



WEST COAST  
DISTRICT DENTAL ASSOCIATION

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AMERICAN & FLORIDA DENTAL ASSOCIATIONS

# CHECKUP

West Coast District Dental Association News • Fall 2022



SERVICE

COMMITMENT

INTEGRITY

EXCELLENCE

IN THIS ISSUE: PRESIDENT'S MESSAGE • DISASTER RELIEF • NETWORKING TIPS • AFFILIATE CALENDAR



# Furthering Great Dentistry in our Community with the WCDDA

MESSAGE FROM OUR PRESIDENT  
Rita Hurst, DMD, PhD

Greetings Members of the West Coast District Dental Association! I hope you all had a wonderful and exciting summer. We were able to end our summer with a bang at the annual West Coast Summer Meeting at The Ritz-Carlton in Naples. A special thank you to the programming committee and the ZuBu team for putting together such an incredible experience. We had a tremendous turnout; and through the generosity of those who donated and our attendees, we were able to raise over \$4,000 from the raffle for the WC Fund. If you have yet to attend a summer meeting, I encourage you to take the time out of your busy schedule and attend. You will not be disappointed.

Over and over, I listen to conversations about workforce issues in all sectors of the economy. There seems to be a lack of interested or serious applicants. Unfortunately, I do not foresee this issue going away soon; but rest assured, the WCDDA is actively working on its own and in conjunction with the FDA to engage dental assisting schools around the state to make the transition from an assisting program into your office easier. Continue to look for new events and programs that will facilitate these interactions.

So, what's next? "Catch Everything that Comes Your Way" The WC program committee is never at rest. They are tirelessly

working to make this year's **WCDDA Annual Meeting** on February 3 at CAMLS another great event. Speakers have been secured to engage both you the dentist, your hygienist, and your staff. This one-day event will positively affect your office in every aspect of practice.

In addition, we hope to see you at the **President's Reception** the night before, February 2, at the Florida Aquarium. Come and discover a wide variety of aquatic and terrestrial animals and enjoy the camaraderie amongst our members. There is no better time than to secure your spot today!!

We have been blessed with so many opportunities available to all of us by being dentists and through our membership in the WCDDA. I encourage each of you to also look to giving back to the community to further dentistry. So, would you like to do something different in 2022/23 and become a more engaged member? There are some amazing opportunities in the upcoming months that one can participate in either with their time or talents.

**The Florida Mission of Mercy** event will be held in West Palm Beach on February 24-25 at the Expo Center at the South Florida Fairgrounds. You might not be able to physically attend, but the FDA Foundation



WCDDA 2022-2023 Officers

can always use a donation, of whatever size, to help make this event possible.

**Dentists' Day on the Hill**, March 28, is also another great event that always needs individuals to attend. The WCDDA even has funding available for first time attendees. Please contact the office for more information. Dentistry will not be what it is today if we do not fight for our profession.

Thank you all for your ongoing support and I look forward to continuing our District's success in the upcoming year. The WC board and its committees are here to support you, and we want to hear from you. I look forward to seeing you all at the Annual Meeting this upcoming February. Best wishes for a successful and productive upcoming year!



## CATCH EVERYTHING THAT COMES YOUR WAY

WCDDA 2023  
Annual Meeting

February 3, 2023  
USF CAMLS • Tampa, FL

President's Reception Feb 2 at the Florida Aquarium

## Registration is open!

Scan the QR code or visit us at [wcdental.org](http://wcdental.org) for more information and to secure your spot at the meeting and President's Reception.



# Lean on each other in times of need: Disaster relief and the FDA

FROM THE EDITOR: Dr. James G. Wilson

As I sit down to write this, the WCDDA counties have been battered by Hurricane Ian and then Hurricane Nicole. I am praying for the health and safety of each of you, your families, and your teams but I am especially concerned about those of you most impacted by the storm. Times like these are when we most need to lean on one another. Your Florida Dental Association is here to help.

The FDA Foundation's Emergency Disaster Grant program is ready to help dentists impacted by Hurricane Ian. These emergency disaster grants are for immediate personal needs such as food, water, clothing, emergency shelter, medications, etc. The FDA foundation provides grants of up to \$1,500 per dentist. To learn more, go to [www.floridadental.org/foundation/programs/](http://www.floridadental.org/foundation/programs/)

disaster-assistance-grants. If you do not have internet access and need assistance completing your application, call the FDA office at (800) 877-9922.

If you must relocate your office due to the hurricane, remember to change your address on file with the Florida Board of Dentistry. The FDA can assist with this. Call the FDA office at the number provided above and they will work with the Board of Dentistry staff to have the address associated with your license updated as soon as possible. If you have relocated and are submitting claims to an insurance plan, call the plan and asked for a supervisor. Explain your situation, specifically that you are using a location that doesn't match your tax identification number, the hurricane, and that you are trying to continue

caring for and treating your patients. The plan should have a process for this but if you get pushback, please contact the FDA Director of Third-Party Payer and Professional Affairs, Casey Stoutamire, at (850) 350-7202 or send a message to the FDA's Facebook page to her attention.

Contact FDA Services if you have your Business Owner's insurance policy through them. They will help walk you through the steps you need to take to file a claim for your damaged property and, in some cases, lost revenue.

All of this and other great information about storm recovery can be found in the FDA Services **2022 Hurricane Guide** at <https://blog.floridadental.org/tag/hurricane-guide>.

## You can help: Donate supplies or make a contribution to the WCDDA Fund

When Hurricane Ian hit, members responded immediately with offers to help. Utilizing member emails, our WCDDA Central Office has been able to publish wish lists of supplies and equipment from members who had tremendous loss to their practice and homes. We will continue to publish these lists, so watch your email for ways you can help your colleagues.

### Grant Money to Support Personal Loss

If your practice was affected and you need help, please reach out to us at [admin@wcddental.org](mailto:admin@wcddental.org). We can point you to grants that are available from the WCDDA and the FDA. The West Coast District Dental Association Fund provides hurricane relief grants of \$500 to render financial assistance to meet dentists' most urgent personal needs immediately following a hurricane.

### Make a Financial Contribution

To donate to the WCDDA Fund, scan the QR code at far right and select Hurricane Relief. Funds will be earmarked for disaster relief and go directly to dentists in the West Coast District. At our Summer Meeting in Naples, our summer raffle generated \$4,485, with all proceeds going to the WCDDA Fund. In addition to disaster relief grants, the WCDDA Fund directs resources for charitable and educational oral health programs for the people of the West Coast District. Since its inception in 2001, the WCDDA Fund grows with support from our amazing members and their families! The Fund has contributed over \$49,000 in scholarships, dental clinic donations, dental hygiene products for "Back to School" events, women's shelters, and grants to various organizations. **Thank you, members for your generosity!**



INFO ON GRANTS  
WCDDA & FDA



DONATE TO THE  
WCDDA FUND



## Welcome New Members

The WCDDA extends a warm welcome to the new members and returning members of the American, Florida and West Coast District Dental Association

- Dr. Jose Abreu Perez, Tampa  
Dr. Juan Acosta, Fort Myers  
Dr. Connor Adams, Bradenton  
Dr. Yetunde Adedeji, Lutz  
Dr. Elizabeth Alabi, Fort Myers  
Dr. Yulia Annenkova, Tampa  
Dr. Sarah Arafat, Tampa  
Dr. Ana Arencibia, Lehigh Acres  
Dr. Jasmine Arneja, Sarasota  
Dr. Leanet Ascunce, Fort Myers  
Dr. Darlenn Ayan, Naples  
Dr. Mehak Baig, Estero  
Dr. Geri Bako, Seminole  
Dr. Vladyslava Barylyak, Wesley Chapel  
Dr. Hunter Bennett, Bonita Springs  
Dr. Natalie Bentivegna, Tampa  
Dr. Andrew Berhold, Orlando  
Dr. Stanley Blair, Fort Myers  
Dr. Eric Boe, Tampa  
Dr. Robert Bonser, St. Petersburg  
Dr. Michelle Booth, Clearwater  
Dr. Jeffrey Bourne, Fort Myers  
Dr. Zachary Brown, Largo  
Dr. Shivani Butala, Brandon  
Dr. Blair Cacciamani, Estero  
Dr. Samuel Cancelliere, Naples  
Dr. Luis Carrero, Valrico  
Dr. Chris Castellano, Riverview  
Dr. Valerie Castro, Riverview  
Dr. Abdulrahman Chahbandar, Tampa  
Dr. Collin Chavous, Ellenton  
Dr. Cesar Chilmaza, Palm Harbor  
Dr. John Chulick, St. Petersburg  
Dr. William Clokey, Seminole  
Dr. Paige Collins, Venice  
Dr. John Contreras, Trinity  
Dr. Sean Coyle, Cape Coral  
Dr. Amelia Crawford, Bradenton  
Dr. Lindsey Crnalic, Riverview  
Dr. Stephanie Cyril, Ellenton  
Dr. Ashley Dale, Lakeland  
Dr. Pavithra Davanapelly, Tampa  
Dr. Victor Daza, Naples  
Dr. Paula De Freitas, Lakewood Ranch  
Dr. Glenda De la Paz Rodriguez, Port Charlotte  
Dr. Dana DeLosa, Lutz  
Dr. Ami Desai, Tampa  
Dr. Taylor Dietl, Palm Harbor  
Dr. Michelle DiMonte, Bradenton  
Dr. Lan Dinh, Lakewood Ranch  
Dr. Mary Dixon, North Venice  
Dr. Amy Dobrozdravic, Tampa  
Dr. Oghenerukevwe Erhenede, Tampa  
Dr. Ashley Eugenio, Tampa  
Dr. Houda Fakhre, Tampa  
Dr. Zuleidy Fernandez, Cape Coral  
Dr. Amanda Forche, Wesley Chapel  
Dr. Kevin Fortier, Tampa  
Dr. Alexandra Fuller, Fort Myers  
Dr. Shannon Gardner, Sarasota  
Dr. George Gerakios, Odessa  
Dr. Mirna Ghobrial, New Port Richey  
Dr. Aashin Gokal, Riverview  
Dr. Jamelyn Goodpaster, Dunedin  
Dr. Craig Groves, Sarasota  
Dr. Reyberto Guzman Elias, North Port  
Dr. Poula Hanna, Palm Harbor  
Dr. Erik Holsen, Venice  
Dr. Thomas Hwang, Wesley Chapel  
Dr. Justin Hynton, Bradenton  
Dr. Adil Ibrahim, Seffner  
Dr. Emily Ingalls, Bradenton  
Dr. Ernest Jercinovic, Naples  
Dr. Timothy Jernberg, Naples  
Dr. Michelle Jordan Gonzalez, Tampa  
Dr. Devika Joshi, Nokomis  
Dr. Arwinder Judge, Naples  
Dr. Kathryn Kaleel, Tampa  
Dr. Jyoti Kansal, Tampa  
Dr. Victor Ke, Tampa  
Dr. Ali Khalil, Odessa  
Dr. Jonathan King, Lakeland  
Dr. McKayla Krauss, Bradenton  
Dr. Gerard Krueger, St. Petersburg  
Dr. Yilian Laborde Chang, New Port Richey  
Dr. Gabriela Larrea, Winter Haven  
Dr. Minh Le, Bradenton  
Dr. Kristen Legiec, Fort Myers  
Dr. Christina Legradi, Bradenton  
Dr. Jackie Lohin, Sarasota  
Dr. William Longabach, Lakeland  
Dr. Armando Lopez Lopez, Naples  
Dr. Anyeley Lopez Lopez, Naples  
Dr. Mariah Low, North Fort Myers  
Dr. Nicholas Lynch, Clearwater  
Dr. Radhika Malhotra, Spring Hill  
Dr. Francisco Marcano Soltero, Sarasota  
Dr. Caleb Martin, Sarasota  
Dr. Mariana Martinez Hernandez, Fort Myers  
Dr. Melissa Matick, Bonita Springs  
Dr. Uma Meenakshinathan, Tampa  
Dr. Nirali Merchant, Winter Haven  
Dr. Zack Miller, St Pete Beach  
Dr. Lillian Mitchell, Bradenton  
Dr. Sophia Mohseni, Naples  
Dr. Will Moore, Palm Harbor  
Dr. Joshua Munch, Tampa  
Dr. Adam Nastars, Tampa  
Dr. Huda Niwash, Tampa  
Dr. Andrew Pakchoian, Wesley Chapel  
Dr. Sajjan Parag, Sarasota  
Dr. Paresh Parikshak, Port Richey  
Dr. Khusbu Patel, Tampa  
Dr. Maitry Patel, Tampa  
Dr. Riddhi Patel, Dover  
Dr. Pooja Patel, Wesley Chapel  
Dr. Viral Patel, Lakeland  
Dr. Akshara Patel, Hernando  
Dr. Rachel Patenaude, Brandon  
Dr. Virginia Perello, Tampa  
Dr. Gabriela Perez, Bradenton  
Dr. Heydi Perez Reyes, Fort Myers  
Dr. Emily Pham, Sebring  
Dr. Bethany Phillips, Largo  
Dr. Sean Pierel, St. Petersburg  
Dr. Christopher Pirrello, New Port Richey  
Dr. Gabriela Portmann, Vero Beach  
Dr. Joe Ramos, Sarasota  
Dr. Tanner Ranieri, Wesley Chapel  
Dr. Riley Reardon, New York  
Dr. Whitney Richards, Fort Myers  
Dr. Elizabeth Rojas, Winter Haven  
Dr. Dominik Rokita, Hudson  
Dr. Mario Romero, Fort Myers  
Dr. Magda Romero Isaac, Sarasota  
Dr. Eddy Romero Matos, Fort Myers  
Dr. Albert Rophie, Bradenton  
Dr. Olivia Rosato, Palm Harbor  
Dr. Kenneth Ross, Lakewood Ranch  
Dr. Lindsay Roth, Naples  
Dr. Gretel Rubio Rios, Valrico  
Dr. Maksym Ruzanov, Bradenton  
Dr. Fernando Saavedra, Naples  
Dr. Maribel Santos Cordero, Sarasota  
Dr. Natalie Schmidt, Sarasota  
Dr. McKenzie Schott, Naples  
Dr. Devan Schultert, Fort Myers  
Dr. Shamsia Shafi, Sarasota  
Dr. Zal Sidhwa, Naples  
Dr. Kathryn Sierra, Land O Lakes  
Dr. Maximiliano Silva, Tampa  
Dr. Jim Singletary, Lithia  
Dr. James Smith, Largo  
Dr. Sarah Smith, Tarpon Springs  
Dr. Shiva Soleimani, St. Petersburg  
Dr. Clayton Spilman, Belleair  
Dr. Elisha Strahler, Pinellas Park  
Dr. Trenton Sweigart, Tampa  
Dr. Leo Tran, Sarasota  
Dr. Andrea Tsatalis, Tampa  
Dr. Anabel Valdivia Del Campo, Naples  
Dr. Mirtha Veloz Hernandez, Tampa  
Dr. Erica Vice, Tampa  
Dr. Julie Vo, Wesley Chapel  
Dr. Tam Vu, Bradenton  
Dr. Brant Wade, New Port Richey  
Dr. Robert Weiss, Tampa  
Dr. Travis Williams, Tampa  
Dr. Hailee Wilson, Tampa  
Dr. Nayda Zakeri, Bradenton



## Awards Presented at our Summer Meeting at The Ritz Carlton, Naples

Thank you to all of the doctors, families, exhibitors and sponsors who attended the Annual Summer meeting in Naples. Congratulations to our WCDDA award winners for their amazing leadership, dedication, and service in the dental profession! There are many photos from the meeting on our Facebook page, so be sure to visit @wcdda and enjoy! While visiting the page, look for the Summer Meeting Video Challenge videos, as they really capture the fun our members and families enjoy each year at the Ritz. Congrats to Dr. John Paul and family, who took 1st place in the 2022 video challenge!



### Our 2022 Award Winners

Pictured clockwise, beginning at the top:

- Dr. Reza Iranmanesh, the Kintsugi Service Award
- Affiliate of the Year, Collier County Dental Association
- Dr. Priscilla Sosa, the Dr. Dan Bertoch Leadership Award

### Nominate Colleagues for the 2023 WCDDA Awards

Please submit names of deserving colleagues to the WCDDA office by December 31, 2022 using the QR code below, or email [admin@wcdental.org](mailto:admin@wcdental.org).

- **Distinguished Service Award:** This award is given to a member for outstanding service toward the dental profession and the West Coast District Dental Association.
- **Dan Bertoch Leadership Award:** This award is given to a young dentist who has proven leadership skills.
- **Affiliate of the Year Award:** This is given to an affiliate that has contributed the most towards improving the WCDDA by increasing membership numbers, having the most volunteers, and supporting the ideas, activities and meetings of the WCDDA.
- **Kintsugi:** This award is given to any member who has shown dedication or commitment towards improving the access to healthcare issue in the community.



More photos on Facebook @wcdda

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A COLLEAGUE  
FOR A WCCCA  
AWARD



  
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*to*  
**SCHOOL**  
FOR YOUR DENTAL TEAM



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\*Non-members pay \$385.

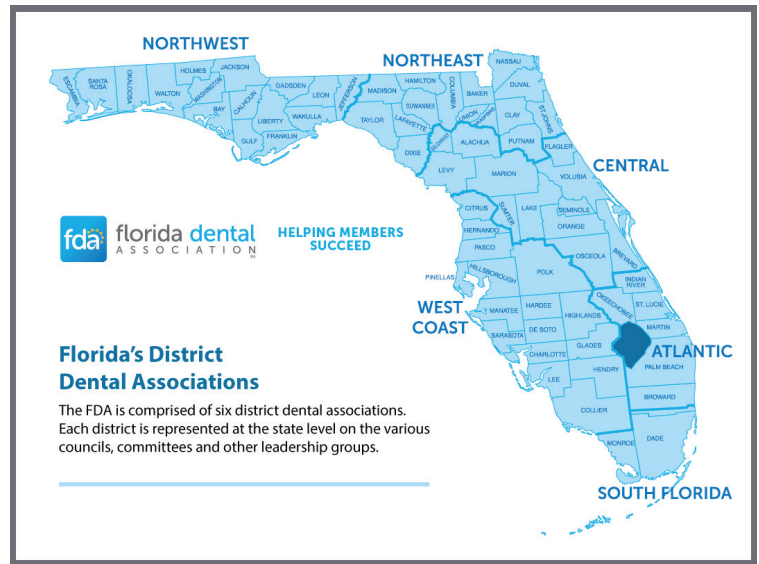
# Get Together with your Affiliate Organization

Throughout the 13 counties in the WCDDA District, there are 12 Affiliates that meet regularly. Each of the Affiliates are considered a component of the West Coast District Dental Association (WCDDA), the Florida Dental Association (FDA) and the American Dental Association (ADA).

In addition to the ADA, FDA and WCDDA, the Affiliates are a great way to meet other dental professionals in your immediate area.

## Benefits of Being Part of Your Affiliate:

- New patient referral source
- Camaraderie and professional interaction among colleagues
- Promotion of high ethical standards
- Membership & CE dinner meetings and opportunity to meet with dental vendors
- Special events and networking opportunities
- Continuing education courses, including biennium requirements
- Up-to-date information on the latest developments affecting dentistry
- Volunteer leadership opportunities



Details on each Affiliate and their upcoming meeting dates appear below and on the next page. There is always something going on ... and many ways to get involved!

## Upcoming Affiliate Meeting Dates and Contact Information

### Charlotte County Dental Society

President: Dr. Stephanie Zastrow  
Contact: 941-625-8500

Upcoming Meetings:

- January 10: Dr. Nicholas Grimaudo, Medical Errors
- February 14
- March 14
- April 11

### Collier County Dental Association

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

President: Dr. Juan Rodriguez  
Contact: 239-596-3636

CCDA Central office: 239-935-8277

Upcoming Meetings:

- January 19
- February 16
- March 16
- April 20
- May 5, Lee/Collier Annual Seminar

### Hernando

[www.hernandocountysmiles.org](http://www.hernandocountysmiles.org)

President: Dr. Fred Grassin  
Contact: 727-841-9800

Upcoming Meetings:

- January 12: Dr. Jeff Scott
- March 9: Casey Stoutamire, The FDA's Peer Review Program
- May 11: Pearls of Practice

### Highlands County Dental Association

President: Dr. George Mousa  
Contact: 863-382-7676

Upcoming Meetings:

- January 10
- February 21
- April 11
- Friday, May 19

### Hillsborough County Dental Association

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

President: Dr. Rebecca Warnken  
Contact: 813-991-9893

Executive Secretary:

Kayla Camarillo, 813-447-3452

Upcoming Meetings:

- January 31
- March 21
- May 2023 Officer Installation & Awards

### Lee County Dental Society

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

President: Dr. Norma Jeanne Appelbaum  
Contact: 239-549-6100

Executive Director:

Cinda Collmer 239-936-9240

Upcoming Meetings:

- December 8: Holiday Social at The Forest Country Club
- January 19: Dr. Mark Murphy, Pro-somnus/Sleep Apnea
- February 16: Dr. Anita Gohel, Pano and CBCT Pathology
- March 16: Patti Ellis, What to Do When Things Go Wrong
- April 20: Dr. Jessica Stille-Mallah, Perio/Alzheimer
- May 5: Lee/Collier Annual Seminar

*More on the next page ...*

## Upcoming Affiliate Meeting Dates and Contact Information

### Manatee Dental Society

www.manateedentalsociety.org  
 President: Dr. Gabrielle Chevance  
 Contact: 941-995-2082  
 MDS Central Office: 941-677-8194

#### Upcoming Meetings:

- January 17: Dr. Glori Enzor, Domestic Violence
- March 21: Dr. Pat Ricalde
- April 18: Dr. Yoon, Bone Grafting
- May: End of Year Celebration & Officer Installation

### Pinellas County Dental Association

www.smilepinellas.com  
 President: Dr. Deborah Lowry  
 Contact: 727-522-9192  
 PCDA Central Office: 727-342-0374

#### Upcoming Meetings:

- December 7: Martin Yost, Retirement and Investment Strategies
- January 11
- March 1
- April 5

### Polk County Dental Association

www.polkcountydental.com  
 President: Dr. Jonathan Scott  
 Contact: 863-709-1941  
 Executive Secretary:  
 Tisha Talbot, 863-236-7610

#### Upcoming Meetings:

- January 17
- February 21

### Sarasota County Dental Association

www.scdonline.com  
 President: Dr. Ruth Rojas  
 Contact: 941-951-7711  
 Executive Secretary:  
 Jacqueline MacDougall, 941-713-0961

#### Upcoming Meetings:

- Jan 12: Dr. Adam Levine, Common Board of Dentistry Complaints
- March 9: Dr. Indraneel Bhattacharyya, Oral Pathology
- April 13

### Upper Pinellas County Dental Association

www.upcda.org  
 President: Dr. Laura Habner  
 Contact: 727-535-0591  
 UPCDA Central Office: 727-449-1232

#### Upcoming Meetings:

- January 18: Dr. Pat Little, A Secret Pay Raise: How Embezzlers Think and Act
- March 8 or 22
- April 19: Dr. Nicole Hernandez, Medical Emergencies

### West Pasco Dental Association

www.thewpda.com  
 President: Dr. Camille Medina  
 Contact: 787-632-2836

#### Upcoming Meetings:

- January 24: Dr. Mauricio Castellanos, Prosth lecture
- March 7: Dr. Raed Kasem, Endo lecture
- April 11: Dr. Neel Bhattacharyya, Oral Pathology lecture
- May 19: End of the Year Party

## Key Dates: WCDDA, FDA & ADA

- WCDDA Delegation Caucus Call ... January 10, 2023
- FDA House of Delegate Meeting, Tampa ... January 21, 2023
- WCDDA Presidential Cocktail Party ... February 2, 2023
- WCDDA Annual Meeting, CAMLS ... February 3, 2023
- FLA MOM, West Palm Beach ... February 24–25, 2023
- FDA Dentists' Day on the Hill ... March 28, 2023
- WCDDA Delegation Caucus Call ... June, 2023 (TBD)
- FDA FDC Gaylord Palms ... June 29–July 1, 2023
- FDA House of Delegates Meeting ... June 30–July 1, 2023
- WCDDA Summer Meeting, Naples... August 4–6, 2023

## WCDDA, FDA & ADA Online

WCDDA	wcdental.org
FDA	floridadental.org
ADA	ada.org

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 at [gao@floridadental.org](mailto:gao@floridadental.org) or 850.224.1089

**florida dental**  
 ASSOCIATION  
 LEGISLATIVE CONTACT DENTISTS

The Legislative Contact Dentist (LCD) program represents a strong political force behind organized dentistry. It is comprised of FDA member dentists who are actively involved in building and strengthening their relationships with state legislators and other policymakers. The LCD program's goal is for dentists to deliver a unified message to the Florida Capitol on the dental profession's behalf.



# Networking with ease: Tips for inspiring meaningful conversation

## Tips from your WCDDA Central Office

We often hear that joining a professional organization is great way to network, but why? The biggest reason is that you have an immediate first-level connection with everyone in the room. Everyone works in the dental industry. The goal of networking, though is to build those second-level connections, and eventually ... level three!

- You are a dentist and I am a periodontist so we have something in common (level one)
- You are a dentist and I am a periodontist and we both have kids that play soccer (level two)
- Let's get our kids together at the pool at the meeting (level three)



When we attend association meetings — a local affiliate meeting, a WCDDA meeting or a state or national meeting — a goal is to spark good, comfortable conversations. Socializing is easy for some people, but is awkward for many. Here are some ways to make conversations easier, putting yourself and others at ease:

First, let's take a look at an outline of a good networking conversation. When you approach someone, open with a question that makes sure the person is available to talk. Examples: "Can I ask you about..." or

"I have a funny story about that, want to hear it?" or "I'd like to introduce you to my colleague – do you have a moment?" Get to the point. Keep stories you share brief, giving the other person time to ask questions. As you are driving to an event, spend some time thinking about topics of conversation – industry news, current events, and stories about kids or pets.

End your story with an invitation for the other person to share, for example "Has that been your experience?"

Look for others in the room to pull into conversations and make introductions using specifics that build connections. Example, "Let me introduce you to Sally; she's really good at ..."


### Some ideas for conversations:

Ask for help or advice: "I wonder if you can give me some advice..." or "I've heard that you're good at ..." When we suggest that someone can help us, we put our own ego at the door. This creates a naturally friendly space for conversation.

Ask for descriptions. The question "How did you ..." can be completed with whatever works in the situation. How did you select where you want to practice? How did you get involved in leadership? How did you two meet? Description-based questions are easy to answer because they simply ask for facts.

Ask someone to share their experience. Example: "Can you tell me more about ..." or "What's your favorite thing about ... ?" Why you believe in X. Why you decided to buy X? Deeper than a description, an experience-based question helps build a deeper connection because you are asking for opinions.

Networking takes some practice but gets easier every time you get out and do it. Meeting up with people in the dental industry is a easy place to get started because as we talked about, a level-one connection is already established. Now ... get out there and start talking!



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# FREEDOM TO SMILE!

2023 DENTISTS' DAY ON THE HILL • TUESDAY, MARCH 28, 2023



CLICK HERE OR SCAN THE CODE TO REGISTER!



For more information, please contact the FDA Governmental Affairs Office at 850.224.1089 or [gao@floridadental.org](mailto:gao@floridadental.org).

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Lic. Real Estate Broker  
DSO Transactions



**J. Kenny Jones**  
Broker-Associate  
Southeast Florida



**Morcie Smith, CFP**  
West Coast



**Michael Connor**  
Central Florida



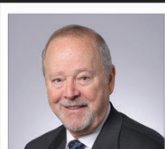
**Ricardo D'Avila**  
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**Dr. Jerry Pyser**  
Statewide  
Representation



**Mary Ann Serkin**  
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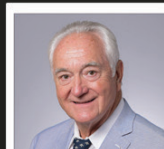
**Dr. Janice Luke**  
Palm Beach County



**Dr. Jack Saxonhouse**  
Palm Beach County



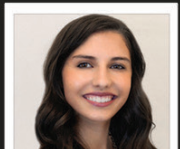
**Dr. Tony Hodge**  
Treasure Coast



**Dr. Carlton Schwartz**  
Northwest, FL



**Dr. Marshall Berger**  
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## The Dan Bertoch Memorial Grant: Available to cover costs for attending 2023 Dentists' Day on the Hill

Are you considering attending the 2023 Dentists' Day on the Hill? Dr. Dan Bertoch devoted much time to advocacy for the dental profession. It is in his spirit that a Memorial Fund in Dan's name was established in 2011 to provide funding for a first-time attendee(s) to Dentists' Day on the Hill in Tallahassee. The grant can be used towards transportation to and from Tallahassee and accommodations at the host hotel.

For questions regarding the WCDDA Fund or the Dan Bertoch Memorial Grant, contact the WCDDA Office at (813) 654-2500 or email: [lissette@wcdental.org](mailto:lissette@wcdental.org). Access the grant application by using this QR code.

SCAN TO APPLY FOR  
DDOH GRANT



## Do you have a passion for organized dentistry?

Are you interested in volunteering on a WCDDA council, committee, or task group? There are many ways to get involved. Areas of interest include: Political, Education, Access to Care, Membership, Auxiliaries, Meetings, Legal, Communication, Dental Students/Dental Residents, Grass Roots Efforts, Peer Review. Use this QR code to complete our questionnaire, or find the form online here: <https://bit.ly/3Mrmy9W>

SCAN TO SHARE  
YOUR INTERESTS



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### In Memoriam

We are deeply saddened by the loss  
of our beloved colleagues.

**Harold Goodis**, DDS of Bradenton, FL  
passed away on Friday, April 29, 2022

**C. Marshall**, DMD of Port Charlotte, FL  
passed away on Tuesday, February 8, 2022

**Allen Williams**, DDS of Venice, FL  
passed away on Saturday, March 26, 2022

**Joe Wright**, DDS, FICDS of Bradenton, FL  
passed away on Sunday, September 18, 2022



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– **Dr. Richard Kantwill**,  
Tampa

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## Good To Know!

### Benefits of being part of the American, Florida and West Coast District Dental Association

#### Fighting for the Profession of Dentistry

Dentistry's state and federal political action committees ensure the association has a place at the table when lawmakers are debating legislation that affects dentistry. The FDA Political Action Committee (FDAPAC) Board of Directors and American Dental Political Action Committee (ADPAC) work hard to identify and support dental friendly candidates. To stay informed, visit [ada.org/advocacy.aspx](http://ada.org/advocacy.aspx) and [floridadental.org](http://floridadental.org).

#### Third-Party Payer Concerns

The FDA has a dedicated staff member to focus resources on third-party payers in Florida and their impact on members. Working closely with the various insurance plans, Medicaid managed-care plans, the Agency for Health Care Administration (AHCA), Department of Health, Board of Dentistry (BOD) and other state and federal agencies, the FDA Director of Third Party Payer and Professional Affairs addresses issues relating to third-party payers.

For additional information, contact Casey Stoutamire, Director of Third Party Payer and Professional Affairs at 800.877.9922 or [cstoutamire@floridadental.org](mailto:cstoutamire@floridadental.org).

#### Peer Review

You often can avoid costly legal fees and malpractice suits by using this free service available only to members. Peer Review doesn't always have to be started by a disgruntled patient. A frustrated dentist who feels that everything has been done to satisfy the patient, with no success, also can recommend Peer Review. This is a service provided by colleagues to other members to help mediate problems, and most of the time avoid costly and emotionally draining litigation or Board of Dentistry complaints.

#### Managed Care Handbook

You Want Me to Sign What? A Florida Dentist's Handbook on Managed Care Contracts is a comprehensive reference including information on reimbursement, risk, negotiating, and rights and duties of both parties. Contact the WCDDA office to obtain your copy, (813) 654-2500.

#### ADA's Center for Professional Success

This interactive web resource offers members relevant and effective solutions you can use every day on managing your career, expanding your knowledge, and balancing your life. Available at <https://www.ada.org/resources/practice>, there are more than 600 topics.

#### FDA Career Center

The FDA created the Career Center to give dentists and dental employers a better way to find each other and make that perfect fit. When it comes to making career connections in the dental profession, the mass-market approach of the mega job boards may not be the best way to find what you need. Member discounts are available. Additional information is available at <https://www.floridadental.org/member-center/fda-career-center>.

**Top 10 Members-Only Online Resources** Marketing Tool-Kit, Legal Resources, Hurricane Readiness, and more! [bit.ly/3O4C3nz](https://bit.ly/3O4C3nz)

#### FDA Radiography Training Program

The FDA Radiography Training Program allows dentists to provide a convenient, affordable way for dental assistants to obtain radiography training required under Florida law without the need for classrooms, travel and time away from work using an innovative nine-part, online training program. The cost is \$285/per assistant for FDA members and \$385/per assistant for non-FDA members. For more information visit <https://bit.ly/3C3sz6s>.

#### Continuing Education

Free Online CE Members receive up to 30 hours of FREE online CE courses at [floridadental.org](http://floridadental.org). Each association hosts annual meetings and monthly meetings that provide high quality continuing education to members and their staff at a significantly reduced rate. WCDDA's Annual Winter and Summer Meetings, WCDDA Affiliate Meetings, Florida Dental Convention (FDC) and the ADA's Annual Session.

#### Other Member Benefits Include:

**ADA" Find a Dentist":** The online tool, [mouthhealthy.org](http://mouthhealthy.org) promotes your practice by allowing you to keep your profile up to date and making it easy for potential patients to locate your practice.

**FDA Services:** Provides a wide range of insurance at affordable rates. Individual/Group Health, Professional Liability, Term Life, Workers Compensation, Disability, Malpractice, Auto and Pension plans are available. Contact Rick D'Angelo at (813) 475-6948 or [rick.dangelo@fdaservices.com](mailto:rick.dangelo@fdaservices.com).

**ADA Credentialing:** Spend more time with patients and less time on cumbersome, redundant paperwork. Think like a dentist and run your office like an entrepreneur with ADA's Credentialing Service. Visit [ada.org/credentialing](http://ada.org/credentialing).

**ADA/FDA/WCDDA Websites:** Information right at your fingertips, visit [ada.org](http://ada.org), [floridadental.org](http://floridadental.org) and [wcdental.org](http://wcdental.org) to access important information on laws, rules, and continuing education and employment opportunities. Visit ADA's New Dentist Blog, [newdentistblog.ada.org](http://newdentistblog.ada.org) and FDA's Beyond the Bite Blog, [floridadental.org/members/fda-blog](http://floridadental.org/members/fda-blog).

**Free Florida and HIPAA Compliance Forms:** Free HIPAA forms are available to all members. Visit <https://www.floridadental.org/member-center/member-resources/legal-resources>

**CE Broker Tracking:** Continuing education attendance records are uploaded into CEbroker.com for each member who attends a meeting at the FDA, WCDDA and affiliate levels.

For more information about membership and how to join, call (800) 260-5277 or visit [wcdental.org](http://wcdental.org) or [floridadental.org](http://floridadental.org).

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# LEAD



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An organization's ability to thrive is largely determined by the quality and effectiveness of its leadership. Great leaders can create tremendous success, but leadership skills don't always come naturally. At the Florida Dental Association we believe that great leaders are developed through learned skills and practices. LEAD, Leaders Emerging Among Dentistry, is an FDA program that provides participants with training to enhance leadership and interpersonal skills as well as a backstage pass to FDA offerings and experiences. LEAD features speakers from around the country with a focus on providing ideas and tools to help member dentists succeed in their leadership pursuits.

[LEARN MORE AND REGISTER AT FLORIDADENTAL.ORG/LEAD](https://FLORIDADENTAL.ORG/LEAD)

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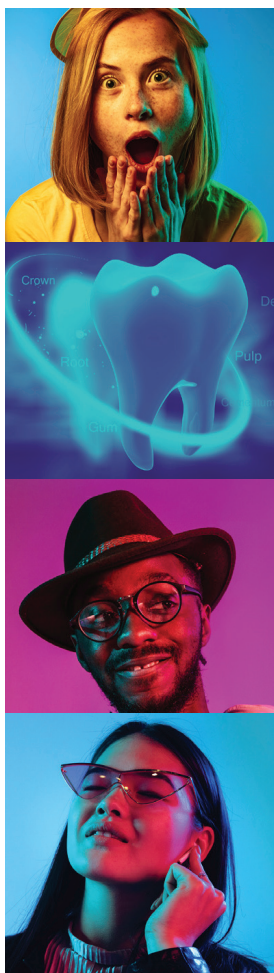
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