

MAGD Course a Huge Success!

205 Registered Attendees

Modern Posterior Aesthetic Restorations

Dr. Todd Snyder

Friday, December 10, 2010
Lansing, Michigan

The program assisted the dentist in materials selection for the posterior dentition based upon material properties, adhesion and occlusion. The lecture incorporated several key concepts; how to eliminate problems with placement of both direct and indirect materials, how to eliminate sensitivity, avoid open contacts, and provide ideal occlusion. The association of TMJ problems with placing permanent restorations in symptomatic patients as well as those patients that have become symptomatic due to placement was also discussed.

Upcoming MAGD Courses

Free Seminar "ACE" Membership Appreciation Day Dr. Howard Faran

"The Virtues of Profitable Dentistry"
Saturday, March 12, 2011

Dr. Craig Zunka, DDS *"Comprehensive Approach to Non-Surgical Treatment and Periodontal Disease Work-Shop"*

Friday and Saturday – June 3-4, 2011

Dr. Karl Koerner, DDS *"Atraumatic Oral Surgery for the General Dentist: Faster, Easier, and More Predictable"*

Friday and Saturday – June 17-18, 2011

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Dr. Fares Elias

My Dear Friends,
Someone asked me a few months after I was elected President of the Academy if I knew what was in store for me and would I do it again. My response was absolutely and undeniably in the affirmative. The Academy had successes on a lot of fronts and I was there to experience all those successes firsthand. It was a great year in 2010 for the AGD, from protecting the rights of general dentists against corporations like Invisalign, advocating for access to care by maintaining the proven existing traditional workforce model at the American Dental Association House of Delegates, our first regional Fellowship Exam preparation course in Baltimore, and so much more. It is the first year in a long time we gained members, albeit it is a small gain but at least the trend of membership loss has been reversed. Our finances are in great shape and our headquarters in Chicago is running smoothly thanks to our dedicated staff and Mr Chuck McFarlane. Our outreach program and our annual meeting in New Orleans was a success and I am looking forward to a great annual meeting in San Diego next year and hope that you will be there to celebrate with me. Each of you contributed to our successes through your AGD membership and each of you strengthened the voice of general dentistry in your constituents and throughout the United States and Canada. I hope that while you review our 2010 achievements, you'll become even more inspired by the activities and efforts that your membership made possible. I look forward to an even more successful year in 2011 and beyond and know you will support your region and the AGD.

Fares M. Elias, DDS, JD, FAGD
President of the Academy of General Dentistry

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Dear AGD Colleagues,

We just completed a wonderful leadership conference in Chicago, Illinois, that extended from November 18-20, 2010. We had eight future and seasoned leaders represent AGD Region IX, Michigan and Wisconsin.

All of the attendees found it to be very informative and felt that they were able to take home many of the leadership gems that they learned to use not only in their positions in the AGD but also in their offices.

Attendees from all constituents and provinces were surveyed after the conference and here are some of their comments:

"I was a first time attendee. Just learning the ropes. Found everyone, AGD Staff and Attendees to be very helpful and personable. It was a positive experience for me."

"The speakers I heard were outstanding and their content. I will be able to apply to our state affiliate and also personally. Thank You!"

"The meeting was very organized and well run. I appreciate the staff's efforts in planning and executing such a beneficial meeting. I enjoyed the social environment of meeting the staff and learning about some of the resources we have available to us."

"Great Staff Knowledge and presentation were excellent and impressive. The breakouts and interaction with staff and their explanation of how their department can help and support was extremely valuable."

"The whole event was very thought out and organized. Every minute utilized. I was very satisfied with all of the venues, food, and especially the speakers. I came away with not only ideas on how to help my local constituent, but how to work better in self improvement, staff relations, and building a better practice."

"This conference was great. The "long" days flew by, just like a busy day at the office. The variety of means of disseminating the information was terrific. Breaking up the days, as you did, made for a much better experience. I would recommend using that format again. The venue was very nice, the food wonderful, and the staff helpful. We ended each day, still learning, but in a much more relaxed manner. I met a lot of new people who made me feel proud and honored to be their colleague. Most important, I left with information which will help me, now, to serve better in my role as a constituent. Thank you."

and much more...

Please make sure that you acknowledge your Michigan and Wisconsin AGD leaders whenever you get a chance. They took time from their families and busy schedules to attend the Leadership Conference in order to serve you better. I personally feel honored and humbled to be among such selfless and giving colleagues in our wonderful profession.

Sam G. Shamoan, DDS, MAGD
Regional Director, AGD Region IX



Dr. Sam Shamoan

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Why Write a Will for Your Business?

By Laurie A. Sall

While estate planning may not be the first issue on a business owner's mind, it is a task essential to any company's long-term survival. And, if the business comprises the largest part of the owner's estate, a family's financial stability may depend on it as well. With this in mind, it is important for a business to have the most basic legal instrument of all estate planning tools – the business will.

Unlike traditional estate plans, which typically focus on tax minimization, business wills cover the issues and problems that might arise when a privately-held company passes from one generation or set of owners to the next. Things to consider when creating a business will include:

- **Future financial options.** You should consider whether the business is to be sold, liquidated or continued. Any potential buyers should be referenced in the will.
- **Instructions to a spouse.** It is important to document everything relating to your corporate and personal assets. This can include, for example, the locations of all safety deposit boxes and investment accounts. Even if your spouse will not actively run the business, it is important that he or she know where to find this information. Your business will should discuss management plans, shareholder agreements, buy-sell agreements and other issues vital to the company's future. By keeping your spouse informed, you will avoid the risk of having disrupting daily business activities.
- **Employee updates.** Once you have taken the necessary steps to ensure the survival of your business, inform your employees of the details. Your employees will feel more confident in the future of your business if they know you have made plans for it.

While a valid will is a good starting point for an estate plan, the will must be reviewed periodically to assure that an owner's most recent intentions are honored upon his or her death. To make sure that an estate plan is up-to-date and effective, these are some questions to consider on an annual basis:

- Does the management-continuity plan identify the owner's successors? If so, are these successors trained and ready to take over when necessary?
- Is the insurance coverage adequate to keep the business going?
- Are financial arrangements up-to-date? For example, are new sources of capital to fund expansion, purchases, new product lines and buy-sell agreements identified?
- Is the business properly valued?
- Does the company have compensation and benefit plans that will attract and keep first rate employees?

Finally, keep in mind that family situations change, laws change, the tax structure goes through a periodic evolution and economic forces run through cycles. These changes create risk, uncertainty and the need for constant attention and occasional revisions to the plan. By setting up first-rate plans and monitoring them, however, business owners can go a long way towards ensuring management continuity – especially during the early days of management succession.



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Life-Changing GrindGuardN Now Available to Dentists

An Innovative Device Reduces Chair Time, Can Be Easily Formed in Office, And is Budget-Friendly

By Joe Pelerin, DDS



Dr. Joe Pelerin

As a practicing dentist in Lake Orion for three decades I've seen the ups and downs of the Michigan economy as I am sure you have as well. But this time, the downturn really impacted both our patients and fellow practitioners in ways we've never seen. Dentists are impacted by fewer patient visits and reduced corporate dental benefits and our patients have ground their teeth at record levels. In fact a recent Chicago Dental Society survey shows that almost 75 per cent of the 250 dentists surveyed say they have noticed marked increase in clenching or grinding which they believe is caused by stress from the economic downturn.

The solution of an expensive mouth guard is just unaffordable in this economic climate for most patients which led me on a path to create an affordable mouth guard. After many months of perfecting the device and applying for the patent and getting FDA approval, we're ready to debut the new GrindGuardN. Based upon patient reviews the device is solving the problem and the cost to the consumer is only \$50.

Since many people have expressed a desire to have their dentist install the device rather than self-fitting at home the GrindGuardN is available to dentists at a bulk rate discount. Based upon my own experience GrindGuardN will reduce chair time significantly. The device can be formed right in the office in minutes at low cost thereby allowing higher profit margins as compared to other devices.

What makes this invention stand apart from all other devices? It's because of its patented Central Power Bar that releases the stimulus for clenching, thereby reducing clenching and grinding activity by 70 percent.

GrindGuardN is far superior for dentists because it comes with a plastic liner that is easily softened and formed by the dentist without using a lab. My device is unique because its Central Power Bar concentrates forces on both the upper and lower midline at the same time, creating a double stimulus for release of clenching and grinding actions. Unlike NTI devices, my appliance offers posterior support in the bicuspid area so there is less chance of trauma to the anterior teeth.

The advantages GrindGuardN has for dentists include:

- The device can be formed to the teeth in the office

within minutes, and can be refitted multiple times.

- Because of the shell construction, GrindGuardN self-adjusts to everyone's bite – eliminating the need to involve a laboratory.
- Less chair time than virtually any other device. Only takes maximum of 15 minutes from the time the patient first sits down in the chair and the time they leave.
- Approved as a prescription by the FDA.
- Less chance of damage to or movement of the anterior teeth and offers some support to the posterior area. GrindGuardN covers eight teeth, compared to some devices which only treat the front four teeth or the full arch horseshoe devices that are difficult for many to wear.
- Money back guarantee if not 100% satisfied.

While I've invented some 10 products I take the greatest pleasure from inventing GrindGuardN because of the terrific, life-changing results that patients experience. I have personally suffered 25 years with clenching and grinding and tried every available device during that time. GrindGuardN is not only effective but comfortable and is the best device I have ever used.

About Dr. Joe Pelerin

A family dentist for 30 years, Dr. Pelerin practices mercury-safe dentistry at Meadowbrook Dental in Auburn Hills. He also is the founder of Advantage Dental, Inc., Lake Orion, to develop products that enhance care and comfort for patients. Dr. Pelerin has invented 11 dental products including GrindGuardN. He is a charter member of the International Association of Mercury Safe Dentists, and member of the Academy of Operative Dentistry, Academy of General Dentistry, and American Dental Association.

Visit the Michigan AGD Website at
www.michiganagd.org

For more detailed information and interest
in getting involved with our MAGD,
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