

DETROIT DENTAL CLINIC CLUB

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Established November 25, 1914

We're on the Web:
www.detroitdentalclinicclub.org



Welcome to the New
Detroit Dental Clinic Club

**Attention Members! An Invitation to Attend the DDCC
Summer Planning Meeting**

Each summer our Club has a planning meeting to review the past years performance and look for ways to improve. Declining membership is a problem we share with all dental study organizations in Southeastern Michigan. While we have tried several innovative ideas this past year, a renaissance in membership continues to elude us. This will be the principle topic this summer and one to which you all are invited to add your thoughts.

An additional topic will be the disposition of "windfall monies" we have acquired this past year from the closure of the occlusion section and the dissolution of the DDCC Foundation. Some have suggested we start dental student scholarships perhaps in memory of Francis Schmitt, our long time president emeritus.

The date of the planning meeting will be June 21, 2007. The meeting location will be announced but it should start at 6:30 and end by 9:00 pm. All members are invited and encouraged to attend.

DETROIT DENTAL CLINIC CLUB

Clinic Links



Volume 30, Issue 3

SPRING, 2007

Clinic Club All-Section Meeting MAY 3, 2007

**"Financial Investing in Future
Dental Technologies"**

Board of Governors:

- President: Susan Luft-Marcotte
- President-Elect: Oliver Marcotte
- Past President: Mark Barsamian
- Treasurer: Samir Zacharia
- Recording Sec'y: James Lepczyk
- Membership Sec'y: Oliver Marcotte

Section Directors:

- Prosthetics: Patrick Smith
- Occlusion: Keith Kelley
- Direct Restoration: Earl Bogrow
- Periodontics: Samir Zacharia
- Practice Admin.: Oliver Marcotte
- OMFS: Tim Schmakel
- Public Relations & Website Coordinator: Robert Caldwell
- TMJ & Facial Pain: Ghabi Kaspo
- Orthodontics: Nawaf Masri
- Director of Clinics: Haig Garebedian
- MCE Coordinator: Norm Herbert

Inside this issue:

MARCH 1, 2007 Meeting Announcement	1
Announcements	2
Section News	3-4
Meeting Reservations	5
Meeting Agenda	5
Member Notice	6

The Detroit Dental Clinic Club announces a seminar "Financial Investing in Future Dental Technologies". This seminar will address financial investing in the future dental technologies of implants, CAD/CAM and stem cell research. Our speaker will be: **Patrick Buschmohle**, a financial advisor from the Private Client Group of Merrill Lynch.

The seminar will take place on **Thursday** May 3, 2007 at the **Rattlesnake Club**, 300 River Place, Detroit, Michigan 48207, 313-567-4400. All members are encouraged to attend and bring a guest! The fee for the seminar is \$50.00 which includes dinner (members checks are returned on arrival at the meeting). Reservations are required. Please RSVP to Dr. Oliver Marcotte at 248-426-0011, by e-mail: olivermarcotte@comcast.net or mail in registration form on pg. 5.

**REMEMBER TO DODGE THE LODGE!
ALSO THIS IS THE SAME DAY AS THE STATE DENTAL MEETING- THE STATE MEETINGS END AT 5PM SO THERE SHOULD NOT BE ANY CONFLICTS WITH THE DDCC MEETING!!!!**

Past Meetings

The December Clinic Club meeting was entitled "Women in Dentistry". Having a meeting on a Friday night and tailoring it to women's issues was a new approach for the Clinic Club. It was an approach designed to make it easier for dentists who are also primary care givers to attend dental meetings.

We had excellent attendance. Not only did we gain 13 potential members, we also gained new insights into the special concerns of women dentists. We will be discussing these and other strategic issues at our summer planning meeting on June 21, 2007. All members are invited to this meeting and would be heartily welcomed.

The March 1st Clinic Club meeting, "Exit Strategies for the Dental Practitioner" included a thought provoking discussion on "How to Transfer or Sell What Is Probably Our Most Valuable Asset". Stonebridge Financial Partners provided a multitude of worksheets designed to facilitate practice valuation and sale. More than that they showed how a properly structured practice sale or transfer can significantly add to retirement income. They are available for consultation if members are interested call Jeff Ivory at 248 647 2400.x 253

Special Notice to all DDCC Members!

The DDCC Board of Governors has voted to dissolve the DDCC Foundation due to inactivity and any monies remaining in the Foundation be returned to the DDCC treasury as called for in the bylaws. The Board invites the membership to an open discussion regarding the disposition of these funds to be held at our next board meeting, May 3 at the Rattlesnake Club. The Board is interested in your input and your comments and suggestions are welcome!

All-Section Meeting

Join us on MAY 3, 2007 for this exciting and informative seminar presented by your Detroit Dental Clin-

Meeting Reservation Form

Please reserve _____ place(s) at the dinner and meeting:

"Financial Investing in Future Dental Technologies"

At: **The Rattlesnake Club**
MAY 3, 2007 Thursday

5:30PM Board Meeting (**all members welcome**)
6:30PM Cocktails
7:00-9:00PM Dinner/Program

Member Name: _____

Phone Number: _____

Guest/Spouse: _____

I have enclosed a check for \$50 per person payable to the **Detroit Dental Clinic Club** (members' checks will be refunded when you arrive). **Please note:THE LODGE FREEWAY IS CLOSED!**

Mail to: Detroit Dental Clinic Club
c/o Dr. Oliver Marcotte
30903A West Ten Mile
Farmington Hills, Mi 48336

***** **FUTURE MEETING** *****

DDCC Summer Planning Meeting
June 21, 2007

All members are invited and encouraged to attend!

SECTION NEWS

WE FOUND OUT WHAT IS HAPPENING TO DENTAL INSURANCE

The practice administration section held its section meeting on Thurs March 29, 2007 at the Birmingham Athletic Club and hosted Kris Nicholoff Assistant Executive Director of the Michigan Dental Association, Carl Stoel DDS, Director of BCBS's Programs Administration and Caroline Ruddell, drafter of legislative and insurance advocacy for the MDA. The topic was "FIND OUT WHAT IS HAPPENING AT THE AUTO TALKS"

Dr Stoel provided an overview of current dental insurance conditions in Southeast Michigan noting that most employers are trimming the cost of benefits provided. Since this is a most competitive marketplace with many potential dental benefit carriers, BCBS is simply following employer requirements when trimming benefit packages in order to retain market share. He did note however that BCBS has recently been able to conjoin a number of dental benefits with medical benefits especially if the dental condition is caused by or can be considered part of a medical condition. He listed a growing number of dental benefits that can now be paid under a patient's BCBS medical plan and are not subject to dental maximums or preconditions.

Kris Nicholoff suggested that currently the only way to improve the dental benefit packages provided by an employee's dental plan is to have employees ask their employers for better benefits. He noted that a significant percentage of our MDA dues go to marketing and public relations that attempt to raise the public's dental awareness and appreciation for quality dental care. He also said that the MDA committees would appreciate input from MDA members regarding current marketing efforts.

There was general agreement among the practice administration members present that the current MDA marketing efforts were "soft" and not as effective as they should be. Current efforts seem to make the point that dentistry is fun and easy and comfortable. A harder approach is needed. One that stresses the consequences of inadequate dental care; pain, tooth loss and especially one that publicizes the recent studies relating poor dental health to xerostomia, heart disease, diabetes, pancreatic cancer and other systemic diseases.

It was decided that the Practice Administration Section should compose a letter to all applicable leaders of the MDA detailing our concerns about the current MDA public relations and marketing campaign and suggesting a new direction in marketing. A direction designed to make the public understand that proper dental health is required to maintain good general health. The dentist is not just an extractor and filler of teeth who improves people's smiles but the dentist is a **PRIMARY CARE PROVIDER** and dental health is a vital and an increasingly important part of overall good health and longevity!

We will keep you informed as to our progress.

Ollie Marcotte DDS, Practice Administration Section Director

Section News

Practice Administration

For information regarding this section and upcoming meeting schedule please contact: Dr. Oliver Marcotte at 248-851-0430.

Direct Restoration

For information regarding this section and upcoming meeting schedule please contact: Dr. Earl Bogrow at 248-827-1900.

Occlusion

For information regarding this section and upcoming meeting schedule please contact: Dr. Keith Kelley at 248-828-3185

Oral and Maxillofacial

For information regarding this section and upcoming meeting schedule please contact: Dr. Tim Schmakel at 248-642-2115. "Oral Surgery Case Review" . Evening meetings will discuss selected interesting surgical cases.

Orthodontics

For information regarding this section and upcoming meeting schedule please contact: Dr. Nawaf Masri at 734-422-2890

Periodontics

For information regarding this section and upcoming meeting schedule please contact: Dr. Samir Zakaria at: 734-542-9904

Crown & Bridge

For information regarding this section and upcoming meeting schedule please contact: Dr. Patrick Smith at 248-644-3414

TMJ and Facial Pain

For information regarding this section and upcoming meeting schedule please contact: Dr. Ghabi Kaspo at 248-649-6661