate Delegate to ADA	1 year
2	Louisiana Dental Services Director	1 year
22	Delegates to LDA House of Delegates	1 year
5	Alternate Delegates to LDA House of Delegates	1 year

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Long Term Disability  
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# Merrill Lynch

## Generating Income for Your Needs

With Treasury bills and cash alternatives continuing to provide low returns, finding investment income to support your goals may mean casting a wider net. Merrill Lynch Wealth Management offers the following insight as you search for yield.

Income generated from stocks or bonds can help you in many important ways—from funding your retirement or your kids' education to tiding you over between jobs. The historically low interest rates in the past few years have cut into the yield produced by such investments.

To seek increased yield—the percentage return on an investment's value that you receive as cash each year—you may have to consider the full range of income-producing investments, says Martin Mauro, a fixed-income strategist with BofA Merrill Lynch Global Research. He points to eight types of investments that, depending on your individual goals, risk tolerance and life situation, could help you generate the income you need.

**Dividend-paying stocks.** Offering predictable, reliable income, qualified stock dividends today are often competitive with bond yields. And, qualified dividend income is generally taxed at top rates of only 15% or 20%, depending on your income bracket—compared with bond interest, which is taxed as ordinary income at rates as high as 39.6%. (Dividends, interest and other investment income are subject to the additional 3.8% Medicare surtax that applies at high income levels.) Plus, there is the chance that your shares will rise in value. There are risks, however, as a company can choose to reduce or even eliminate dividends. Also, companies paying the highest dividends now are not always the best choices, since high dividends could reflect efforts to mask problems at the company.

**Real estate investment trusts (REITs).** Commercial real estate companies can organize themselves as

REITs, which trade like stocks and may offer higher yields than you would get from bonds or dividend-paying stocks. But distributions are generally taxed as ordinary income, and REIT prices generally decline when interest rates rise. Because individual REITs could fail, you may want to consider real estate funds that hold a diversified mix of REITs.

### Bonds with floating interest rates.

With these investments, coupon rates—the interest rates that bonds promise to investors—rise or fall in line with benchmarks such as the three-month LIBOR rate. That is why floating-rate bonds are popular when rates are expected to increase. But these investments generally consist of bank loans to companies with often less-than-stellar creditworthiness, making these riskier than some investments. Buying a mutual fund or an exchange-traded fund (ETF) that includes these bonds but also has less volatile senior debt or similar holdings could help mitigate your risks.

Bonds that pay no current income. You can buy “zero coupon” bonds at a deep discount. Years later, when the bond matures, you anticipate receiving the full face value. “Some investors buy zero coupon bonds today that will mature in successive years when a child is in college,” says Mauro. However, you will not have access to the money in the meantime, and there is also a risk that the bond issuer might not be able to pay. Also, the value of these bonds will fluctuate with changes in interest rates, and you could lose money if you sell before they mature.

**Municipal bonds.** Municipal bonds with top ratings from credit agencies tend to be relatively safe, and interest payments are generally exempt from federal income taxes (and sometimes from state and local taxes too). These advantages explain why the bonds' before-tax yields tend to be lower than yields on Treasury bonds of the same maturity, says Jasmine Yu, head of global fixed income due diligence at Merrill Lynch Wealth Management.

But that relationship can change, says Yu, who suggests looking at both taxable and tax-exempt bonds to create a mix that could offer the best after-tax returns.

**Foreign government bonds.** With most U.S. bond yields currently at low levels, foreign government debt could be an appealing alternative. But there's a potential complication: currency risk. If the bonds are issued in the country's local currency, and the U.S. dollar loses ground to that currency, your income in the foreign currency will be worth more. But if the dollar rises, you could lose income, adding to the overall risk of your investment.

**High-yield bonds.** Based on loans often made to younger businesses or those that are trying to recover from setbacks, high-yield bonds are designed to compensate investors for greater credit risk by offering more attractive interest rates. “That means they are tied to the fortunes of the companies that issue them, and that makes them act a lot like stocks,” says Mauro. “Their value could fall if the stock market declines.”

### Master limited partnerships (MLPs):

This special investment generates income primarily from the petroleum and natural gas infrastructure, although some MLPs can also be involved in petroleum and natural gas extraction or

*Con't. pg 8*

## “In Memoriam”

### *Dr. Howard Bruggers*

NODA would like to extend to his family and friends their sincere sympathy. He will be missed by his fellow dentists.



## Merrill Lynch - Con't.

ancillary services. An investment's total return includes not only the income it provides but also any increase in value while you own it. MLPs are exempt from income tax at the corporate level. Although investors are taxed on their proportionate share of an MLP's taxable income, depending on the MLP's tax depreciation, the MLP's taxable income often may be relatively low. In addition, cash distributions from an MLP are not taxable to investors to the extent they are treated as a return of capital; although, those distributions likely will ultimately result in taxable gain when an investor sells the MLP interest. MLPs also tend to be riskier than many traditional fixed-income investments and the recent decline in petroleum prices has had some negative impacts on the sector, so you may want to consider diversified funds that invest in MLPs.

To meet your particular needs, you may need to mix and match a variety of income-generating investments—tax-efficient municipal bonds to fund payments on a vacation home, or zero coupon bonds for college bills that may seem far off but will arrive much sooner than you expect. In the end, it is your unique needs and your circumstances that will guide your choices.

Best wishes in your clinic's continued success,

Drew Necaise and Michael Minvielle

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### L.H. Bowden Leadership Development Conference

Friday, January 13, 2017

(Incoming Component Presidents Meeting the Night Before Bowden)

Embassy Suites Hotel, Baton Rouge, LA

The L.H. Bowden Leadership Development Conference has been training LDA leaders to work effectively within the association for 48 years. Registration is free, and attendance is **COMPULSORY** for component officers as well as for LDA officers, directors, and committee chairs.

**Speaker:** Janie Walters

**Topic:** To Boldly Go Where Few Have Gone Before!  
Leadership skills for the 21<sup>st</sup> Century

**To Boldly Go Where Few Have Gone Before** is an interactive workshop that teaches some of the essentials of leadership. The content includes: defining leadership, identifying qualities of great leaders, exploring skills leaders must possess, and focusing on problems leaders must successfully confront.

For more info or to register, visit [www.ladental.org/bowden](http://www.ladental.org/bowden).

## Remembering Dr. Howard Bruggers



Memorial services were held on Saturday, October 8, 2016 at 11:00 AM in La Chapelle de Martin & Castille for Dr. Howard Bruggers, 88, who passed away on Friday, September 30, 2016 in Lafayette. Reverend Humphries officiated the service. He leaves to cherish his memory, his beloved wife of 66 years Henrietta Bruggers; his son, Dr. Barry Bruggers (Linda); his daughters, Dr. Karen Bruggers (Dr. Mark Odom), Kathy Moses (Dr. Michael Moses), and Kristy Thompson; his seven grandchildren, Dr. Jennifer Bruggers, Jessica and Joshua Bruggers, Sarah Odom, Cameron Duplantier (Jonte'), Hunter Duplantier, Kody Thompson (Jill); two step grandchildren, Nicholas Moses (Candice), and Pierre Moses (Claiborne); and two great grandchildren, Cooper Thompson and Oliver Moses. He was preceded in death by his parents, Rev. John Bruggers and Cornelia Bruggers; and his two

brothers, Laurence and Glenn Bruggers.

A native of Holland, Michigan and a Lafayette resident for the past three years, Dr. Bruggers retired as Professor and Dean Emeritus of the LSU School of Dentistry in 1993. He attended Hope College, received his DDS from Northwestern University, and then attained his MA from University of New Orleans. He received several awards including the prestigious Borish Award from the Academy of General Dentistry. Dr. Bruggers proudly served his country in the Air Force during the Korean War. He practiced dentistry in Michigan for 13 years prior to his teaching career at LSU. His joys

included wood carving, golf, cross word puzzles, playing the organ, listening to music, and especially spending time with his grandchildren. He will be deeply missed. In lieu of flowers, memorial contributions may be made to The Howard Bruggers Professorship in Prosthodontics LSU School of Dentistry, JoAnne Courville [jcourv@lsuh-sc.edu](mailto:jcourv@lsuh-sc.edu), the John and Cornelia Bruggers Scholarship Fund, c/o Hope College, [www.hope.edu](http://www.hope.edu), or to the charity of your choice. View the obituary and guestbook online at [www.mourning.com](http://www.mourning.com). Martin & Castille - DOWNTOWN, 330 St. Landry Street, Lafayette, LA 70506.

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New Orleans Dental Conference  
LDA Annual Session

**"Dentistry and  
All That Jazz"**

**April 6-8, 2017  
New Orleans  
Morial  
Convention  
Center**

**[www.nodc.org](http://www.nodc.org)  
(504) 834-6449**

## SAVE THE DATE!

**NOVEMBER 16, 2016**

General Meeting & CE Dinner  
*Courtyard on the Ridge*

**DECEMBER 21, 2016**

General Meeting & CE Dinner  
*Chateau Golf & Country Club*

**JANUARY 18, 2017**

General Meeting & CE Dinner  
*Jefferson Orleans - South*

**FEBRUARY 15, 2017**

General Meeting  
*NODA Office*

**MARCH 15, 2017**

General Meeting & CE Dinner  
*LSU School of Dentistry*

**APRIL 6-8, 2017**

New Orleans Dental Conference/  
LDA Annual Session  
*New Orleans Convention Center*

**MAY 12, 2017**

General Meeting  
*Southport Hall*

**MAY 12, 2017**

Crawfish Party  
*Southport Hall*

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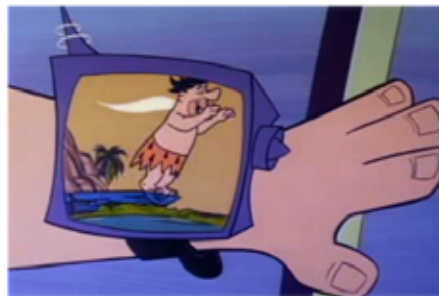
***"Pay Less to the IRS" through Cost Segregation & The New Tax Regulations!...***

***"Flintstone Age to Jetson Age" - Cutting Edge Energy and Tax Saving Technology***

Kathy is a "Cash Flow Specialist" and the Preferred Provider for the New Orleans Dental Association, (NODA) representing **Cost Segregation Services** who has been in the cash flow producing business for the past 30 years providing cost segregation to Dentists for over 10 years. She is in touch with over a thousand Dentists in Louisiana and Mississippi alone and works closely with their CPA's and Tax Professionals to bring into **compliance**. She has published articles such as "Pay Less to the IRS," and is a featured presenter at Dental Continuing Education Classes across the Gulf Coast Region. She currently offers CPE courses to CPA's. In today's economy, Dentists are looking for ways to address their increased taxes, capitalization and compliancy... Kathy with her vast experience will share the key to the solution.

This informative course will raise awareness and give an overview of how to apply the most up to date tax strategies and property regulations that will dramatically increase your cash flow and drastically lower your taxes through acceleration of depreciation...time value of money. If you have a commercial building that you bought, built, renovated and/or did lease-hold improvements... you may qualify for significant tax savings through cost segregation which could drastically lower your taxes, even on a building as little as \$200,000 dollars on which you could have a tax savings of \$20k-\$30k dollars. If your

### Flintstone Age to the Jetson Age



building cost basis is a million dollars, savings could be more than \$70k - \$100k dollars.

Additionally, this course will introduce you to the swiftly approaching new paradigm shift from the "Flintstone Age to the Jetson Age" by sharing with you what is now available in Energy Saving Technology. This new technology and increased tax savings benefits will help you "Save your Green while you Go Green" on new construction or retrofits to existing properties. Imagine having a property that would be fireproof, waterproof, sound proof, bullet proof, self-insulating, high wind resistant, termite and mold proof and even flood proof. It is no longer in the future, you can have it now and get tax credits and savings to build it, own it and operate it.

#### Learn How to:

- Significantly decrease your current tax liabilities and increase your cash flow by applying an "IRS Defined Engineering Based" Cost Segregation Strategy
- Identify the Myths vs. the Realities of Cost Segregation
- Determine if you qualify for cost segregation & the new tangible property tax benefits
- Apply New Energy Saving Technology to lower your energy bill while lowering your taxes
- Be in Compliance with the New Tax Regulations



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### **Cash Flow Seminar**

Topics that I will cover...on Collection Seminar at  
 NODC 2017 – Register Today! (1-hour CE)

***"Get Rid of the Debtors ... But Keep your Patients?"***

***Top 10 Ways to GET PAID Fast & How to Prevent Past Due Accounts...***  
***"Eliminate the Need for a Collection Agency"***

Learn the latest information and techniques to getting paid on time. In today's economy getting paid is of utmost importance. Kathy is known throughout the U.S. as the "Cash Flow Specialist"

and was the very first Preferred Provider for the New Orleans Dental Association, (NODA). She is the National V.P./Training Director for MoneyQuest

Corporation. She will be sharing her vast experience of over 30 years of providing debt recovery and cash flow producing services to business owners.

Most dental practices inevitably wind up with a residual number of patients that do not pay in a timely manner. As a result, they typically have turned to the only four options that were available to them, namely in-house efforts, hiring a collection agency, obtaining Legal assistance or finally Writing the debt off. Once you have provided services to your patient, you have a right to expect to be paid for your service. However, anyone who has been in business for even a month has learned that prompt payment is not always the case.

This course will provide to you the following outstanding benefits and will show you how to enhance the recoveries you are currently generating while maintaining relationships with your patients. Learn how to put your earned deserved dollars back in your pocket and your happy patients back in your chair. It is always more cost effective to retain a patient than acquire a new one. The old way of doing collections that worked well in the past doesn't work in today's economy. Learn the cutting edge approach to increased cash flow..." An ounce of prevention is worth a pound of cure".

### **Learn How to:**

- Develop a Defined Credit and Collection Policy and implement a systematic plan
- Become informed of the fair debt collection practices act rules & regulations
- Overcome objections and get paid for your services
- Prevent Slow pays from becoming No pays
- Assure that your staff is well trained & knowledgeable of recovery techniques and procedures
- Eliminate the need for a collection agency

## Bulletin Board

### APPRAISALS, SALES, ASSOCIATESHIPS, PRE-RETIREMENT PLANNING

ADS South specializes in valuations and transitions for dentists. Learn how to protect your practice in case of death. Call Dr. Earl Douglas at 770/664-1982 or visit our website [www.adssouth.com](http://www.adssouth.com).

LAFAYETTE (#9027) – General; Gross collections \$514,440; 4 days, 3 operatories; 1,250 sq. ft. office space.

LAKE CHARLES (#9060) – General; Gross collections \$369,492; 4 days, 4 operatories; 2,107 sq. ft. office space.

### ENDODONTIST NEEDED (GONZALES, LA)

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking an endodontist for its Gonzales location. Please contact Terry Ernst at 985/893-2240 or fax/email your CV to 985/893-2629 or [ternst@ladentalcenter.com](mailto:ternst@ladentalcenter.com).

### FULL TIME GENERAL DENTIST NEEDED

Jefferson Community Health Care Centers is seeking a full-time General Dentist with experience in all general dentistry procedures and especially skilled in extractions and denture procedures. We are a Federally Qualified Health Care Center providing dental care to the community regardless of patient's insurance or ability to pay. We offer an excellent company culture, competitive salary, full benefits, and paid continuing education. If you are interested in joining a

supportive, experienced dental team, and providing quality healthcare to the residents of Jefferson Parish, please send your CV to Wendy Hawkins at [Careers@JCHCC.org](mailto:Careers@JCHCC.org) or fax to 504/436.3040. For more information and a detailed job description please visit [JCHCC.org](http://JCHCC.org).

### GENERAL DENTIST – DAILY GUARANTEE PROVIDED

Dentist needed 2 - 4 days a week for a friendly, patient focused practice. Our office provides a daily minimum payment or percentage of production. Email résumés to [brianconnelldds@yahoo.com](mailto:brianconnelldds@yahoo.com).

### GENERAL DENTISTS NEEDED (Greater Baton Rouge & Hammond Areas)

Looking for associate general dentists for two growing dental practices in the Baton Rouge area and the Hammond area. Buyin and partnership opportunities are also available in the future for the dentist. Please contact Neil at 225/229-4979 for more info or e-mail résumé's and questions to Neil at [neiloza1@gmail.com](mailto:neiloza1@gmail.com).

### GENERAL DENTISTS NEEDED (New Orleans & Greater Baton Rouge Areas)

Whether you are a recent dental school graduate or a current practitioner interested in pursuing new opportunities, Louisiana Dental Center offers dentists the ability to perform in an autonomous and collegial atmosphere without the burden of managing a practice. With numerous up-to-date facilities scattered across southern

Louisiana, our practice is in a unique position to offer flexible schedules and working options for the general dentist or specialist. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or fax CVs to his attention at 985/893-2629.

### OFFICE SPACE

To share in Kenner. Great location, ideal satellite for specialist. Call 504/701-3455.

### ORTHODONTIST (New Orleans & Greater Baton Rouge Areas)

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking associate Orthodontists. We have a thriving patient base that presents a wonderful opportunity for the right candidates. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or fax CVs to his attention at 985/893-2629.



### TODAY'S DENTAL

Busy group dental practice is seeking a highly-skilled General Dentist. Selected candidate will be helping to maintain the long-established, impeccable reputation of the dental practice. This is a full time position with future buy-in potential. We offer competitive wages, advertising, a highly-skilled staff of dental auxiliaries, state-of-the-art equipment and the camaraderie of working side-by-side with other general dentists and dental specialists. E-mail CV/Résumé to Aaron at [aarone@todaysdental.us](mailto:aarone@todaysdental.us) or contact via telephone at 985/809-1889.



## Upcoming CE Courses: December 2017

For registration and latest course updates: [www.LSUHealthNewOrleansCDE.org](http://www.LSUHealthNewOrleansCDE.org) or call 504-941-8193 Questions? Email [info@LSUCDE.org](mailto:info@LSUCDE.org)

DATE(S) & CITY	COURSE NAME, SPEAKER(S) & COURSE LOCATION	For...	FEES	HRS – C or NC, L and/or P
Dec. 2 New Orleans  	<b>"LAST CHANCE" in New Orleans: A Sound Recession Proof Restorative/Hygiene Practice: Integrating the Team and Creating the "Value" – a course for the entire dental team w/ Lou Graham, DDS – at LSU Health New Orleans School of Dentistry</b>	Dentist Hygienist Assistant	\$325 ■ \$205 ■ \$115 ■	7 C, L
Dec. 2  	<b>– or take by Video Conference if you live 150 miles or more outside of New Orleans –</b> Streaming LIVE from New Orleans at LSU School of Dentistry to your home or office desktop or laptop. <b>This is limited attendance. REGISTER EARLY! Please call (504) 941-8193 to register.</b>	Dentist Hygienist Assistant	\$325 ■ \$205 ■ \$115 ■	7 C, L
Dec. 9-10 New Orleans	<b>Introduction to Oral (Enteral) Sedation for Adult Patients - An updated competency course that satisfies the La. State Board of Dentistry's latest requirements - in line with ADA guidelines - to obtain a personal permit to administer moderate sedation with enteral drugs to adult patients only. Directed and presented by Dr. Benjamin R. Record, Alfredo R. Arribas, DDS, MS and Michael D. Webb, DDS, MEd</b>	Dentist Team Member	\$2,495 \$595	24 C, L
	<b>Review of Oral (Enteral) Sedation for Adult Patients Only - An updated review course that satisfies the La. State Board of Dentistry's latest requirements, in line with ADA guidelines, to renew a personal permit - no less than once every six (6) years - for the purpose of administering moderate sedation with enteral drugs to adult patients only. Directed and presented by Dr. Benjamin R. Record, et al.</b>	Dentist Team Member	\$1,595 \$380	24 C, L
Dec. 9-11 New Orleans	<b>Introduction to Oral (Enteral) Sedation for Adult &amp; Pediatric Patients - A competency course that satisfies the La. State Board of Dentistry's latest requirements - in line with ADA guidelines – to obtain a pediatric certification for a personal permit to administer moderate sedation with enteral drugs to adult and pediatric patients. Directed and presented by Dr. Benjamin R. Record, et al.</b>	Dentist Team Member	\$2,995 \$595	32 C, L
	<b>Review of Oral (Enteral) Sedation for Adult &amp; Pediatric Patients - An updated review course that satisfies the La. State Board of Dentistry's latest requirements - in line with ADA guidelines - to renew a personal permit with pediatric certification - no less than once every six (6) years for the purpose of administering moderate sedation with enteral drugs to adult and pediatric patients. Directed and presented by Dr. Benjamin R. Record, et al.</b>	Dentist Team Member	\$1,915 \$380	32 C, L

C = Clinical NC = Non-Clinical L = Lecture P = Participation SA=Self-Administered

■ This is the regular tuition. Register 4 weeks before and SAVE – see website for Early Bird savings and deadlines.

Every effort has been made to present this course listing as accurately as possible from information available on October 17, 2016. We reserve the right to make changes to this schedule. Notice of changes will be announced on the website. For the most up-to-date list of CE courses visit [www.LSUHealthNewOrleansCDE.org](http://www.LSUHealthNewOrleansCDE.org).