VERMONT DENTAL TEAM ANNUAL MEETING
Presented by the Vermont State Dental Society & the Vermont Dental Assistants Association

Our meeting will facilitate camaraderie along with offering quality continuing education for dentists, dental hygienists, dental assistants, dental lab technicians, and dental business office personnel.

GENERAL INFORMATION

LOCATION & DATES
Sheraton Burlington Hotel & Conference Center
870 Williston Road, Burlington, Vermont
Thursday & Friday September 19-20, 2013

REGISTRATION FEE
All attendees are required to pay a $25.00 registration fee to attend a Thursday business meeting (VSDS, VDAA and Office meeting) or visit exhibits. This fee covers continental breakfast, meeting materials, name badge, and access to the Exhibit Hall.

PROGRAM FEES
Program fees are listed on the registration form and on-line; these fees apply to CEU designated programs. Fees include program attendance for your designated day. Only registered individuals may attend meeting events.

THURSDAY RECEPTION
Gala Reception
Thursday, September 20th
4:30p.m. – 6:00p.m.
Exhibit Hall

Music • Hors d’Oeuvres • Cash Bar • Prize Drawings.
You must be present to win!
Eligibility requires $25.00 registration fee.
$500 Checks • Hotel Packages • Dinner Certificates

CONFIRMATIONS
Confirmations will be sent electronically if an e-mail is provided. If no e-mail is provided; a letter will be faxed or mailed. All registrants will receive confirmations.

HANDOUTS
In an effort to “Go Green”, handout materials will be sent electronically prior to the meeting to the e-mail provided. If you wish to have them onsite, be sure to print them and bring them with you. Offices using a single e-mail for confirmation should distribute the handouts to their employees attending the program.

RECORDING
No electronic recording devices are permitted.

HOTEL
Contact the Sheraton Burlington Hotel for reservations at 802-865-6600, or 800-677-6576. Identify yourself as an attendee of the Vermont Dental Team Meeting to secure our rate of $175.00. You may also book on-line using our specific link: https://www.starwoodmeeting.com/StarGroupsWeb/res?id=1203149065&key=7CA68. This link identifies our special rate if it is available. Hotel Registration deadline is on or before August 19. Reserve early; space is limited and it is fall foliage season!

Free Parking is available behind the hotel in the conference area.

REGISTRATION INFORMATION
UVM Conference & Event Services
Marsh Hall, 31 Spear Street
Burlington, VT 05405-0344
Phone Donna O’Brien at 802-656-5665
Fax: 802-656-9910
Checks payable to: UVM

LUNCH
A buffet lunch will be served each day. Thursday ticket purchase required in advance. The cost is $25.00.

On Friday, a buffet lunch is included in your fee.

REFUNDS are through UVM Conference & Event Services for cancellations on or before September 6. If cancelled by this date, you will receive a refund less a $40.00 processing fee. Cancellations after this date will be reviewed by VSDS.

REGISTER ONLINE at www.vsdso.org using meeting link or mail/fax to UVM Conference & Event Services. “Go Green” by using online registration and be qualified for a special prize drawing at the Gala Reception. See the new meeting website at www.VTdentalteammeeting.com.

Early Registration is postmarked or registered online by August 14. Early registration is recommended as space may be limited. CHECKS PAYABLE TO: UVM

Late Fees apply for registrations postmarked or booked online as of August 14 until the pre-registration deadline of September 16. Onsite registration will be subject to program availability and must be paid at that time. We encourage pre-registration and the use of online registration.
8:00a.m. – 9:00a.m.  Continental Breakfast – *Emerald Promenade*

8:00a.m. – 1:30p.m.  Registration – *Sheraton Conference Center Foyer*

9:00a.m. – 12:00p.m.  
Meeting #1  The 137th Vermont State Dental Society Annual Business Meeting
Meeting #2  Vermont Dental Assistants Association Annual Business Meeting
Meeting #3  Vermont Dental Business Office Round Table – *Featured Presentation: Insurance Claims*

9:00a.m. – 12:00p.m.  
Program #4  Osteoporosis: Assessment, Prevention and Pharmacotherapy – Lecture
Ann Eshenaur Spolarich, RDH, PhD  *Recommended for Hygienists*  3 CEUs/CDA Category 1
Program Sponsor: Colgate

The purpose of this course is to provide oral health care professionals with current information about the assessment, treatment and management of patients with osteoporosis. Risk factors, lifestyle changes, and pharmacologic agents used for prevention and treatment of osteoporosis will be presented. Current research findings about bisphosphonate use and osteonecrosis of the jaw will be examined. The use of bisphosphonates in medicine will be presented to assist dental professionals with recognizing different patient populations who may present to the oral care environment while taking these medications. Strategies for managing individuals with osteoporosis will be reviewed to help ensure patient safety.

**Program Objectives:**

- Define osteopenia and osteoporosis.
- Identify several risk factors for osteoporosis.
- Discuss lifestyle modifications that can minimize the risk of developing osteoporosis.
- Discuss the mechanism of action of drugs used for the prevention and treatment of osteoporosis.
- Discuss bisphosphonates and its relationship to oral health.

11:00a.m. – 6:00p.m.  
Exhibitor Display Hours – *Please use your free time to visit exhibits.*

12:00p.m. – 1:30p.m.  
Main lunch is served in the Exhibit Hall – *Dessert served among exhibits.*

*Main Lunch and Lunch & Learn fee is $25.00 per person, pre-registration required.*

12:15p.m. – 1:30p.m.  
Lunch & Learn Roundtable Discussion: Fully Utilizing EFDAs In Your Dental Practice.
Speakers: Robert Ruhl, DMD; Maryland Copeland, CDA,EFDA. Moderator: Kathy DeLucco, CDA,EFDA
LIMITED SEATING.  Sponsored by VDAA.  1 CEU. Served in Willisboro.

12:15p.m. – 1:30p.m.  
VSDS Past Presidents’ Luncheon by invitation only– Served in G’s Restaurant

12:15p.m. – 1:30p.m.  
VSDS New Members’ Luncheon by invitation only – Served in Valcour

1:30p.m. – 4:30p.m.  
Program #5  Women and Medications: Health Issues and Related Pharmacotherapies – Lecture
Ann Eshenaur Spolarich, RDH, PhD  *For the Dental Team*  3 CEUs/CDA Category 1
Program Sponsor: Colgate

Current national health objectives have targeted women’s health as a major initiative for research study and applications for clinical practice. Women comprise the significant majority of patients treated in all health settings, including the oral care environment. This course is an introduction to major topics of interest in women’s health and associated medication use. Topics addressed include adolescent health, pregnancy, menopause, thyroid disorders, diabetes and cardiovascular diseases. Depression and anxiety will also be discussed. Commonly prescribed medications used for the management of these conditions will be discussed. Special oral care considerations for the management of women taking these medications will be reviewed, with an emphasis on drug- and disease-induced oral manifestations, drug interactions and risk assessment for the prevention of related medical emergencies in the dental office.

**Program Objectives:**

- Describe how adolescent risk behaviors impact a woman’s health across her lifetime.
- Discuss the shift in the paradigm of hormone replacement therapy, including a discussion of the risks and benefits of taking hormones.
- Describe oral health care management considerations for treating patients taking hormones.
- Describe how to prevent and manage potential medical emergencies associated with diabetes and thyroid disease in the oral health care environment.
- Discuss the interrelationships between diabetes and heart disease.
- Describe the oral side effects and dental drug interactions associated with drugs used to manage cardiovascular disease.
- Discuss the oral care considerations for patients taking antidepressants.
1:30p.m. – 4:30p.m.  Program #6  Dental Website Design and Optimization in 2013: Pearls and Pitfalls – Lecture
David Wank, DMD       For The Dental Team  3 CEUs/CDA Category 2

We as dentists can no longer ignore the influence of the Internet and the fact that our patients spend more and more time online every day. Having an attractive and functional website is therefore critical if your practice is going to compete in today’s Internet-based world. Search Engine Optimization (SEO), is the process by which targeted search terms (“keywords”) are strategically placed within your website in order to improve your web pages’ rankings. The goal is that with more search engine exposure, more people will visit your website, and you will bring in more new patients.

No previous computer knowledge is required. The goal of this talk is to understand WHAT needs to be done in order to supervise the construction of a great dental website, and how to achieve high search engine rankings to make your website that much more effective.

Program Objectives:

- To understand the Website Development Process, and how these stages of development fit in the big picture: from domain names and content, to SEO and social media.
- To learn what features make a dental website attractive and effective, and what common development mistakes are made and should be avoided.
- To be able to define the concept of Search Engine Optimization (SEO), and understand WHY SEO, along with your practice’s website, is a critical part of your Internet presence.
- To leave the talk with 8 “take-home” concepts that you or your web developer can implement immediately to help improve your website’s search engine presence.

1:30p.m. – 4:30p.m.  Program #7  Medical Emergencies In the Dental Office-Medical Emergencies in Life – Lecture
Mel Hawkins, DDS, BScD(AN), FADSA, DADBA    For the Dental Team  3 CEUs/CDA Category 1

As health professionals we must be increasingly aware that we are treating an aging and pharmacologically drug dependent (double meaning) population. How can we be expected to respond/react to a life threatening situation when they “never occur?” ( or do they?). Simplicity! Practical equipment adjuncts, a few good drugs, “red flags” of predisposing medical conditions, vasoconstrictor interactions and local anesthetic overdoses will be assessed. The syncope algorithm is universally applicable to initially treating ANY and ALL emergencies. The team approach is emphasized. Morbidity/mortality case reports, anecdotes including “mistakes I have made” over 39 years in dentistry will cover dental office, family, neighborhood, shopping center and sports experiences.

Program Objectives:

- Appreciate the difference between a true emergency, an urgency, an annoyance and a non-event.
- Comprehend the pharmacology of a very few drugs including oxygen and make an emergency kit.
- Consider the physiological differences between the adult, the child and the senior citizen.
- Be aware of the “How-tos” and “What not-tos” in all emergencies.
- Have an understanding of how to keep things simple!

1:30p.m. – 4:30p.m.  Program #8  Dental Awakenings: Yoga for Dental Professionals – Lecture & Participation
Denise Tousignant, RDH      For the Dental Team  3 CEUs/CDA Category 2

A new Yoga program created to improve physical and emotional challenges inherent to dental professionals. With Dental Awakening, we will introduce you to the fundamentals of Yoga to improve your ergonomic function when caring for your patients and share perspectives to help you become more self-aware and centered. Wouldn’t it be rewarding to introduce an element of comfort to our bodies, clarity to our minds, and renewed compassion toward those we encounter at the practice and in life? Our unique Yoga program tailored specifically for dental professionals can instill these values. Enhance your dental practice and build a healthful mind and body.

Program Objectives:

- Learn the history and philosophy of Yoga and how it works.
- Discover why this ancient and oldest form of self-development works.
- Learn how your thoughts affect your physical body.
- Learn the essentials to create your own practice at home, at work, or your local Yoga studio.
- Learn postures specifically targeting neck, lower back, shoulders, and spine.
- Learn breathing exercises to release energy, meditation to clear the mind, and visualization for positive sensory awareness.
## THURSDAY PROGRAM - SEPTEMBER 19, 2013

<table>
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<tr>
<th>Time</th>
<th>Event</th>
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| 4:30p.m. – 6:00p.m. | Gala Reception - Exhibit Hall  
Enjoy music by JFab Entertainment with Robert Rapatski, a cash bar, hors d'oeuvres, and prize drawings!  
MORE CHANCES TO WIN! Visit exhibit booths for validations and become eligible for two drawings of $500 each, a framed copy of this year's cover photo by Tim Seaver Photography and much more! YOU MUST BE PRESENT TO WIN, PRIZES DRAWN AT 5:15 P.M. |
| 6:00pm – 8:00pm | VSDS Presentation: Legislative Advocacy, Vermont and Federal – A Panel Discussion  
(light food and a cash bar)  
Panel – Michael Graham, Senior Vice President of the ADA for Government Affairs and Public Affairs; David McLean, President of the VSDS; Vaughn Collins, Executive Director of the VSDS; and two members of the Vermont Legislature will be invited.  
Discussion of pending and anticipated issues that will be addressed in the 2014 Vermont legislative session. An overview of the federal issues that are being tracked or promoted by the American Dental Association in Washington, DC. A discussion about the most effective way for Dentists to impact public policy issues at both the state and federal levels. |

## FRIDAY PROGRAM – SEPTEMBER 20, 2013

<table>
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<th>Time</th>
<th>Event</th>
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| 8:00a.m. – 9:00a.m. | Registration Check-in – Sheraton Conference Center Foyer  
Continental Breakfast with Exhibitors - Exhibit Hall |
| 8:00a.m. – 2:00p.m. | Exhibit Display Hours – Please use your free time to visit exhibits. |
| 9:00a.m. – 12:00p.m. | Program #9 Local Anesthesia: 30+ Years of Hits, Misses and Near Misses —  
Technique and Pharmacology – Lecture  
Mel Hawkins, DDS, BScD(AN), FADSA, DADBA  
For the Dental Team  
3 CEUs/CDA Category 1  
Local anesthesia pharmacology IS technique and local anesthetic technique IS pharmacology. The participant will learn to enhance local anesthesia techniques via the clinical application of modern pharmacology and multi-tasking with advanced block approaches and infiltration. This presentation covers product selection, what’s new, what’s coming and much more.  
Program Objectives:  
• Answer the question, “Why do I only receive a “bad batch” in the mandible?”  
• Understand the influence of tissue and product PH.  
• Multitask with a combination of techniques, volume and make educated choices as to which local anesthetics might be used when.  
• Understand vasoconstrictors, their drug interactions, blood pressure and what to use, what not to use and why.  
• Apply 12 tips and tricks learned the hard way over almost 40 years. |
| 9:00a.m. – 12:00p.m. | Program #10 Exploring the Emerging Science – Lecture  
Ann Eshenaur Spolarich, RDH, PhD  
For the Dental Team  
3 CEUs/CDA Category 1  
The proliferation of clinical studies and journal publications has made keeping current with relevant research nearly impossible. This course will discuss challenges with and strategies for adopting an evidence-based practice philosophy. The course will highlight some of the latest findings from research about interventions that can successfully reduce oral and systemic disease. This knowledge is translated into risk reduction strategies that clinicians can apply in their daily practice to improve the health and well-being of their patients.  
Program Objectives:  
• Discuss the challenges that clinicians face when adopting an evidence-based practice philosophy.  
• Identify resources that are available to help clinicians locate scientific evidence that supports best practices.  
• Identify evidence-based resources that can provide clinical decision support at the point of care.  
• Identify several evidence-based strategies that can successfully reduce risks for oral disease. |
FRIDAY PROGRAM – SEPTEMBER 20, 2013

9:00a.m. – 12:00p.m.  Program #11  Health & Fitness: Peak Performance for the Busy Professional – Lecture
Dr. Uche Odiatu, BA, DMD  For the Dental Team  3 CEUs/CDA Category 2

Whether you are a dentist, hygienist, manager, or dental assistant, improving your physical condition will enhance everything you do. Did you know two-thirds of the top Fortune 500 executives exercise at least three times a week? And that the majority of the last six US presidents made time for physical fitness? Being fit empowers you to handle the enormous demands of a grueling practice, tight schedules, and of course stress. Living a healthy fit lifestyle can increase your personal productivity up to 25%. With the latest research on active living, you will uncover powerful reasons to revamp your health and fitness dreams and goals starting TODAY. Learn and master three little-known secrets to immediately increase your level of personal energy...This empowering and inspirational session will have you breaking through to the next level at work, rest and play.

Program Objectives:
• Learn how your health & vitality impacts your productivity.
• Develop fitness habits and increase your reaction time & fine motor skills.
• Understand how regular exercise & good nutrition will improve your mental ability (reports on the latest information and evidence based research)
• Develop a nutrition tool box for yourself & for peak performance chair side.
• TAKE IMMEDIATE ACTION and become the BEST care-provider.

9:00a.m. – 12:00p.m.  Program #12  Dental Practice—Not a Bank – Lecture
Nancy McNutt  For The Front Office  3 CEUs/CDA Category 2

We will discuss what you and your team can do to ensure the practice is collecting for services you provide to your patients. A practice with a plan doesn’t have to experience ‘cash flow issues’. How to say it so they pay it!

Program Objectives:
• Improve verbal skills to address patient financial concerns
• Strong presentation skills for treatment planning & payment options
• Learn how to collect money professionally
• Create a bigger gap between revenue & expenses

1:30p.m. – 4:30p.m.  Program #13  Medical Emergencies In the Dental Office—Medical Emergencies in Life – Lecture
(Repeat Session of Thursday) Mel Hawkins, DDS, BScD(AN), FADSA, DADBA  For The Dental Team  3 CEUs/CDA Category 1

As health professionals we must be increasingly aware that we are treating an aging and pharmacologically drug dependent (double meaning) population. How can we be expected to respond/react to a life threatening situation when they “never occur?” (or do they?). Simplicity! Practical equipment adjuncts, a few good drugs, “red flags” of predisposing medical conditions, vasoconstrictor interactions and local anesthetic overdoses will be assessed. The supenco algorithm is universally applicable to initially treating ANY and ALL emergencies. The team approach is emphasized. Morbidity/mortality case reports, anecdotes including “mistakes I have made” over 39 years in dentistry will cover dental office, family, neighborhood, shopping center and sports experiences.

Program Objectives:
• Appreciate the difference between a true emergency, an urgency, an annoyance and a non-event.
• Comprehend the pharmacology of a very few drugs including oxygen and make an emergency kit.
• Consider the physiological differences between the adult, the child and the senior citizen.
• Be aware of the “How-tos” and “What not-tos” in all emergencies.
• Have an understanding of how to keep things simple!

STAY AND RELAX
Thursday Gala Reception followed by the VSDS Presentation: Legislative Advocacy.
Stay at the hotel and enjoy the relaxing evening.
<table>
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<tr>
<th>Time</th>
<th>Program #14 Commonly Prescribed Medications and Managing the Oral Side Effects of Medication Use – Lecture</th>
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<tr>
<td>1:30p.m. – 4:30p.m.</td>
<td>Ann Eshenaur Spolarich, RDH, PhD  For the Dental Team 3 CEUs/CDA Category 1</td>
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The purpose of this course is to review the 20 most commonly prescribed medications taken by patients treated in the oral health care environment. A comprehensive review of drugs and dental care products used to manage the oral side effects of medications will be presented.

**Program Objectives:**
- Identify and discuss commonly prescribed medications taken by patients treated in the oral health care setting.
- Identify common drug interactions of significance to dental professionals.
- List several new dental drugs and discuss their indications for use in practice.
- Discuss the management of oral side effects caused by medication use.

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<tr>
<th>Time</th>
<th>Program #15 Keep Your Edge at Any Age: Inspire Your Team and Your Patients – Lecture</th>
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<tr>
<td>1:30p.m. – 4:30p.m.</td>
<td>Dr. Uche Odiatu, BA, DMD  For The Dental Team 3 CEUs/CDA Category 2</td>
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Mick Jagger, Rod Stewart, David Bowie, Arnold Schwarzenegger will all turn 65 in the next two years. Why not have their energy levels and vitality? Hey, 25, 35 or 65! Don’t you want to kick off the covers and spring out of bed with incredible spirit? Do you want to be more energetic and ready for a busy clinic day & confident you’ve lots to offer? After this session we’ll have you bouncing out the door ready to take on the world each morning:

**Program Objectives:**
- FORTIFY your body with the TOP Age-Defying FOODS for a powerful clinic day
- Discover the FOUR key strategies you must MASTER to turn back the hands of time
- EMPOWER yourself to enjoy a long rewarding dental career
- Become your patient’s best role model for OPTIMAL HEALTHY living
- LEARN how the oral cavity changes with each decade of life
- CREATE a personal blueprint to stay healthy, active and keep your edge
- UNDERSTAND how the human body ages and the new science of anti-aging
- UNCOVER the code to living without chronic pain and discomfort

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<tr>
<th>Time</th>
<th>Program #16 Overcoming Cancellations and No-Shows – Lecture</th>
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<tr>
<td>1:30p.m. – 4:30p.m.</td>
<td>Nancy McNutt  For The Front Office 3 CEUs/CDA Category 2</td>
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</tbody>
</table>

No shows and last minute cancellations seem to be a common burning issue for dental professionals. Open time or Downtime in the schedule causes significant concerns for many aspects of the practice. Unlock the mystery of why your patients don’t value your time and can be retrained to honor your cancellation policies. It will no longer be “just a cleaning” so you stay in crisis management.

With an appropriately designed program you can simplify the mystery of downtime management and discover key strategies to reduce your stress.

**Program Objectives:**
- How to track no shows and cancellations
- How to motivate patients to respect your time
- How to overcome cancellations on the telephone
- How to reactivate patients who have fallen out of your practice

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<th>Time</th>
<th>Annual Meeting Adjourns</th>
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The VSDS and Annual Meeting Committee make every effort to present high-caliber speakers in their respective areas of expertise. The speakers’ presentations in no way imply endorsement of any product, technique, or service presented during these programs. The VSDS specifically disclaims responsibility for any material presented.

The Vermont State Dental Society is an A.D.A. CERP Recognized Provider - #02395013

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.
Join your colleagues September 19-20, 2013 at the Sheraton Convention Center in beautiful Burlington, VT for our premier Vermont Dental Team Annual Meeting. Build your knowledge with topnotch courses for the entire team. Find the latest products, equipment and services in our Exhibit Hall. Bring your entire oral health care team, including hygienists, dental assistants, business assistants, and lab technicians, to take advantage of the continuing education programs and interaction with the entire dental community all under one roof.

ADA President Dr. Robert Faiella and First District Trustee Dr. Jeff Dow will be attending and addressing the VSDS membership at Thursday's annual business meeting held in the morning. Michael Graham, the Senior Vice President of Government and Public Affairs at the American Dental Association will be addressing the membership also at the morning business meeting. His talk and discussion will be concerning advocacy.

The entire family will enjoy Vermont’s fall season with multitudes of activities for the whole family.

I look forward to seeing all of our members and their oral health care staff joined together at a great venue with the mission to improve the oral health of all Vermonter.

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David C. Averill, DDS
President, Vermont State Dental Society

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On behalf of the Vermont Dental Assistant’s Association, welcome to the 2013 Vermont Dental Team Annual Meeting.

I would like to invite Dental Assistants, members and non-members, to attend our business meeting and to join us in celebrating this year’s “Outstanding Dental Assistant.” If you are not a member of the VDAA, please encourage your dentist to support you in this growth opportunity. The VDAA meeting is a great opportunity for networking with fellow assistants and other dental professionals.

I want to thank the Continuing Education Committee for offering us a variety of courses. Please visit the exhibitors and learn about new dental products and technology. Thursday evening’s Gala Reception is always a great opportunity to meet with exhibitors, friends, and co-workers. You could be the big winner of a cash prize or other fantastic prizes!

Thanks to Beth Ladd and Darryl Smith, we have a website www.Vtdaa.org where you can find information about upcoming events and continuing education classes. I am honored to have had this opportunity to serve with an outstanding VDAA board team, and I have been proud to represent our profession. I’d like to thank Beth Ladd, Kathy DeLuoco and Margaret Buxton for their support and hard work this past year. A very special thank you goes out to Barbara Gorchinski and Dixie Vallie for their dedication and generous time commitment to our association.

I’m looking forward to seeing you at 2013 Team meeting.

Senada Sokocoevic CDA/EFDA
President, Vermont Dental Assistants Association

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Be Sure To Visit Our Exhibitors

EVENT SPONSORS:

Colgate
Program Sponsor of Ann Spolarich
Northeast Delta Dental
Corporate CE Sponsor · Level I
Cincinnati Insurance Companies
Gold Sponsor · Corporate CE Sponsor · Level V
CBA Blue
Gold Sponsor
Client Centered Financial
Bronze Sponsor
Zimmer Dental
Bronze Sponsor
Henry Schein Dental
Lanyards
Patterson Dental
Corporate CE Sponsor · Level IV

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Dental Temps Vermont
Dentsply: Implants
Dentsply: Tulsa Dental Specialties
Dynamic Dental Safety
GC America, Inc
H & O Dental Lab
Hayes Handpiece
Healthcare Professional Funding
Hu-Friedy
Ivoclar Vivadent
Jim Kasper Associates, LLC
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Nobel Biocare
Office of Primary Care · AHEC
People’s United Bank
Phillips Sonicare & Zoom Whitening
Premier Dental
Proctor & Gamble
RGP Inc.
Rose Micro Solutions
Straumann
Surgetel/General Scientific
The Vermont Agency
Vermont Dental Assistant’s Association
Vermont Dentist Recruitment · VSDS
Vermont State Dental Society
VOCO America
Yankee Dental Congress – 1/29/14 – 2/2/14
SCHEDE at a GLANcE • Thursday, September 19, 2013

8:00a.m. - 9:00a.m.  Continental Breakfast — Emerald Promenade
8:00a.m. - 1:30p.m.  Conference Registration Check-in Sheraton Burlington Hotel & Conference Center Foyer

9:00a.m. - 1200p.m.  Meeting #1 Vermont State Dental Society Business Meeting
For VSDS Member Dentists and their invited guests
Meeting #2 Vermont Dental Assistants Assoc. Business Meeting
For VDAA Members
Meeting #3 Vermont Dental Business Office Round Table & Guest Speaker
For Business Office Staff
Program #4 Osteoporosis: Assessment, Prevention, and Pharmacotherapy
Sponsor Colgate
For Dental Hygienists
Ann Spolarich, RDH, PhD
3 CEUs/CDA Category 1

11:00a.m. – 6:00p.m.  Exhibit Display Hours — Please use your free time to visit exhibitors.

12:00p.m. – 1:30p.m.  Main Buffet Lunch is served in the Exhibit Hall (tickets must be pre-purchased).
Dessert served among exhibit displays.
Luncheons by invitation – Past Presidents’ Lunch, VSDS New Members Luncheon, and EFDA Lunch & Learn (pre-registration required)

1:30p.m. – 4:30p.m.  Program #5 Women and Medications: Health Issues & Related Pharmacotherapies
Sponsor Colgate
For the Dental Team
Ann Spolarich, RDH, PhD
3 CEUs/CDA Category 1
Program #6 Dental Website Optimization: Pearls and Pitfalls
For The Dental Team
Dr. David Wank
3 CEUs/CDA Category 2
Program #7 Medical Emergencies
For The Dental Team
Dr. Mel Hawkins
3 CEUs/CDA Category 1
Program #8 Dental Awakenings: Yoga for Dental Professionals
For The Dental Team
Denise Tousignant, RDH
3 CEUs/CDA Category 2

4:30p.m. – 6:00p.m.  Gala Reception in the Exhibit Hall – Prize Drawings at 5:15 p.m. (must be present to win)
MUSIC • CASH BAR • HORS D’OEUVRES • PRIZE DRAWINGS

6:00p.m. – 8:00p.m.  VSDS Presentation: Legislative Advocacy, Vermont and Federal – A Panel Discussion
(light food and a cash bar)
Panel – Michael Graham, Senior Vice President of the ADA for Government Affairs and Public Affairs; David McLean, President of the VSDS; Vaughn Collins, Executive Director of the VSDS; and two members of the Vermont Legislature will be invited.

Discussion of pending and anticipated issues that will be addressed in the 2014 Vermont legislative session. An overview of the federal issues that are being tracked or promoted by the American Dental Association in Washington, DC. A discussion about the most effective way for Dentists to impact public policy issues at both the state and federal levels.

Mark your calendar for next year!
Vermont Dental Team Annual Meeting
September 18-19, 2014
Sheraton Burlington Hotel & Conference Center, Burlington, Vermont
8:00a.m. – 9:00a.m.  Continental Breakfast with Exhibitors — Exhibit Hall
Conference Registration Check-in Sheraton Burlington Hotel & Conference Center Foyer

8:00a.m. – 2:00p.m.  Exhibit Display Hours

12:00p.m. – 1:30p.m.  Lunch Hour - Lunch is included in Friday Program Fee. Dessert served among exhibit displays. Friday registration is for full day 6 CEUs – choose one a.m. and one p.m. program.

9:00a.m. – 12:00p.m.  
Program #9  Local Anesthesia: 30+ Years of Hits, Misses and Near Misses - Technique and Pharmacology
For the Dental Team
Dr. Mel Hawkins
3 CEUs/
CDA Category 1

Program #10  Exploring the Emerging Science
For The Dental Team
Ann Spolarich, RDH, PhD
3 CEUs/CDA Category 1

Program #11  Health & Fitness: Peak Performance for the Busy Professional
For The Dental Team
Dr. Uche Odiatu
3 CEUs/CDA Category 2

Program #12  Dental Practice: Not a Bank
For Front Office and Managers
Nancy McNutt
3 CEUs/
CDA Category 2

1:30p.m. – 4:30p.m.  
Program #13  Medical Emergencies
For The Dental Team
Dr. Mel Hawkins
3 CEUs/
CDA Category 1

Program #14  Commonly Prescribed Medications and Managing the Oral Side Effects
For The Dental Team
Ann Spolarich, RDH, PhD
3 CEUs/CDA Category 1

Program #15  Keep Your Edge at Any Age
For The Dental Team
Dr. Uche Odiatu
3 CEUs/CDA Category 2

Program #16  Overcoming Cancellations and No-Shows
For Front Office and Managers
Nancy McNutt
3 CEUs/CDA Category 2

Special Thanks to the Annual Meeting Planning Committee:

- Jeffrey Berkowitz, DDS
- Vaughn Collins, Exec. Dir. VSDS
- Kathy DeLucco, CDA, EFDA
- Diane Dumas, Admin. VSDS, TDA
- Sue Goodman, TDA
- Lucinda B. McKechnie, RDH, BS
- Brian Shuman, DMD
- Cyndee Trahan, RDH, BA
- Hilary VanBenthuyesen, Admin. VSDS
SHERATON BURLINGTON HOTEL & CONFERENCE CENTER
870 Williston Rd., Burlington, VT 05403

FROM BURLINGTON INT’L AIRPORT:
Turn left out of the airport and continue to the first traffic light. Turn right onto Route 2 and proceed approximately 1.2 miles. The hotel is located on the right.

FROM CANADIAN BORDER:
Take Interstate 89 South to Exit 14W. The hotel is just off the exit.

FROM NEW YORK:
Take Route 7 North to Interstate 189 to Interstate 89 North and then take Exit 14W.

FROM BURLINGTON AND THE FERRY DOCK:
Follow state Highway 2 for approximately 1.5 miles to Williston Rd. The hotel is on the left.

FROM NEW HAMPSHIRE OR MASSACHUSETTS:
Take Interstate 89 North to Exit 14W. The hotel will be just off the exit.
The Vermont Dental Team Annual Meeting • September 19 & 20, 2013

CONFERENCE REGISTRATION

GROUPS & INDIVIDUALS REGISTER ON-LINE AT WWW.VSDS.ORG
OR COMPLETE ONE FORM PER PERSON

REGISTRATION TYPE: Please select one

- DENTIST: DDS DMD
- HYGIENIST:
- ASSISTANT: CDA EFDA TDA
- OFFICE STAFF/GUEST: Manager Staff Lab Tech Guest

First Name __________________________________________ Last Name __________________________

Please print name as you wish it to appear on your name badge

Dental Practice or Organization _______________________________________________________

Complete Mailing Address

City __________________________________ State __________ Zip Code + 4 __________

Home Telephone __________________ Work Telephone__________________ Fax __________

Practice e-mail ___________________________________________ Personal e-mail ______

PLEASE SELECT YOUR CHOICES AND CORRESPONDING REGISTRANT FEE BY CHECKING THE BOXES

Programs:

Thursday, September 19 – 9:00am-12:00pm
- Meeting #1 VSDS Business Meeting – No Charge
- Meeting #2 VDAA Business Meeting – No Charge
- Meeting #3 Business Office Round Table – No charge
- Program #4 Osteoporosis: Assessment, Prevention, and Pharmacotherapy – 3 CEUs

Thursday Lunch Choices
- Attending Thursday Lunch – choose one
- Main Lunch – $15
- Lunch and Learn - Using EFDA in Practice $25
- VSDS Past Presidents’ Lunch (invite only) $30
- VSDS New Members’ Lunch (invite only) $50

Thursday, September 19 – 1:30pm-4:30pm
- #5 Woman & Medications: Health Issues + Related Pharmacotherapies – 3 CEUs
- #6 Dental Website Optimization in 2013 – 3 CEUs
- #7 Medical Emergencies – 3 CEUs
- #8 Dental Awakenings: Yoga for Dental Team-3 CEUs
- 6:00pm-8:00pm Legislative Advocacy, VT and Federal – A Panel Discussion (no charge)

Friday, September 20 – 9:00am-12:00pm
- #9 Local Anesthesia: 30+ Years-Technique + Phar.
- #10 Exploring the Emerging Science
- #11 Health & Fitness: Peak Performance for the Busy Professional
- #12 Dental Practice – Not a Bank

FRIDAY REGISTRATION IS FOR FULL DAY 6 CEUS

LUNCH IS INCLUDED

CHOOSE AN AM AND PM COURSE

Programs:

Friday, September 20 – 1:30pm-4:30pm
- #13 Medical Emergencies in the Dental Office & Life
- #14 Commonly Prescribed Rx and Managing the Oral Side Effects
- #15 Keep Your Edge at Any Age: Inspire Your Team
- #16 Overcoming Cancellations and No-Shows

Fees:

DENTISTS

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<th>Postmarked Online by Aug. 14</th>
<th>Postmarked Online after Aug. 14</th>
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<tr>
<td>VSDS Member – Thursday 3 CEUs $110.00</td>
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<td>VSDS Member – Thursday 6 CEUs $190.00</td>
<td>$210.00</td>
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<tr>
<td>VSDS Member – Friday 6 CEUs $215.00</td>
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<tr>
<td>ADA Members – (2 day rate only) includes Fri. lunch $445.00</td>
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<tr>
<td>Retired ADA Member (2 day rate only) includes Fri. lunch $150.00</td>
<td>$170.00</td>
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<tr>
<td>Non-ADA Members – (2 day rate only) includes Fri. lunch $460.00</td>
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ASSISTANTS (VDAA Members Only)

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<tr>
<td>VDAA Member – Thursday 3 CEUs $95.00</td>
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<td>VDAA Member – Thursday 6 CEUs $130.00</td>
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<tr>
<td>VDAA Member – Friday 6 CEUs $155.00</td>
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Membership will be verified.

HYGIENISTS/ASSISTANTS/ OFFICE STAFF/GUESTS

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<th>Thursday 3 CEUs</th>
<th>Thursday 6 CEUs</th>
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<td>$100.00</td>
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<td>$140.00</td>
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RIBBONS FOR NAME BADGE:
Pleae choose all that apply

- Past President of VSDS
- VSDS Executive Board Member
- ADA Delegate
- VDAA Executive Board Member
- Annual Meeting Committee
- Speaker
- Student

Payment:

Thursday Fee = __________________________
Thursday Lunch = __________________________
Friday Fee = __________________________
ADA/Non-ADA Fee = __________________________
Registration Fee = __________________________ (include with each registrant)
$25.00 ea.

Grand Total = __________________________

Early Deadline: August 14th

CHECKS PAYABLE TO UVM

UVM Conference & Event Service
Marshall Hall, 31 Spear Street
Burlington, VT 05405-0344
Phone: (802) 656-5665
Fax: (802) 656-9910
Registration Contact: Donna O’Brien

Charge to: □ Mastercard □ Visa

Account Number __________________________ Exp. Date (Month/Year) __________________________

Authorized Signature of Cardholder __________________________

Print Name of Cardholder __________________________
Mel Hawkins, DDS, BScD(AN), FADSA, DADBA graduated from the University of Toronto, Faculty of Dentistry with his DDS degree in 1973 and returned for his formal training in Dental Anesthesiology at the same University from 1975-1976. He currently directs the IV Sedation Certification Program in Eastern Canada, is the founding director of the Intravenous Sedation, Continuing Education Program at the University of Alberta, Faculty of Medicine and Dentistry and the founding director of the Intravenous Sedation Program at the University of Toronto, Faculty of Dentistry. He has 30+ years of private practice experience in Toronto, Canada, with special emphasis on pain control and patient management and various local anesthesia requirements for the dental patient. Dr. Hawkins is Board certified as a Diplomate of the American Dental Board of Anesthesiologists and is a Fellow of the American Dental Society of Anesthesiology. He holds honorary Fellowships in the International College of Dentists and the Pierre Fauchard Academy and is a Dental Anesthesia Consultant for the major local anesthetic companies in North America and Europe.

Nancy McNutt has been an active member of the dental community since 1977. Her roles have included Management, Treatment Coordinator, Recare Facilitator, Collections Expert and Marketing Coordinator. Nancy’s main area of expertise is the financials of a practice, assisting practices to make the transition from assignment to fee for service. Using her exceptional communication skills, Nancy empowers dental practices to effectively collect for what they produce. Nancy, who has received her N.C.C.P. Level II coaching certification, has lectured across Canada, in the USA, and the Caribbean.

Dr Uche Odiatu, DMD is a Certified Nutrition & Wellness Consultant, an NSCA certified trainer, a Certified Holistic Lifestyle Coach, the co-author of The Miracle of Health ©2009 and Fit for the LOVE of It! ©2002, & a professional member of the America College of Sports Medicine. He maintains a dental practice in Toronto. He has inspired audiences at the largest dental conferences in the world & for Fortune 500 Companies. He has been the invited guest on over 300 radio and TV shows including ABC 20/20 and Canada AM. From his unique perspectives on the latest research, to humor, personal stories, and gentle activities, Dr Odiatu will engage you and take your professional and personal lives to the next level.

Ann Eshenaur Spolarich, RDH, PhD is an internationally recognized author and speaker on pharmacology and the care of medically complex patients. She has presented over 850 lectures and has over 80 professional publications. She is Clinical Associate Professor and Associate Director of the National Center for Dental Hygiene Research & Practice at the Ostrow School of Dentistry at the University of Southern California, an Adjunct Professor and Course Director of Clinical Medicine and Pharmacology at the Arizona School of Dentistry and Oral Health, and a Clinical Instructor on the Dean’s Faculty at the University of Maryland Dental School. Ann is also an independent educational and research consultant, and practices dental hygiene part-time, specializing in geriatrics.

Denise Tousignant, RDH has been a dental hygienist for over twenty years. She has also worked as a dental assistant and front desk professional. Denise has continuously expanded her education and working knowledge of the dental industry. Denise’s certification as a Yoga instructor comes from the esteemed Kripalu Center for Health and Wellness.

David A. Wank, DMD is a practicing general dentist and an authority on dental website development, search engine optimization, and social media. He earned a B.A. in English Literature from Tufts University, and received his dental degree from Harvard School of Dental Medicine in 2003. He is the president of Short Hills Design, LLC and is a member of the Executive Board of the New Jersey AGD. He is the author of the The Web Design Workbook for Dentists. He maintains an active Internet Marketing blog for dentists at his website: www.shorthillsdesign.com.