

# NODA News

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Volume 47 | Number 4

Article 1

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2009

## NODA News April 2009

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### Recommended Citation

(2009) "NODA News April 2009," *NODA News*: Vol. 47: No. 4, Article 1.  
Available at: <https://commons.ada.org/noda-news/vol47/iss4/1>

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# NODA News

## MISSION STATEMENT

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

**VOL. 46 APRIL '09 NO. 04**

## President's Message

*by Jeffry A. Leeson, D.D.S. - NODA President*

With the arrival of April, it is also time for the 2009 New Orleans Dental Conference and LDA Annual Session going on April 2 - 4, 2009. If you have not registered in advance, there are still plenty of good CE Courses available on all three days. Also if you have all the CE you need, there are daily passes available for the Exhibition Hall only. The cost is \$55.00 per day for Friday or Saturday only.

If you are not going to attend the conference but would be interested in attending the Welcome Reception Party at Blaine Kern's Mardi Gras World call the NODA office (504-834-6449) for ticket information. It will truly be a great evening different from any previous Welcome Reception. There will be plenty of food, an open bar, and live music. Transportation from the Hilton Riverside to Mardi Gras World and back is included.

There are also some spots left for the Friday night out on the town event. The evening includes dinner at Arnaud's Restaurant followed by a trip to Tipitina's. Transportation from the Hilton Riverside to Arnaud's then the nightclub and back to the Hilton Riverside is included.

The raffle for a new 2009 C-Class Mercedes-Benz is an important fundraiser for the New Orleans Dental Conference and LDA Annual Session. There are only 3,000 tickets printed with plenty of tickets still available. With the possibility of some tickets not being sold that increases your odds

of winning. Don't miss out on this opportunity to win and to help your dental association. I ask that all members to please purchase at least one ticket. Call the NODA office for tickets or purchase tickets on site at the conference. The drawing will be at 5:00 p.m. on April 4, 2009 at the close of the Exhibition Hall.

With the New Orleans Dental Conference taking place in April there will be no General Membership meeting this month. The next general membership meeting will be on Wednesday, May 20, 2009, at Lago's Restaurant at 900 Harrison Avenue. See Upcoming Scientific Programs for more details.

Plan to attend the Annual NODA Crawfish Party at the American Legion Home, Post 267, located at Causeway Boulevard and River Road. It will be back on our usual Friday night time of 6:30 p.m. to 9:30 p.m. on May 15, 2009. Please bring your children and office staff for a great time including karaoke and caricatures.

I would like to mention that the 2008 NODA Honored Dentist is Dr. F. Thomas Giacona, Jr. He received his award at the President's Banquet on March 21, 2009. Thank you to all those that attended the evening and to all those that wanted to attend. It was a great time for all those that attended.

It is important for new members to keep your e-mail addresses current with the NODA office so that you can receive up to the minute information of events

and special announcements as to what is happening with NODA. Also, make sure to check *NODA News* and the NODA web site at [www.nodental.org](http://www.nodental.org) to not miss out on what your NODA is doing for you.

See you at the New Orleans Dental Conference / LDA Annual Session and future meetings. Good luck with your chances to win the Mercedes-Benz!

## IT'S NOT TOO LATE TO ATTEND!

### New Orleans Dental Conference & LDA Annual Session

April 2-4, 2009  
New Orleans Morial  
Convention Center

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companies for their  
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Practice Works/Kodak  
Premier Dental  
Robert Ellis & Associates  
Straumann  
Sun Dental  
TNT Dental Studio, Inc.  
Ultradent

Log on to [www.nodc.org](http://www.nodc.org)  
or call (504) 834-6449  
for more information

## Upcoming Scientific Programs

by Kristi M. Soileau, D.D.S., M.Ed. - NODA Scientific Program Committee Chairperson

**May 20, 2009**  
**General Membership Meeting**

**Location** – Lago's Restaurant, 900 Harrison Ave., New Orleans, LA 70124. Phone: 504/486-8282.

**Time** – Check in time @ 6:30pm, Meeting begins @ 7:00pm.

**Sponsor** – Millennium Dental Technologies, Inc.  
Contact: Rusty Schaeffer, Senior LANAP Product Specialist at 1-866-231-6857, e-mail to rschaeffer@millenniumdental.com, website: www.millenniumdental.com, address: 2033 Kings Cross Lane, Cordova, TN 38016.

**September 16, 2009**  
**General Membership Meeting**

**Speaker** – Kim Henderson, RDH. Ms. Henderson is a Registered Dental Hygienist with 17 years experience as a RDH, working primarily in the Gulf Coast region. Ms. Henderson also has expertise in digital x-ray sensor placement technique and has used digital radiography both in practice and as a Dexis trainer. Ms. Henderson may be contacted by phone: 225-276-5830, fax: 1-866-322-2805, e-mail: henderson4@cableone.net, website: www.dexis.com.

**Topic of Presentation** – “**Digital Radiography Techniques and Applications**”  
Ms. Henderson will present on digital x-ray

placement techniques and review best practices when using digital radiography. Ms. Henderson will also review the different types of digital radiography systems (phosphor plate vs. direct sensors) and have a question answer period following her presentation.

**Objectives** – Review best practices when using digital sensors and digital panorex machines including:

- 1.) Obtaining optimal image quality
- 2.) Placement and positioning techniques
- 3.) Display and demonstrate aftermarket RINN holders for improving sensor placement
- 4.) Hygiene and preventing cross contamination
- 5.) Differences when using phosphor plate systems and digital sensors

**Sponsor** – **DEXIS, LLC**

Contact: Nick Hartman, Regional Sales Manager at 1-888-883-3947, ext. 234, e-mail to nick.hartman@dexis.com, website: www.dexis.com, address: 4425 Alexander Dr., Ste. 100, Alpharetta, GA 30022.

**October 21, 2009**  
**General Membership Meeting**

**Speaker** – Earl M. Douglas, DDS, MBA, BVAL. Dr. Douglas is the founder of ADS South, a dental practice appraisal and brokering company serving the Southeast. Dr. Douglas earned his Doctor of Dental Surgery degree from the Baltimore College of Dental Surgery, University of Maryland School of Dentistry and received his Master in Business Administration degree from Brenau College in 1984, and

received the Business Valuator Accredited in Litigation designation from The Institute of Business Appraisers. Dr. Douglas has presented at numerous study clubs, the Hinman Dental Convention, the Tennessee Dental Association, the New Orleans Dental Association, the Rossner Memorial Lecture in New Orleans and for Dental Economics, and is a contributing author for Dental Economics magazine.

**Topic of Presentation** – “**The Fifteen Biggest Transition Mistakes**”

This presentation will reveal the most serious mistakes dentists have made in the transition of their practices. This presentation applies to buying a practice, selling a practice, or forming associateships or partnerships. Each mistake will be explained and analyzed and the undesired outcomes will be discussed.

**Objectives** –

- 1.) Make attendees aware of the mistakes that they might intentionally or unintentionally make in the transition process.
- 2.) By becoming aware of these mistakes, attendees should realize them when there is a potential for them occurring and take steps to avoid them.
- 3.) For the dentist to achieve the safest, most successful transition when encountering that phase of their career.

**Sponsor** – **ADS South**

Contact: Earl M. Douglas, DDS, MBA, BVAL. Phone: 770/664-1982, cell: 404/512-4702, fax: 770/664-1782, e-mail: douglas@adssouth.com, website: www.adssouth.com, address: 11285 Elkins Road, A-2, Roswell, GA 30076.

**November 18, 2009**  
**General Membership Meeting**

**Speaker** – **Roger D. Craddock, DDS.**

Dr. Craddock is a graduate of West Virginia University School of Dentistry, completed a Prosthodontics residency at UNC Chapel Hill, a Periodontics residency at LSU, and has held teaching appointments at UNC and the University of Tennessee. He is a past president of the Memphis Dental Society and the Tennessee Society of Periodontists, and a Fellow of the TDA and the American College of Dentists. Dr. Craddock maintains a practice limited to Periodontists in Memphis, TN, and lectures on the use of lasers for periodontal therapies.

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**Topic of Presentation** – “Lasers for Periodontal Therapy”

**Part I:** How do you pick a laser for use in dentistry? Does wavelength matter? What is the nature of laser tissue interaction? Will one laser do everything?

**Part II:** Use of an Nd:YAG laser in the periodontal pocket

**Sponsor** – **Millennium Dental Technologies, Inc.** Contact: Rusty Schaeffer, Senior LANAP Product Specialist at 1-866-231-6857, e-mail to rschaeffer@millenniumdental.com, website: www.millenniumdental.com, address: 2033 Kings Cross Lane, Cordova, TN 38016.

December 16, 2009  
General Membership Meeting

**Speakers** - Preston Lovelace, J.D., M.S. and Gretchen Ohlmeyer Lovelace, MS, CFP, CPM

**Preston Lovelace, J.D., M.S.** - Mr. Lovelace received his Bachelor's degree in Chemistry and Applied Mathematics at Hampden-Sydney College. He received his M.S. in

Chemistry and J.D. from the University of Illinois. He is a member of both the Louisiana State and U.S. Patent Bars. He enjoys fishing and disc golf in his spare time.

**Gretchen Ohlmeyer Lovelace, MS, CFP, CPM** - Mrs. Lovelace is the president and founder of Lovelace and Associates, Inc. She taught at the University of New Orleans, and conducted research in the Microbiology department at Louisiana State University School of Dentistry before returning to Baton Rouge and obtaining certifications in Financial Planning and Practice Management. She has 27 years of practice management experience and has been a lecturer at the LSU Dental School for the past 18 years as well as at national, state, and local meetings. She is a member of The Financial Planning Association, the Institute of Business Appraisers, realtor, notary, and an affiliate of ADS South. Practical, ethical, and professional practice promotion and practice transitions are Mrs. Lovelace's main interests.

**Topic of Presentation** – “Ways to Transition your Practice: Do You Need an Associate?”**Objectives** –

- 1.) Five types of transition
- 2.) Criteria for determining if associate is needed
- 3.) Associate agreements and methods of paying associates
- 4.) Methods of transitioning with associate
- 5.) Items you need in place prior to retirement

**Sponsor** - **ADS LOVELACE AND ASSOCIATES, INC.**

(Licensed Realtor, Broker Louisiana and Mississippi) Contact: Gretchen O. Lovelace phone: 225/927-8015, cell: 225/892-5135, e-mail: gretchen@lovelaceassoc.com or plovlace@gmail.com, fax: 225/927-8115, website: www.lovelaceandassociates.com, address: 8202 Kelwood Ave., Baton Rouge, LA 70806.



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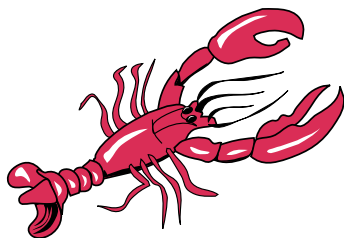
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## Upcoming Family Event to Include Crawfish, Caricatures, and Karaoke

by Kristi M. Soileau, D.D.S., M.Ed. – NODA President Elect

The New Orleans Dental Association's Annual Crawfish Party will be held on Friday, May 15<sup>th</sup>, from 6:30pm-9:30pm at the American Legion Home, Post 267, located at 3001 River Road and Causeway Boulevard in Jefferson, LA. The NODA crawfish party is always an indulgent evening, and now your families and your staff can join in the fun!



As with almost all NODA crawfish parties, there will be much dancing, karaoke music and fun to go along with your delicious meal. There will also be jambalaya, vegetable trays, sandwiches, and lots of cookies for the children. There will also be a caricature artist from 7pm-9pm doing complementary facial sketches. Come pass a good time, Cher! The crawfish party is free to all NODA members and there is a fee of \$10.00 for each staff guest or family member age 6 and over. You don't want to miss it, and we don't want to miss you!

### SAVE THE DATE!

**April 2-4, 2009**

New Orleans Dental Conference  
& LDA Annual Session  
New Orleans Morial Convention Center

**May 15, 2009**

Crawfish Party  
American Legion Home  
6:30pm

**May 20, 2009**

General Membership Meeting  
Lago's Restaurant  
7:00pm

**September 16, 2009**

General Membership Meeting  
7:00pm

**October 21, 2009**

General Membership Meeting  
7:00pm

**November 18, 2009**

General Membership Meeting  
7:00pm

**December 16, 2009**

General Membership Meeting  
7:00pm

## Practice Transitions Made Perfect

Dentists with ADS South don't worry. ADS South's 24 years of accurately evaluating practices enables sellers to look forward to retirement with peace of mind. Both buyers and sellers rely on the expertise of ADS South for successful transitions. Contact Earl Douglas, [earl@adssouth.com](mailto:earl@adssouth.com), 770.664.1982 to plan your perfect transition.



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# “New Orleans Dental Enterprises is at the Conference!”

by: Kevin J. Collins, D.D.S. – NODE President

The conference is upon us and NODE will be there! Come visit us at booth #614.

Our Preferred Provider companies will be there! Cost Segregation Services Inc., First Data Merchant Services, Money Quest, and Whitney Bank will have either a service representative or their literature present to discuss the services that are provided exclusively to NODA members.

Brief highlights are:

## Cost Segregation Services, Inc.

**(CSSI):** CSSI is an IRS-approved application by which dental office owners can accelerate depreciation and reduce the amount of taxes owed.

## First Data Merchant Services

**(FDMS):** FDMS is the world's largest processor of non-cash payments of credit cards, debit cards and checks. Exclusive to NODA members, FDMS offers amazing low credit card processing fees while eliminating those hidden service fees.

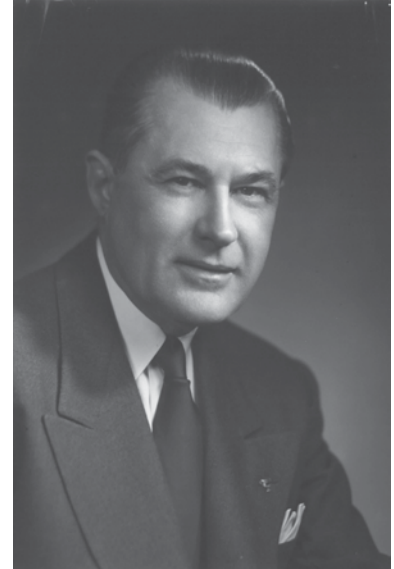
## MoneyQuest Corporation:

MoneyQuest Corporation is a financial services company offering dentists the solution to all their delinquent account recovery needs.

**Whitney Affinity Card:** Whitney Bank has been a Preferred Provider to NODA for a many years. Whitney Bank, through the

Preferred Provider program, provided this Association with financial support through royalties generated by the exclusive NODA member usage of the Whitney Bank credit card. The credit card is known as the Whitney Affinity Card. Recently, Whitney Bank has updated the NODA Member exclusive credit card program to include two categories: the **NODA Visa Classic** and the **NODA Visa Platinum**. These credit cards provide competitive interest rates and benefits. Check out the Whitney Bank credit card offer online.

Check out all of NODA's preferred providers in the section titled "Preferred Provider" on the NODA website: [www.nodental.org](http://www.nodental.org).



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*Leo J. Schoeny, D.D.S.*



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## Battery Facts

Each year, Americans throw out almost 180,000 tons of batteries. About 14,000 of those tons are rechargeable batteries; the rest are single-use.

All batteries can be categorized as either primary (single-use) batteries or secondary (rechargeable) batteries. Each type requires specific instructions to ensure it is properly discarded or recycled. The batteries consumers are more likely to use are for household uses, such as:

- Alkaline
- Carbon-zinc
- Lithium
- Nickel-cadmium (NiCd)
- Nickel metal hydride (NiMH)
- Button cell (lithium manganese)
- Lead-based (automotive and non-automotive)

Vital stats from the U.S. EPA about batteries:

- Americans purchase nearly three billion dry-cell batteries every year to power radios, toys, cellular phones, watches, laptop computers and portable power tools.
- Nearly 99 million wet-cell, lead-acid car batteries are manufactured each year.
- A typical lead-acid battery contains 60 to 80 percent recycled lead and plastic.

### Battery Facts and Stats:

#### Consumption

Americans purchase nearly 3 billion dry-cell batteries every year to power radios, toys, cellular phones, watches, laptop computers, and portable power tools.

Inside a battery, heavy metals react with chemical electrolytes to produce the battery's power.

Wet-cell batteries, which contain a liquid electrolyte, commonly power automobiles, boats, or motorcycles.

Nearly 99 million wet-cell lead-acid car batteries are manufactured each year.

A car battery contains 18 pounds of lead and one pound of sulfuric acid.

#### Recycling and Disposal

Mercury was phased out of certain types of batteries in conjunction with the "Mercury-Containing and Rechargeable Battery Management Act," passed in 1996.

Recycling batteries keeps heavy metals out of landfills and the air. Recycling saves resources because recovered plastic and metals can be used to make new batteries.

Household batteries contribute many potentially hazardous compounds to the municipal solid waste stream, including zinc, lead, nickel, alkalines, manganese, cadmium, silver, and mercury.

In 1989, 621.2 tons of household batteries were disposed of in the US, that's double the amount discarded in 1970.

In 1986, 138,000 tons of lead-acid batteries were disposed of in the US. Regular flashlight batteries can be disposed of in the trash (generally, some states, like California, have more restrictive rules), though it is best to take them to a recycler.

Mercury-oxide and silver-oxide button batteries are often collected by jewelers, pharmacies, and hearing-aid stores who sell them to companies that reclaim the metals.

In 1993, 80 to 95% of automobile batteries were recycled.



**Recognize this face?**

*Answer on pg. 8*

### TYPICAL TYPES OF HOUSEHOLD BATTERIES

#### Primary Cells (Nonrechargeable)

##### Common Uses

-Alkaline: Cassettes players, radios, appliances

-Carbon-zinc: Flashlights, toys, etc.

-Lithium: Cameras, calculators, watches, computers, etc.

-Mercury: Hearing aids, pace-makers, cameras, calculators, watches, etc.

-Silver: Hearing aids, watches, cameras, calculators

-Zinc: Hearing aids, pagers

#### Secondary Cells (Rechargeable)

##### Common Uses

-Nickel-cadmium: Cameras, rechargeable appliances such as portable power tools, hand held vacuums, etc.

-Small-sealed lead-acid: Camcorders, computers, portable radios and tape players, cellular phones, lawn mower starters, etc.

\*Some rechargeable alkaline batteries are available, but they are pretty rare.



# 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 M. Douglas at 1-800-321-4540 or visit our website [www.adssouth.com](http://www.adssouth.com).

- HOUMA AREA #8597 Gross \$314,278; 4.5 days; 3 operatories; 1,400 sq. ft. office space. Call Dr. Earl M. Douglas at 1-800-321-4540 or visit our website [www.adssouth.com](http://www.adssouth.com).

- MANDEVILLE-METAIRIE PEDO OPPORTUNITY! #8589 No risk opportunity for pediatric dentist to establish a new practice with two locations (Mandeville & Metairie). Both orthodontic offices are equipped with 7 clinical chairs, 2 consult rooms, Pan-Ceph machine, Statim 5000 sterilization unit, etc. All equipment is less than 4 yrs old. Offices available for 3+ days/week each (our non-patient days and Saturdays). Pediatric dentist is responsible for his/her supplies and \$1000 rent. Call Dr. Earl M. Douglas at 1-800-321-4540 or visit our website [www.adssouth.com](http://www.adssouth.com).

- LAFAYETTE AREA #8361 Searching for an associate to perform all crown and bridge, porcelain veneers, endodontics, composite resins, other operative dentistry, periodontics, oral surgery (including 3rd molar extractions), pedodontics, TMJ treatment, implants, etc. The only procedures owner will perform are full and partial dentures and the extractions associated with them. Call Dr. Earl M. Douglas at 1-800-321-4540 or visit our website [www.adssouth.com](http://www.adssouth.com).

## SEEKING DENTAL HYGIENIST

Westbank Dental Practice is seeking a PT/FT Dental Hygienist. Interested applicants should fax your résumé to 504/837-3263.

## SEEKING GENERAL DENTIST

FT/PT General Dentist, above average compensation, very relaxed, but professional environment. Interested persons should contact Dr. Gregory Strain @ 504/905-9672. All calls will be confidential.

## FOR SALE

Gendex Panarex machine, film based, in working condition, must pick up. \$2,000 or best offer. Please e-mail [dr.mekari@gmail.com](mailto:dr.mekari@gmail.com) or call 504/888-1414.

## OFFICE SPACE

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## HELP NEEDED

Help in identifying white mail, age 54, believed to be Mr. Jules Rosa. Anybody who has treated Mr. Rosa in the last 30 years is requested to contact either Mr. Mark Lombard with the St. Tammany Coroners office at 985/781-1150 or Dr. Charlie Foy at 985/845-8042.

## LOUISIANA DENTAL CENTER

Offers the ideal setting for recent dental school graduates, offering a variety of opportunities and real value to the professional experience. While allowing for autonomy and personal growth, the experience-rich environment assures the graduate that help is only a few steps away. Many of our doctors enjoy the lifestyle and freedom of performing dentistry without having to manage a practice, while others have chosen to work with us part time while developing their own practice. For those wishing to start a family, our ability and willingness to accommodate flexible schedules is another attractive feature of working for Louisiana Dental Center. Louisiana Dental Center is truly a family of professionals and supports the varied lifestyles and family demands that our doctors present. If you're interested in joining our family of professionals, please contact Aaron Etzkin at 985/345-0240, or apply online at [www.ladentalcenter.com](http://www.ladentalcenter.com).

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## ADS Lovelace and Associates, Inc.

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[www.LovelaceAndAssociates.com](http://www.LovelaceAndAssociates.com)

### PRACTICES FOR SALE

Metairie Practice #2390  
New Orleans West Bank #2590  
Lake Charles #2332  
E. of Marksville, La. #2296  
Kinder, La. Bldg. & Prac. #2600  
Houma #8597E  
Vernon Parish #3005 UNDER CONTRACT  
Biloxi, MS #6859E

### ASSOCIATE POSITIONS AVAILABLE

Baton Rouge #2840, #2830, #3125, #3155  
Houma #2895  
New Orleans #2620, Part time #2510, #2590  
DeRidder/Leesville #2670  
Monroe #2520  
Lafayette #2460





*In an effort to keep you informed about available C.E. opportunities at the LSU School of Dentistry, this area will be devoted to informational updates.*

2009	COURSE TITLE	CREDIT HOURS		TUITION
April 16 – 18 Thurs.-Sat.	<i>Cosmetic Dentistry 301 w/Dr. Jimmy Eubank</i> <b>HANDS-ON LIMITED ATTENDANCE</b>	14 L 10 P C	DDS Lab Tech RDH/Asst.	\$2,995 \$1,495 \$395
April 24 Friday	<i>Five-Minute Temporaries for the entire Dental Team w/Dr. Harry Goza</i> <b>HANDS-ON LIMITED ATTENDANCE</b>	6 L/P C	DDS or 1 <sup>st</sup> . Attendee 2 <sup>nd</sup> Attendee	\$245 \$195
May 15 Friday	<i>A New Way of Looking at Endo Instrumentation and Filling Techniques With Dr. Sergio Kuttler</i> <b>HANDS-ON FOR GENERAL DENTISTS AND ENDODONTISTS</b> We thank DENTSPLY Tulsa Dental Specialities for their support.	4 L 3 P C	DDS	\$195** **Register By May 1 <sup>st</sup> \$215 After May 1 <sup>st</sup> .
June 5 – 7 Fri. – Sun.	<i>Expanded Duty Dental Assistant - NOLA w/Nancy Weiss, RDH, EDDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA</i>	24 L/P	Auxiliary	\$389
June 6 Saturday	<i>Digital &amp; Conventional Radiology for Dental Auxiliaries w/Drs. Kavas Thunthy and J. Sean Hubar</i>	07 L/P	Auxiliary	\$139
June 12-14 July 17 – 19 August 21-23	<i>Local Anesthesia for Dental Hygienists w/Dr. Michael O'Brien and Frank Drongowski</i>	72 L/P	Hygienists	\$1,265
June 26 Friday	<i>Digital Dental Photography 101 Hands-on beginners course for dentists, dental assistants and Hygienists w/Drs. Harry Goza and Michael Robichaux at LSU Main Campus in Baton Rouge</i>	06 L/P	DDS Assist./RDH 2 - 4 Assist./RDH 5 + Assist./RDH	\$249* \$189* \$179* \$169*

*\*Early Bird Special by June 12*

*\*Price per person when registering at the same time*

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Web Site: [www.lsusdce.org](http://www.lsusdce.org)

*Edward P. Burvant, Sr., D.D.S.*  
**Recognize this face answer**