

The ACP Officers and Board of Directors offers their sincerest condolences to the families, friends, and colleagues from New York who have suffered so much during the past few weeks. Please know that the thoughts and prayers of the American College of Prosthodontists are with each of you in this time of crisis! God Bless America!



Dr. Gordon Christensen Named Honorary Chair of the ACP New Vision Campaign

What started as an idea to reinvigorate the American College of Prosthodontists Education Foundation (ACPEF) has become the largest and most successful fundraising effort in the history of our organization.

During the 2000 Annual Session in Hawaii, newly installed President Tom McGarry proposed a simple challenge to the board of directors: that each pledge a gift to the Foundation towards the goal of raising enough new money to boost the activities of the Education Foundation. This grassroots initiative by Dr. McGarry and other members of the board was so successful that they decided to take it a few steps further.

In May of this year the Board of Directors of the ACPEF, led by Dr. Ned Van Roekel, announced the "New Vision Campaign" which began a massive effort to raise 2 million dollars of support for the 16-year-old organization.

To manage this unprecedented undertaking, a campaign steering committee was been established, led by Honorary Chairman, Gordon J. Christensen, a renowned prosthodontist and teacher. Dr. Christensen is Founder and Director of Practical Clinical Courses, an international continuing education career development program for dental professionals initiated in 1981, and based in Provo, Utah.

Robert A. Ganley, President of Ivoclar Vivadent, Inc. North America and Chief



Operating Officer, Technical Division, of Ivoclar Vivadent, AG Liechtenstein and Dr. Jonathan Ferencz, a private practitioner and Clinical Professor at New York University College of Dentistry will serve as the Co-Chairmen of the campaign. A large team of corporate and specialty leaders are being assembled to support the Campaign as well.

The goal of the New Vision Campaign is to raise new funds that will allow the ACPEF to expand opportunities for advancing the specialty of prosthodontics by:

- Increasing funding for the teaching of prosthodontics.
- Funding public service announcements and targeted advertising about prosthodontics.
- Expanding PR/Marketing materials available at dental/health centers.
- Increasing the amount of student scholarships granted.
- Designating funding to promote career opportunities in the teaching and practicing of prosthodontics.
- Positioning the ACP Education Foundation as the preeminent center for prosthodontics industry data, research, and marketing.
- Partnering with other service organizations to increase charitable giving of time, materials and services for the good of humanity and the promotion of the practice of prosthodontics internationally.

In the early stages of the campaign, the Board of Directors of the ACPEF reached out to corporations and other dental organizations for support and the response has been overwhelming. Following this year's Annual Session in New Orleans, the campaign effort will be expanded throughout the entire dental community, including the membership of the ACP. Check out our website at www.prosthodontics.org for frequent updates and information on how to get involved.

PRESIDENT'S MESSAGE

Throughout this past year, I have talked about the future, the changes necessary to succeed as a specialty and the role of a strong Education Foundation in providing the resources to secure an exciting future for the specialty of Prosthodontics. At last year's Annual Session in Hawaii, I announced the beginning of a new campaign to bring the ACP Education Foundation the financial security and prestige of other major dental foundations. The response of our individual members, other Prosthodontic organizations and our corporate partners has been overwhelming.

At the recently concluded Annual Session in New Orleans, over two million dollars in pledges were announced as the initial pledges in a year long capital campaign—The New Vision Campaign. During this upcoming year, I am asking those members who have not yet made a donation or pledge to join the campaign with a multi-year commitment. In addition, over the next 12 months, your officers and Board members will continue to recruit additional corporate partners so that we can reach our initial goal of \$4 million dollars. These are ambitious goals. This spectacular achievement must become the springboard to launch prosthodontics into the new millennium and to greater heights. As we rightfully celebrate this incredible success, we must start to focus on how the momentum of this achievement must be converted into programs that shape our future.

For years and years no one ever thought that the ACP could raise this level of funding and commitment from so many different sources. This impossible goal was attained by vision, hard work and the willingness to take the risks to make it happen. There are no impossible goals, only unknown solutions. We are only limited by a lack of vision to find the pathway to overcome the challenges of the future. We must face the risks associated with big ideas as opportunities not as potential failures. There is a leadership term called "BHAG" (Big, Hairy, Audacious Goal). The theory of BHAG is to pick a goal of outrageous proportion to unite a group of people to achieve greatness. Our foundation drive proves that prosthodontists, and the ACP, can envision and attain a BHAG.



Dr. Thomas J. McGarry
ACP President

dontists, and the ACP, can envision and attain a BHAG.

However, our successful Foundation BHAG creates a dilemma; it eliminates the excuses that justify failure to even imagine our goals, much less to achieve our goals. No longer can we say to each other, "It's not possible, it can't be done. It's too risky. It's too big of a change. What will people think?", as we start to shape the future.

What at the BHAG's of our future? What are the challenges to achieve greatness?

- Create the best dental foundation.
- Have "every" prosthodontist be a member of the ACP.
- Become the leaders in implant dentistry.
- Become the leaders in esthetic dentistry.

- Increase the number of prosthodontic residents.
- Support our prosthodontic mentors and teachers.
- Public recognition of the specialty.
- Have every ACP member make a minimum \$5,000.00 contribution to the foundation over their career.

What role can you plan in the future of prosthodontics—Section Delegate, Committee Member, Part-time Faculty, Board Member, Officer or Foundation Contributor? The specialty of prosthodontics is a family with many different members. Like a family, sometimes there are arguments, disagreements and even estrangements for periods of time, but in the end the common bond of Prosthodontics must bring us together.

It's a truism that "you can pick your friends, but you can't pick your family." Every prosthodontist needs to belong and participate in the parent organization of the specialty, the ACP. A Big, Hairy, Audacious Goal for each of us is to bring back or recruit every prosthodontist we know who is not a member. Each member can do this; in fact, only individual members who personally know non-member prosthodontists can achieve this BHAG. This takes time, effort and personal commitment. Let's make this happen so that next year in Orlando the ACP will have over 3,000 members!

EXECUTIVE DIRECTOR'S MESSAGE



Mr. Edward J. Cronin

Though I have been serving as your Executive Director for over two years now, it seems as though I am still meeting, every week, someone representing another dental organization, society, or corporation. Every one of these meetings is an amazing opportunity to showcase prosthodontics. In addition to giving them a little history of the specialty, the mission of the College, and

the names of our standing officers, I give them copies of our publications — The *ACP Messenger* and the *Journal of Prosthodontics*.

When I hand them the JP, often people say, "You've got your own journal?" When I hear this, I can tell two things. One, they haven't seen it before, and two, they're impressed. I tell them that ours is "the specialty journal" in prosthetic dentistry, a publication by specialists for specialists. I go to the editorial board page and mention that all our editors are board certified specialists. If they want to know more, I flip to the table of contents and go through the list of sections. And while I don't pretend to understand the specifics of each section, I am able to show them the wide variety of information contained in each issue — clinical, technical, research, private practice and academic.

This visitor's overview of the JP allows me the chance to distinguish the ACP and its' members from other dental organizations and other dentists. It's the perfect transition to other discussions about co-sponsored meetings, advertisements in ACP publications, support of the Annual Session, etc.

The College invests considerable energies into supporting its' own journal. I encourage you to help me capitalize on this great common resource. In addition to submitting articles for publication consideration, you can help by promoting the Journal to friends and colleagues who may want to subscribe to it. Recommend the JP to librarians at institutions with which you are affiliated (your health science library, or the hospital where you work) as a valuable journal to add to their holdings. Tell them what makes the College's Journal unique and special.

Remember, every new reader enhances professional awareness of the specialty. That awareness, in turn, can extend your referral base, expose other healthcare providers to prosthodontics, and widen the sphere of influence of the specialty. Furthermore, because the JP is a College-owned publication, any additional revenue produced by increasing our subscription numbers can be used to offset the cost to members and ultimately yield funds to support other ACP operations. It's a win-win proposition.

LETTER TO THE PRESIDENT

I really appreciated the invitation to attend the Board of Directors meeting in Breckenridge, Colorado. I have never witnessed or participated in any of the College works before and I was impressed with your CEO management skills. I was equally impressed with how hard everyone worked and the personal efforts and sacrifice that's involved to keep the ACP squared away!!!

After that weekend I was extremely proud to be an ACP member and a prosthodontist. I hope that every member of the ACP appreciates what the leadership of the ACP accomplishes on their behalf, and what the leadership accomplishes for the specialty of prosthodontics.

Thank you and the Board of Directors for expanding my experiences and broadening my horizons.

L. West, DDS
Tucson, AZ

EDITOR'S MESSAGE

DAVID A. FELTON

Where Do We Go From Here?

Horrible acts of terrorism...An extensive loss of life...The U.S. on the brink of war against terrorists...Wall Street tumbles, sending us toward a possible recession. Never in my wildest dreams did I think I would be writing my final editorial for the *ACP Messenger* merely weeks after one of the most horrible incidents in U.S. history.

With the enormity of events of the first few weeks of September, reflecting on the accomplishments of the American College of Prosthodontists (ACP) over the past year, as with many other endeavors, seems insignificant in comparison. However, let's take the high road here, and use this opportunity to recap our accomplishments, and pat ourselves on the back for a truly outstanding year!

Our annual session in November 2000 at the Hilton Waikoloa Village in Hawaii was genuinely spectacular—a great meeting in a truly elegant environment. Incoming President of the ACP, Dr. Tom McGarry, gave an enormous kick-off to the ACP Education Foundation by announcing over \$300,000 in pledges to the ACPEF, with promises of more fundraising in the future.

In the first issue of the *Messenger* following the annual session, the editor presented you with the "Just the Facts, Inc" report on graduate resident recruitment, a sobering report that clearly demonstrates our need to make significant modifications in how we recruit "the best and brightest" into our prosthodontics graduate programs.

In January, Dr. Howard Landesman hosted members from numerous prosthodontic organizations in Denver, CO, in a professionally facilitated retreat to develop a strategic plan for the specialty, entitled "Shaping the Future of Prosthodontics". This strategic plan has been distributed to all prosthodontic organizations, and provides us with a clear vision and pathway for directing and enhancing the growth of the specialty.

In February, the ACP co-sponsored a successful Interdisciplinary Care Conference in Dallas, and several ACP members gave exceptional presentations to other specialty organization members. Also in February, the first ACP co-sponsored surgical implant training course was held at the UNC School of Dentistry for 12 ACP Board of Directors and ACP members. The course was funded cooperatively by Straumann USA and ASTRA Tech, Inc. The training was such an enormous success that the College is moving forward to work with these and additional implant companies and universities to continue the program. Additionally, the ACP's Center for Prosthodontic Education, the continuing education "arm" of the College, kicked off its inaugural efforts with six one-hour programs by ACP members during the Chicago Dental Society's Midwinter Meeting in February.

The College also entered into an agreement with CCS, Inc. to develop a capital fundraising campaign for the ACP Education Foundation. Since that time, Mr. Tim Brennan of CCS has helped to begin the "quiet" phase of the campaign to raise \$2,000,000 for the Foundation. Shortly thereafter, multiple contributions were pledged to the ACPEF: \$100,000 from the GNYAP, and \$50,000 from the NGS (thanks to the tremendous efforts of Drs. Gary Goldstein and Jonathan Ferencz.) A huge kick-off campaign was announced at the annual session in New Orleans (see front page story for summary).

Next, Dr. Glenn Wolfinger and Public and Professional Relations Division, work-

ing with ACP Executive Director Ed Cronin and our colleagues at Ivoclar NA, have developed an incredible marketing tool for member use, entitled "Doesn't Your Smile Deserve a Specialist's Care?" This extremely well-designed series of ads will enable members to market their practices locally, and will enable us to market the College in the near future to the lay consumer.

A new definition of the specialty has been developed, and forwarded to the ADA for approval. This definition clearly indicates our intention to use dental implants to provide optimum treatment for patients (this was not included in the old definition).

And finally, ACP President Tom McGarry and Scientific Chair Lyndon Cooper, have developed an outstanding scientific program for the annual session in New Orleans. This has been, by all accounts, an extraordinary year in the history of the College.

"Where do we go from here," you ask? For the 2001-2002 year, I, as incoming ACP President, plan to continue to implement the strategic plan that was developed in Colorado within the College. We will continue aggressively with our capital campaign to reach our goal for the ACPEF from the corporate sector, as well as from members and non-members. We will move forward with direct marketing of the College to the public, such as with our past efforts with the AARP biennial session. Other such marketing plans are currently being developed. We will continue to develop our continuing education efforts for College members, and will focus our efforts on providing surgical implant training for all prosthodontists who are interested in developing this skill set for their practices.

We will continue to work closely with the ADA to remain the premier organization that represents the specialty of prosthodontics. We will begin to aggressively "market" the specialty to pre-doctoral students to greatly improve our recruitment of dentistry's "best and brightest" into our specialty programs nationally. Given that the orthodontic and endodontic national organizations have raised nearly \$10,000,000 each, and are directing funds toward resident stipends and full-time faculty financial support, it's time for the College to become a player in both venues!

And finally, we will continue to move all prosthodontic organizations philosophically in the same direction. A daunting task, you say? Absolutely! However, we have the momentum we need, the drive of an outstanding group of ACP Officers and Board of Directors, and the support of a highly talented central office staff. There is little that can keep us from reaching our goals. If you think the past year has been impressive, as the old saying goes, "you ain't seen nothing yet!"

So where do we go from here? Let's roll up our sleeves and go to work. If you are interested in joining the rapid evolution of the ACP, please let us know. We need highly motivated, talented individuals who have the interest and determination to see these goals to fruition. Please contact the incoming president of the ACP to volunteer your services to the College, and let your voice be heard:

Dr. David A. Felton, ACP President
Telephone: (919) 966-2712
Fax: (919) 966-3821
E-mail: dave_felton@dentistry.unc.edu
or prosrules@aol.com

NGS Pledges \$50,000 to ACP Education Foundation



Dr. Daniel Budasoff
NGS President

The Executive Board of the Northeastern Gnathological Society, at its meeting in June agreed to make a gift of \$50,000 to the ACP Education Foundation. The NGS is the second prosthodontic organization to recognize the importance of contributing to the mission of the Education Foundation: the support of prosthodontic education and research.

NGS President, Dr. Daniel Budasoff, said "I am proud that the NGS has joined the GNYAP in recognizing the critical value of supporting the ACP Education Foundation's drive to promote prosthodontic education.

The NGS has a long history of providing financial support for regional postgraduate prosthodontic education programs and is pleased to be part of a national campaign that has the same focus."

The funds for the gift will come from the NGS Kantor Fund over a period of ten years. The Kantor fund, established in 1993 honors the memory of Dr. Martin E. Kantor, a gifted teacher and clinician. It was established to advance Dr. Kantor's favorite cause: support for postgraduate prosthodontic education.

ACP President, Dr. Thomas McGarry reacted to news of the NGS grant by stating, "The NGS gift to the Foundation represents a wonderful commitment to support prosthodontic education on the part of a second northeast regional prosthodontic organization. This gift, following the pledge of the GNYAP, represents a growing trend of prosthodontic organizations to provide financial support for the ACP Education Foundation. It is truly the highlight of my presidency."

New 'Generations of Smiles' Brochure Now Available

Today, when the desire for a more natural looking smile is greater than ever, your patients will turn to you with their questions and concerns regarding how they can improve their smile. There are several options available to restore, and even improve the natural beauty of a smile and/or teeth, and you will need to be able to explain the treatments in easy-to-understand terms.

The American College of Prosthodontists (ACP) has developed a new brochure in its' current 'Creating Generations of Smiles' patient education brochure series on cosmetic dentistry. The brochure is designed to answer questions in which your patients might have regarding common cosmetic concerns and treatment procedures.

The 'Creating Generations of Smiles' patient education brochures are valuable resources to have in any prosthodontic practice. Use as a referral tool to mail to general dentists or other specialists in your area, or as an informational pamphlet to hand out to prospective patients to explain the benefits and conditions for seeing a prosthodontist to provide viable solutions for protecting teeth, replacing lost teeth and improving smiles.

Currently, the ACP offers four brochures in this series. Topics includes: Overview of a Prosthodontist, Complete and Removable Partial Dentures, Dental Implants and Cosmetic Dentistry. Brochures are available in two different sizes; with each size sold in packs of 100. Members may purchase the brochures for \$50.00 (\$100.00 for non-members). To place an order or request a sample, contact the ACP Central Office at (312) 573-1260, x16.

ABP Update

by Dr. William Culpepper, Past ABP Executive Director

Approximately 14 candidates participated in the upcoming examinations of the American Board of Prosthodontics (ABP) that took place immediately following the ACP Annual Meeting in New Orleans. If this format demonstrates improvement in the number of candidates involved, the Board will consider making the change from the June format a permanent one.

This was my final meeting as Executive Director of the ABP. As of November 2001, Dr. Tom Taylor will assume all the duties of the Executive Director, who previously served as ABP President. All correspondence, requests for applications, etc. should be sent to:

Dr. Thomas D. Taylor, Executive Director
American Board of Prosthodontics
PO Box 271894
West Hartford, CT 06127-1894
Tel: (860) 679-2649
Fax: (860) 679-1370
E-mail: ttaylor@nso.uhc.edu

To replace Dr. Taylor as President will be Dr. David Eggleston. Dr. Eggleston will assume the presidency of the Board on November 6, 2001. All correspondences to Dr. Eggleston should be sent to:

Dr. David Eggleston, President
American Board of Prosthodontics
1441 Avocado Ave, Ste 508
North Beach, CA 92660-7706
Tel: (949) 640-5680
Fax: (949) 673-0169
E-mail: david@eggleston.com

Please remember to send all changes to your address as they occur. This is the only way we can properly locate members.

I would like to take this opportunity to thank all of those individuals who have made my tenure as Executive Director as easy as possible. The individual and collective membership of the Board and the great group of friends that work in the administrative offices of the ACP have made this a memorable experience. I salute you and look forward to many years of continued friendship.

ACP Center for Prosthodontic Education

Serving as the world's resource for educational excellence...

Join us for a one-day program at the Chicago Dental Society Midwinter Meeting:

Thursday - February 21, 2002
McCormick Place
Chicago, Illinois
9:00am - 4:30pm



AMERICAN COLLEGE OF PROSTHODONTISTS

The American College of Prosthodontists
211 E. Chicago Avenue • Suite 1000 • Chicago, IL 60611
Tel: (312) 573-1260 • Fax: (312) 573-1257
E-mail: acp@prosthodontics.org
www.prosthodontics.org

Program Includes:

- **IPS Empress: Ceramic Partial and Complete Coverage – A Ten Year Retrospective** (Dr. Jonathan Ferencz)
- **The State-of-Art Dental Ceramics 2002** (Dr. John Sorensen)
- **Creating a Harmonious Gingival Appearance: The Restorative Connection** (Dr. Robert Winter)
- **A Multi-Disciplinary Approach to the Management of Occlusal Dysfunction and Complex Problems Requiring Prosthodontics** (Dr. Harold Litvak)
- **Partial Edentulism** (Dr. Thomas McGarry)
- **Regeneration or Replacement: Balancing Skill Sets in Contemporary Prosthodontics** (Dr. Lyndon Cooper)

The American College of Prosthodontists (ACP) is the ADA-recognized organization for the specialty of prosthodontics. The mission of the ACP includes advancing the art and science of prosthodontics by promoting prosthodontic education to the dental community in the areas of: crown and bridge prosthetics; esthetic and cosmetic procedures; implant diagnosis, treatment planning and restorations; removable dentures (complete and partial); occlusion; practice management of complex prosthetic presentations; maxillofacial prosthetics; temporomandibular disorders; and sleep disordered breathing.

February 11, 1971 – October 7, 1971

The American College of Prosthodontists: The First Year by Dr. Bob Sproull

The first membership meeting of the American College of Prosthodontists (ACP) finally arrived on February 11, 1971, and was held at the Sheraton Blackstone Hotel in Chicago. It was at this meeting that the slate of officers was voted upon and the Constitution and Bylaws ratified.

There was drama that was unexpected and unwelcomed. The ad hoc Executive Committee was gathered in Ken Rudd's hotel room waiting for Ray Loiselle to come and open the meeting when the telephone rang. Pinky Smith told about his remembrance of that time in a recent letter.

I was nearest the phone, so when it rang I answered. It was Ray, calling from the Cardiac Intensive Care Unit of the Hines Veteran's Hospital. He had had a heart attack and would, of course, not be at the meeting. When I hung up the phone, I told the group what had happened and where Ray was. "Now who will conduct the meeting?" I was told "You answered the phone. You conduct the meeting!" That's how I ended up pro tem chairman for the initial meeting of the College.

According to minutes from the meeting (taken by Ken Rudds) the meeting was called to order by Edwin H. Smith, Jr. at 9:00am February 11, 1971 in the Embassy Room of the Sheraton Blackstone Hotel, Chicago, Illinois.

Mr. Harvey Sarnar, Secretary of the Judicial Council of the ADA, affirmed the legality of the proposed Constitution and Bylaws. Copies of these had been distributed to all Fellows present and Bob Elliott's motion to accept the documents passed unanimously.

Bill Welker's motion to accept the slate of officers as presented by the nominating committee passed.

Louis Block, president of the Federation of Prosthodontic Organizations proposed holding annual scientific meetings in which all prosthodontic organizations would participate. He proposed to hold the first such meeting in Las Vegas, Nevada in October 1972 (To be known as the First International Prosthodontic Congress).

The question of joining the FPO led to a long and lively discussion. A motion to apply for membership passed.

It was also moved and passed to petition the Editorial Council of the *Journal of Prosthetic Dentistry* to make the JPD the official publication of the College.

It was voted to delay acceptance of associates and affiliates at that time.

The next Annual Session was set for Atlantic City, NJ on Thursday, October 7, 1971 during the ADA Scientific Session.

The new officers were installed by the pro tem chairman and the meeting was adjourned at 12:00 noon.

Ken Rudd's minutes are an accurate account of that first meeting. Left unsaid were the contents of the lively and sometimes heated discussions prior to the votes on some issues. It was a satisfying meeting, the culmination of two years of efforts.

Report to the members, Secretary Ken Rudd (June 1, 1971)

At this time there was no newsletter to inform the members of what had happened at the organization meeting and afterward. Ken Rudd assumed this responsibility, and in the June 1, 1971 letter brought the members up-to-date on that first meeting and subsequent activities.

The Atlantic City meeting had to be moved to Cherry Hill, NJ as no meeting sites were available in Atlantic City due to the Annual Session of the ADA being held there.

Application for membership in the FPO has been completed.

Louis Block notified the College on May 19, 1971 that the Editorial Council of the JPD approved the petition to make the journal the official publication of the American College of Prosthodontists.

All College funds to date were from initiation fees. The 1972 fiscal year of the College was to run from December 1, 1971 to November 31, 1972. The first dues statement would be mailed on November 1, 1971 and would be payable by December 1, 1971.

The Internal Revenue Service had approved the ACP as a tax-exempt non-profit organization.

Guests would be welcome at the Cherry Hill meeting and their names needed to be submitted to the Secretary by July 7, 1971.

Fellows desirous of becoming Life Fellows had to apply in writing before the October 7 Annual Session. Those eligible who did not want to become Life Fellows could retain active membership.

A proposed Bylaws change would require an application fee of \$25 from those applying for membership, in addition to the \$100 initiation fee. The \$25 would be non-refundable.

Ray Loiselle, in the meantime, had recovered from his heart attack and was busy with College affairs. Ten committees were activated by Ray after the organizational meeting. The pioneer committee chairmen appointed by Ray and their committees are listed below:

Committee	Chair
1. Constitution and Bylaws	Anthony N. DeBello
2. Membership	James E. House
3. Education and Advancement	Robert C. Sproull
4. Dental Laboratory Relations	James T. Jackson
5. Public and Professional Relations	Bruce E. Stansbury
6. Publications and Liaison	Edwin H. Smith, Jr.
7. Annual Session – 1971	Robert B. Peters
8. Annual Session – 1972	Keith Marcroft
9. Necrology	Walter J. Demar
10. Nominating Committee	Edwin H. Smith, Jr.

The Executive Council Meeting at Wright Patterson on March 13 was the first one after the College's organizational meeting and the adoption of the Constitution and Bylaws.

Article IV of the Constitution stated that "the Executive Council shall be elected according to the Bylaws and shall consist of the president, president-elect, vice president, secretary, treasurer, three delegates-at-large and two immediate past presidents. The business of the College shall be conducted by the Executive Council with the approval of the membership." Article III, Section I through 8 of the Bylaws spelled out the functioning of the Council.

At this meeting, Ray read a list of appointed committee chairmen and suggested that each write its own charge, to be reviewed and approved by the Executive Council.

It was moved and passed that application for membership forms be printed; color-coded name tags would be used to distinguish Fellows and Associates; Harvey Sarnar be paid a \$200 retainer fee for legal services; wording for membership certificates be approved; guests at Cherry Hill Inn meeting would be welcome and would be charged \$40; honorarium and per diem for speakers be set; letter of application for membership in the FPO be sent; a letter be sent to the JPD requesting the Journal be the official organ of the College; and other items (a total of 40) be acted upon.

John Giordona was appointed Local Arrangement Committee Chairman for Cherry Hill and Robert Peters was appointed Program Committee Chairman.

Louis Boucher, president-elect, appointed Keith Marcroft Annual Session Committee Chairman for the October 25, 1972 meeting in Las Vegas, NV.

The second meeting of the Executive Council was held at the Cherry Hill Inn on October 6, 1971, the day before the Annual Session. Committee reports were read and approved. It was voted unanimously to support with speakers The Prosthodontic Congress suggested by the FPO, to be held in Las Vegas in 1972.

Stephen Bartlett and Ken Rudd were appointed to attend an FPO workshop on Sunday, October 10, 1971 in Atlantic City, NJ.

The next scientific meeting (as it was called at that time) was scheduled for Wednesday, October 25, 1972 in Las Vegas.

The 2nd Annual Meeting of the College was a one-day program held at the Cherry Hill Inn Motel on October 7. The meeting began at 9:30am and was adjourned at 4:30pm. Four speakers were scheduled (Frank Celenza, William Best, Harold Westlake, and John Anderson). The business meeting was completed between 11:30am and 12:30pm.

The growth of the College from that early meeting until today is emphasized by the Spartan beginning. We've gone from a short one-day meeting at a small motel with a total of four speakers to the multiple day schedules with multiple choices of a wide variety of speakers, special sessions for special interests, a house of delegates, and multiple social functions and an Executive Director in Chicago. Quite a change!!

SUMMARY OF FIRST YEAR

Officers

President:	Raymond J. Loiselle
President-Elect:	Louis J. Boucher
Vice President:	Alex Koper
Secretary:	Kenneth D. Rudd
Treasurer:	Stephen O. Bartlett
Delegates-at-Large:	Ira Klein (1 year), Phillip M. Jones (2 years), John J. Sharry (3 years)

Associate Editor

Designate: Edwin H. Smith, Jr.

Committee

Committee	Chair
Constitution and Bylaws	Anthony N. DeBello
Membership	James E. House
Education and Advancement	Robert C. Sproull
Dental Laboratory Relations	James T. Jackson
Public and Professional Relations	Bruce E. Stansbury
Publications and Liaison	Edwin H. Smith, Jr.
Annual Session – 1971	Robert B. Peters
Annual Session – 1972	Keith Marcroft
Necrology	Walter j. Demar
Nominating Committee	Edwin H. Smith, Jr.

Organization Meeting: February 11, 1971
(Sheraton Blackstone Hotel – Chicago, IL)

Executive Council Meetings: March 13, 1971 (Wright Patterson Air Force Base – Dayton, OH)
October 6, 1971 (Cherry Hill Inn – Cherry Hill, NJ)

Annual Session: October 7, 1971 (Cherry Hill Inn – Cherry Hill, NJ)

Speakers: Frank Celenza, William Best, Harold Westlake, John Anderson.



Dr. Ray Loiselle

At the Cherry Hill Business Meeting the committees made their reports and Bylaws changes were approved. The discussion on Associate Member Status (privilege to vote) resulted in a decision to make no changes at the present.

The new officers elected by the members were inducted. The slate for the coming year was:

<i>President</i>	Louis Boucher
<i>President-Elect</i>	Alex Koper
<i>Vice President</i>	Keith Marcroft
<i>Secretary</i>	Ken Rudd
<i>Treasurer</i>	Steve Bartlett
<i>Executive Committee</i>	Phil Jones (One Year)
	John Sharry (Two Years)
	Robert Kaplan (Three Years)

The next meeting was set for Wednesday, October 25, 1972 at the Las Vegas Hilton in Las Vegas, NV. The First International Prosthodontic Congress, sponsored by the FPO and hosted by the American Prosthodontic Society, was scheduled to begin on October 26 and to last until October 28, 1972. The College was to sponsor three speakers at the Congress. These speakers were: Carl O. Boucher, Vincent R. Tropozzano and Niles F. Guichet.

Dr. Mazheri moved that the College petition the ADA to have the College sponsor The American Board of Prosthodontics. The motion passed but was postponed indefinitely. (The first of many extended discussions at business meetings and elsewhere on sponsorships.)

The entire business meeting lasted for 29 minutes.

The article entitled "The American College of Prosthodontists: The Early Years" that was published in the last issue (volume 32, issue 3) of the *ACP Messenger* was researched and written by Dr. Bob Spruoll. The ACP would like to acknowledge and thank Dr. Spruoll for all the time and effort he put into researching the history of the College, and providing the important documentation for future generation of members to enjoy.

IN MEMORIAM

Dr. Edwin (Pinky) Smith, Jr.

Written by Kenneth D. Rudd, DDS

Dr. Edwin H. Smith, Jr., or 'Pinky' as his friends and acquaintances called him, was an outstanding prosthodontist and career dental officer in the United States Army. He rose through the ranks to become a Major General and the chief of the Army Dental Corps. Pinky was highly respected by his peers and because of his stature and manner, he was somewhat awed by some people until they got to know him.

He received his prosthodontic training by rehabilitating soldiers who were injured in combat during World War II and earned a Master's degree in prosthodontics at Northwestern University in 1947. When the American Board of Prosthodontics was established in the late 1940's, he took the examination and became board certified.

Pinky retired from the Army in 1976 and took a position at the Medical College of Virginia as an assistant professor of prosthodontics where he earned the admiration and respect of many of the dental students who elected him as their choice for recognition as the top professor in the school for three consecutive years.

Pinky Smith was one of the nine founders of the College and a charter member. He was instrumental in selecting the name 'The American College of Prosthodontists' and in establishing the original Constitution and Bylaws. As an officer, he started as associate editor and worked his way through the chairs and served as president of the College in 1974-75. His advice and administrative abilities were greatly appreciated. He was a devoted Active Fellow of the College and later was elected to life membership.

Dr. (General) Edwin H. Smith, Jr. was a person of great accomplishments and one who automatically gained the respect of those who knew and loved him. Yet he would be the first to say that he could not have done it without his beloved wife's, Marian, love and help throughout the 59 years of their marriage.

A Risk-Free Approach to Treatment Planning for Prosthodontists

It happens to every prosthodontist. A patient comes to an appointment and tells you that their missing tooth has caused a drop in self-esteem. They're afraid to smile. They even avoid social encounters or meeting new people. An implant would solve the problem, but they can't afford it and leaves the office feeling even worse than when they came in.

ACP Chooses Patient Financial Services

Now you can offer a solution. The ACP has selected PFS Patient Financial Services as the preferred source for patient financing for ACP members. PFS, a national leader in providing health care financing, is based in South Plainfield, New Jersey and lends to patients in all 50 states.

John Brown, founder and president of PFS, has more than 20 years of experience in the credit industry and is a former attorney for Chase Manhattan Bank, Paine Weber and Shearson Lehman Hutton. Brown started the company in 1997 as a result of what he saw happening to people who couldn't afford necessary treatment.

"My father was diagnosed with metastatic prostate cancer. As we went to major institutions looking at treatment options, I talked with patients in waiting rooms. What I heard were people worrying about paying for chemotherapy. One lady said, 'I guess we'll sell our tractor trailer' and this was the family's sole source of income. At a personal level, I think healthcare shouldn't depend on one's pocketbook," he said. From these chats in hospital waiting rooms the idea for PFS was born. The company provides financing for elective and fundamental health care treatment.

Brown believes that it is extremely important that people have the ability to restore, replace and protect teeth in order to maintain their dental health and self-esteem. The financing PFS provides can be used by patients for dentures, bridges, laminates, implant restorations or any other work that a prosthodontist performs.

The PFS program can help prosthodontists sell more treatment plans and more expensive treatment plans because what once was a financial impossibility becomes affordable for the patient with financing. The PFS program helps prosthodontists improve cash flow because more treatments can be sold and payment is made at the

beginning of treatment. Most importantly, patients don't have to compromise on treatment because a payment solution is available.

PFS Pays Prosthodontists When Treatment Begins

There is no cost to the patient for applying and no fee to the provider until the loan closes. PFS usually receives 5 percent of the treatment cost but because of special arrangements with the ACP, the fee is 4 percent (a 20% discount) for ACP members. For example, on a \$10K loan, a prosthodontist would receive \$9,600 at the outset of treatment from PFS, not at the conclusion of treatment. Payments are made electronically or by check. The PFS program takes the risk of carrying the patient's obligation. Prosthodontists can elimi-

nate pay-as-you-go plans and the PFS program means no more extending payment beyond the treatment period. "We pay the prosthodontists directly. We are a third party payer. We don't dictate what they can charge. It's simple. There are no filing claims and no extensive paperwork. It's the way health care ought to work," said Brown.

PFS Approves Applications Quickly

The interest rates PFS charges patients are risk-based relative to the applicant's creditworthiness. Patients can apply quickly and easily from a member's office or anywhere: online at www.p-f-s.com, by calling toll-free at (888) 737-3679, or by faxing an application to (800) 995-2013. From the time the application is completed at PFS, a loan decision generally takes about 20 seconds.

ACP Represents Prosthodontics at ADA Meeting

The American College of Prosthodontists (ACP) recently represented the specialty at a meeting of the American Dental Association's (ADA) Council on Dental Benefits Programs. The College represented by Dr. David Pfeifer, Director, Prosthodontic Practice and Patient Services Division and Dr. Barry Shipman, Chairman, Insurance, Managed Care and Diagnostic Codes subcommittee along with representatives from 7 other specialty societies met with the Council's Sub-Committee on Code at the ADA building on August 3, 2001.

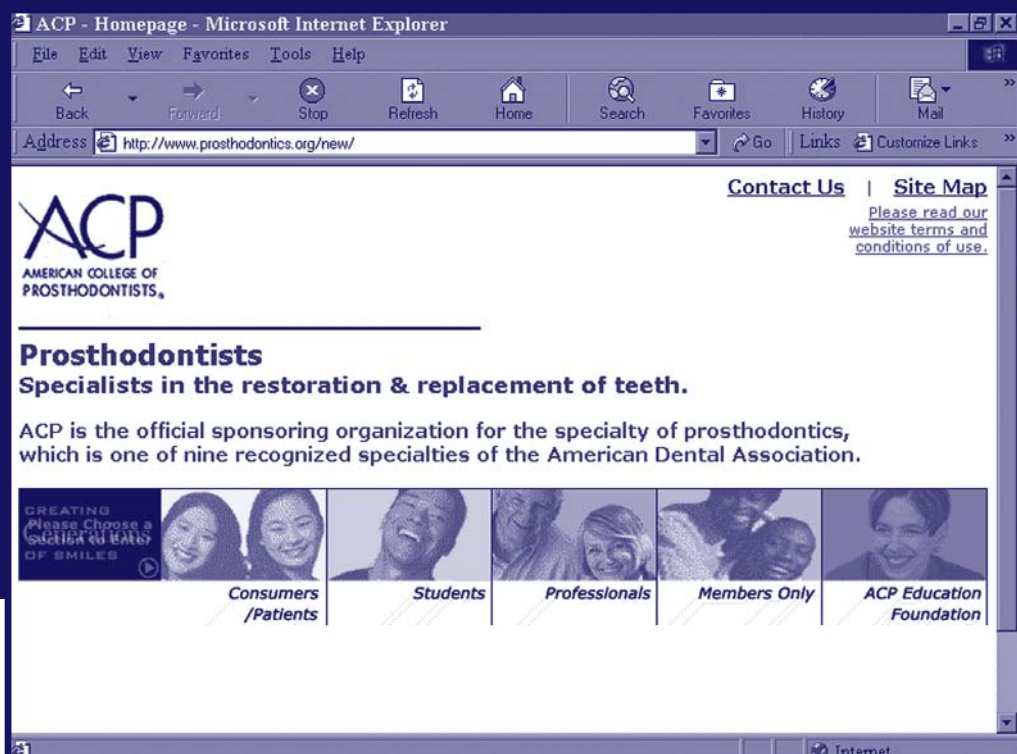
The meeting was requested by the ADA to utilize the specialty organizations to review and comment on new CDT 3 code requests. The ADA initiated with this meeting a new format for code evaluation and development. Each specialty organization reviewed the new codes pertinent to their clinical specialties and all specialties were able to comment on all or any codes. Recommendations were presented by the specialty organizations to the committee and open discussions were used to either modify or clarify the new codes.

Several codes request in the area of implant services, removable prosthodontics and fixed prosthodontics were discussed by the council and commented on by the prosthodontic participants. As part of the College's response to the ADA were comments regarding the use of diagnostic codification and classification as supporting documentation for all procedural coding issues. Analogies to medicine and the use of ICD-9 linked to CPT codes could be seen as a reliable standard for the ADA to follow.

In his article in the *Journal of Prosthodontics*, Vol. 8 #1, 1999, ACP President Dr. Thomas J. McGarry et al. described a classification system for complete edentulism based on diagnostic findings. The incorporation of this type of diagnostic classifications used with appropriate procedural coding (CDT-3) can improve communications with insurance carriers and offer better and improved services to our patients.

Historically, there have been 12 CPT medical codes available to prosthodontists who treat maxillofacial prosthetic patients. These codes were developed by the AMA's Coding and Classification Committee in a similar format to the ADA with input from a variety of medical and dental specialties. These codes represent treatment descriptions of patient services and correspond in a similar manner to ADA's CPT codes used by dentistry to designate services in dental offices. Both CPT and CDT codes are universally used for billing insurance carriers. To date the ADA has not linked procedural codes (CDT-3) with diagnostic codes. The future of this area of procedural and diagnostic codes is still under discussion by the ADA and their specialty organization representatives.

New Online Presence For The ACP



Whether you are a prosthodontist, general dentist or other professional whose work centers around the dental profession, the American College of Prosthodontists (ACP) can provide you with valuable information that will prove beneficial to your work. The ACP has substantially upgraded its' web site, www.prosthodontics.org, in an effort to expand the public's awareness of the specialty, and to demonstrate the value that prosthodontists provides to the patient, potential students and general dentistry.

The ACP has developed a number of tangible and intangible benefits

for the dental professional and has made access to them as simple as a 'click of a button'. It's the goal of the ACP to be the global resource for all aspects of the specialty of prosthodontics. We encourage you to use this web site to be your #1 source for prosthodontics-related information anytime you need it.

From unparalleled access to industry leaders...to exclusive programs and services...to advocacy on part of the specialty, the ACP is committed to bringing you the resources you can use for both career success and professional development. Our intent is to create a world-class site that promotes prosthodontics, provides patients with relevant information, encourages dental students to enter the specialty and gives general dentists a learning experience that includes the benefits of working with a prosthodontist.

The web site includes several new features including a consumer/patient section, which is designed to help patients better understand the various prosthodontic treatment options available with easy-to-understand descriptions and before and after photos. Also available is an online directory to search for prosthodontists in a specific geographic area.

A new students section has also been created that is devoted exclusively to the recruitment of prospective students, which includes information on graduate prosthodontic programs and scholarships and fellowships information.

This web site is a work-in-progress. It is our hope that you will visit it regularly and often, so that you can take advantage of the new information that is being added. Comments or suggestions for the web site can be directed to Lisa DeVries, Communications Manager at (312) 573-1260, x16 or lopoka@prosthodontics.org.

MEMBERS IN THE NEWS



The Virginia Section of the ACP conducted its' annual meeting in June. The speakers were a faculty member and two postdoctoral prosthodontic students from VCU School of Dentistry. Picture from left to right are Drs. Donald G. Crabtree, Section President; David R. Burns, Director of the Postdoctoral Prosthodontic Program; Saleh Al-Rowaieh, student speaker; Clarence Cormier, faculty speaker; Karmen Ibrahim, student speaker and John E. Ward, Section Secretary-Treasurer.



The Massachusetts Section of the ACP hosted "The Steven R. Gordon Memorial Essay Contest". This annual contest is open to all postgraduate prosthodontic residents in Boston and Connecticut. It is one of the Section's highlight activities and was very well attended. Pictured (left to right) are: Drs. Irays Santamaria, second place winner; Barry Bessler, first place winner; Myra Brennan, third place winner; Nuria Otero; Rachel Squire; and Executive Council members Celeste V. Kong and Alan Sulikowski.

CALL FOR PAPERS

The National Association of Dental Laboratories (NADL) is requesting that ACP members and student members consider the *Journal of Dental Technology* for submissions of articles/papers for publication as related to dental technology, and all areas of prosthodontics.

The publication would provide an outlet for members that they may not have sought before for their papers. The Journal encourages submissions of relevant papers that has been previously published in other journals, and also the publication wait is considerably less than the *Journal of Prosthodontics* or other journals.

This would serve the College and members well to increase professional communications, and demonstrate the ACP's support for the dental laboratory technology community.

Submissions should be sent to:

The Journal of Dental Technology
Greg Bachman, Editor
National Association of Dental Laboratories
1530 Metropolitan Blvd.
Tallahassee, FL 32308
E-mail: nadl@nadl.org
Fax: (850) 222-0053

This kind of contribution by our members will demonstrate the ACP's commitment to the dental technologists. (At the printing of this newsletter, a proposal was submitted to the House of Delegates at the November 2001 meeting in New Orleans for a bylaws revision to include a new alliance for certified dental technicians within the College).

For more information, contact the Journal at (800) 950-1150.

2002 Membership Dues Reminder

It's that time again. And this is the perfect opportunity to submit your 2002 dues payment! With everything you have going on in your profession, the ACP would like to make it as easy as possible to keep your membership current and up-to-date for another year.

Now you can renew your membership online, when it is convenient for you. Visit the Member's Only section of our website at www.prosthodontics.org and pay your dues and/or update your address even after business hours. (Note: if you do not know your membership ID, contact the central office). Billing statements will be mailed soon, but paperwork can pile up. Why bother with it? The 'online office' is open now, so there is no need to wait!

As a friendly reminder, dues are payable in January 2002, and a late fee will be assessed if payments are not received by March 1, 2002.

Questions?? Call the ACP central office at (312) 573-1260, x14.

ADA Holds 142nd Annual Meeting in Kansas City

by Richard Jones, ACP Treasurer

The American College of Prosthodontists (ACP) is the official representative of the specialty and discipline of prosthodontics. This responsibility was demonstrated by the ACP officers at the 142nd Annual Session of the American Dental Association (ADA) on October 12-16, 2001 in Kansas City. This was the ACP's fifth opportunity to demonstrate such an active presence at the ADA meeting.

The delegation was led by incoming President David Felton. The ACP was also represented by Executive Director Ed Cronin, Secretary Kenneth Malament and Treasurer Dick Jones. President Tom McGarry was in Australia at the time to represent the ACP at the meeting of the International College of Prosthodontists.

Walter Cronkite was a timely selection for the opening address. There were sobering overtones to start the meeting as we reflected on the events of the previous five weeks. Thoughts of terrorism, war and losses faced by the New York and Washington members caused a reevaluation of our priorities.

The meeting offered a tremendous "bang for the buck" tactic for our intraprofessional relations. The officers, assisted by the Executive Director, attended both sessions of the House of Delegates. All resolutions were studied in advance so that appropriate responses could be prepared. The ACP was also represented at all reference committees.

The ACP presented testimony on more than 12 resolutions. These issues included denturism, definition of a dental laboratory technician, the concept that all specialty program directors be board certified and the specialty recognition process.

The ACP delegation attended receptions for the three presidential candidates; the specialty organizations representing endodontics, oral and maxillofacial surgery, orthodontics and pediatric dentistry as well as the Chicago Dental Society. These receptions are important opportunities to "make a presence" with important dental officers, delegates, executive directors and exhibitors. We had the opportunity to meet with ACP members and past ADA President Dr. Richard Mascola as well as Executive Director Dr. James Bramson.

The ACP met with more than 50 dental companies who exhibited at the meeting to make contact with current and potential corporate sponsors and exhibitors for our own annual sessions. We even signed a new exhibitor for our meeting in New Orleans.

Mr. Cronin and Dr. Jones met with representatives of the National Dental Museum in Baltimore. The ACP was invited to participate in a new exhibit that focuses on the dental specialties. This has the potential to be a significant, long-term marketing effort.

One of the most effective activities for the officers and board of directors is the brainstorming and problem solving that occurs at informal



(Left to right) Executive Director Ed Cronin and incoming President Dave Felton represented the ACP at the 142nd meeting of the ADA in Kansas City.



Cronin (left) meets with Treasurer Dick Jones to review reference committee testimony at the ADA meeting in Kansas City.

times. That opportunity, along with our official role of representing the specialty of prosthodontics and the many interprofessional contacts, made for a very rewarding opportunity in Kansas City.

All I want for Christmas...



Doesn't your smile deserve a specialist's care?

A prosthodontist is a dentist recognized by the American Dental Association (ADA) as a specialist in restoring and replacing teeth. With additional education and training, prosthodontists have the capability to provide excellent results on crowns, bridges, dentures, dental implants and other cosmetic and restorative procedures.

Imprint area here

"For years I just wasn't happy with the look of my teeth. When I found out I could really have a beautiful smile, I decided to give myself a present."



The American College of Prosthodontists (ACP) is the ADA-recognized organization for specialists in the restoration and replacement of teeth.

American College of Prosthodontists

211 E. Chicago Avenue
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Chicago, IL 60611
Tel: (312) 573-1260 • Fax: (312) 573-1257
E-mail: acp@prosthodontics.org

Visit our website: www.prosthodontics.org

For information on
how to order call the
ACP Central Office at
(312) 573-1260 x16.

Founding Donors

With the generous support from these founding donors, the American College of Prosthodontists Education Foundation proudly announces the launch of **The New Vision** campaign:

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DENTAL ROTARY INSTRUMENTS

Director's Circle

GREATER NEW YORK ACADEMY OF PROSTHODONTICS

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AARP—Life@50+: A Celebration To You

ACP Reaches Out to “Baby Boomers”

AARP, the nation's leading organization for people age 50 and older, held its 'Life@50+: A Celebration of You' exhibition from October 11-13, 2001 at the Dallas Convention Center in Dallas, Texas.

The event was the start of a new approach for the AARP. From this point on, the program will be held regionally on an annual basis, as opposed to one national, biennial event, in hopes of providing a more energized and enriched experience for the approximate 34 million AARP members.

This year's program included numerous educational seminars, fitness and social activities of interest to this ever-growing segment of the population including well-known speakers such as Game Show Host Alex Trebek and TV Hosts Greg Mathis and Rick Steves. Topics ranged from health, personal enrichment, financial matters and family issues. The evening entertainment featured Wynonna Judd, Julio Iglesias and The Pointer Sisters.

Despite a lower than expected attendance, primarily due to the tragic events of September 11, the meeting can be considered a success—at least for the ACP.

For the third time, the ACP Geriatrics Special Interest Group represented the College to this important and ever-growing segment of the population. It's the goal of the College to educate this important target audience of the valuable role and services a prosthodontist can provide for them.

The theme of this year's exhibit booth once again was on “What is a Prosthodontist?” to continue the College's ongoing mission to increase the public's awareness of the specialty of prosthodontics.

Besides “What is a prosthodontist?”, questions by visitors to the booth ranged from “where can I find a prosthodontist near me?” to very specific dental questions and specific dental problems. One attendee even left the booth with a positive, new outlook regarding a dental condition that has been a source of frustration for many years. After speaking with “real” specialists on what her options were (or what a prosthodontist can do), she left the booth feeling more confident and hopeful for the future.

The ACP will again follow-up with each attendee who expressed an interest in the specialty, and will send out informational packets with additional information and listing of ACP prosthodontists in their area.

Geriatrics SIG Chair Dr. Jim Dunne and Lisa DeVries, ACP Communications Manager facilitated the booth, with assistance from local ACP members Drs. Herman Dumbrigue, Brody Hildebrand, Donald Somerville, Kathia Steel. Their help, enthusiasm and time were greatly appreciated. Also, a special thank you to Dr. Ron Woody, who was instrumental in recruiting the volunteer residents for this event.

An ample supply of Fixodent denture adhesive was generously pro-



(Pictured left to right): Drs. Kathia Steel; Jim Dunne, ACP Geriatrics SIG Chair and Brody Hildebrand addressed numerous questions regarding 'What is a Prosthodontist?' at the AARP Life@50+: Celebration of You in Dallas, Texas. Other volunteers at the ACP booth but not pictured included Drs. Herman Dumbrigue and Donald Somerville.



Despite a lower than normal attendance, the exhibition hall during the AARP Life@50+ Celebration received a steady flow of AARP members in search of viable solutions for enrichment of their personal, health, financial and family lifestyles.

vided by Procter and Gamble to help lure people to the booth.

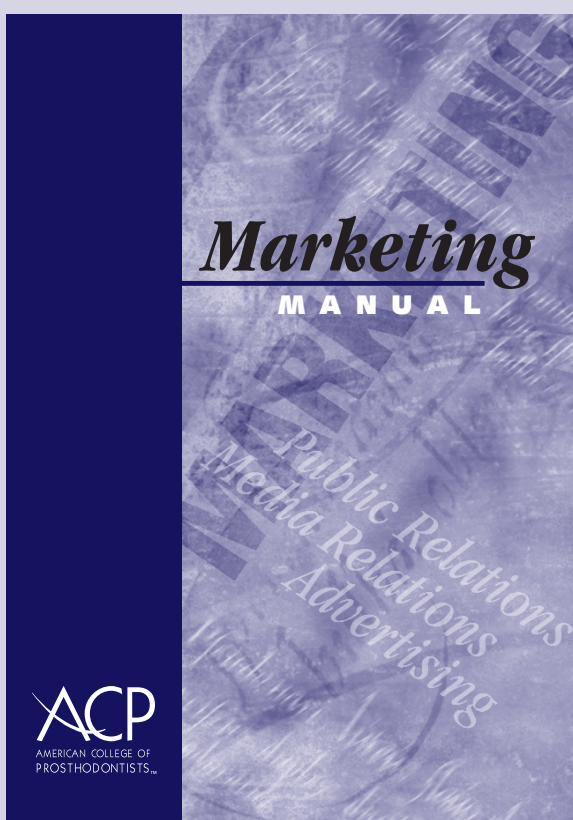
AARP will continue to be a tremendous audience for the ACP. This transition to an annual format should be a great benefit to the ACP as well. Members in the San Diego area should mark their calendars for next year's meeting scheduled for September 12-14, 2002. Anyone interested in volunteering should contact Lisa DeVries, Communications Manager at (312) 573-1260, x16.

Improve Your Practice with the ACP Marketing Manual

Whether you're a new-comer just starting a practice, or a seasoned pro looking for new ideas, the **ACP Marketing Manual** is an excellent resource designed specifically for you. Learn the basics of target marketing and for establishing or improving a practice and referral system, as well as developing and implementing a successful marketing plan.

This unique, 70-page book is designed specifically for prosthodontists in private practice to illustrate key marketing tools for improving your visibility within your community, for educating the public regarding the specialty of prosthodontics and for strengthening your patient relationships. Actual examples are provided that can be reviewed and modified to any practice. Topics include:

- Developing a practice brochure and/or newsletter.
- How to write an effective press release.
- Tips for working with the media.
- Yellow page advertising.
- Do's and Don't of direct mail.
- And much more!



If you are serious about improving your visibility and strengthening your patient relationships, the **ACP Marketing Manual** is your first step in establishing yourself and your practice in your community.

To order (\$120.00 Members; \$240.00 Non-Members), contact the ACP Central Office at (312) 573-1260, x16 or place your order online at www.prosthodontics.org.

Calendar of Events

2002

February

- 20 – 21 American Equilibration Society Annual Meeting
Chicago, IL
- 21 – 24 Chicago Dental Society Midwinter Meeting
Chicago, IL (February 21 – ACP Program)

May

- Academy of Prosthodontics Annual Meeting
Portland, OR

June

- 19 – 22 Pacific Coast Society of Prosthodontists
Annual Meeting
Tucson, AZ

November

- 6 – 9 ACP Annual Session
Orlando, FL

Protecting Your Most Important Asset: "Earning Power"—And What to Look For in Quality Disability Income Plans

by D. Scott Fehrs, Treloar & Heisel, Inc.

Introduction: The American College of Prosthodontists Disability Program

A prosthodontist has a far greater chance of becoming disabled than he or she does of dying before age 65. The loss of earning power can be drastic and economically devastating. After years of administering dental disability programs, the experience of Treloar & Heisel, Inc. has been that most dentists recognize this problem. However, it is an absolute must that you consistently review your disability coverage. Clearly, Disability Income Insurance has become one of the most important concerns for dentists who wish to create a safety net to protect themselves and their families against the loss of earning power.

Therefore, it seems appropriate that we review some basic information about disability insurance and the disability contract itself. Basically, a disability plan is a contract to protect you against loss of income resulting from sickness or accident in return for a premium. All of the various features available serve to define how much coverage, when benefits start, and how long benefits are payable. The cost of the premium is in direct proportion to the amount of the benefit provided by the policy and the type of policy purchased. A non-cancellable, guaranteed renewable plan may guarantee a level premium to age 65.

The disability insurance plan you select should have the best possible features with a benefit amount sufficient for your financial needs. After that, you must decide which optional features you wish to add to tailor the plan to your needs.

Design of a Quality Disability Income Program

Questions often asked are: "How much coverage do I need?" and "Which plan is least expensive?" Quite often these are the wrong questions. You are limited by the insurance company as to the amount you may carry, and the least expensive plan may be weak on definition and benefits at claim time.

Prosthodontists should be concerned with the following points when evaluating a disability income plan:

Renewability—One of the most important aspects of any disability income insurance plan is the renewability of the contract. The superior contracts are non-cancellable and guaranteed renewable. The American College of Prosthodontists disability plan (Massachusetts Mutual) is non-cancellable and guaranteed renewable and gives you, the dentist, control. Non-cancellable and guaranteed renewable guarantees the provisions and the rates, typically, until age 65. Treloar & Heisel, Inc. feels this feature is a must, as the insurance company does not control your future.

Guaranteed Premiums—Recent history of major medical and malpractice insurance indicates the tremendous importance of guaranteed premiums. Some association plans are not non-cancellable and do not guarantee premiums. This gives the insurance company considerable control. Guaranteed premiums should be a must in your disability plan.

Benefit Period—Under a quality disability plan, benefits should be payable for accident and sickness to age 65.

Plans with short benefit periods, such as two or five years are never recommended unless the plan is only used to cover a loan or a short-term obligation. Usually, if a disability lasts more than 6 months, the professional will be disabled for a long period of time. Should he/she have purchased a short benefit plan, the benefits could cease when they are needed most. Also, the advances of technology in medicine today allow individuals with severe disabilities to live longer.

Definition of Disability—Look for a contract that will pay a benefit even if you are able to return to work in your practice or another occupation. Most contracts today will pay a proportionate benefit in accordance with your income loss. i.e., earnings loss = 50%, benefit paid is 50%.

Long-Term Partial Benefits—This benefit provides coverage in the event of a partial disability, where the insured is able to work but suffers a loss of income. It is important that coverage is provided until age 65.

Cost of Living Benefits—Cost of living benefits provides an inflationary increase to your policy after the insured has been disabled for one year. Since insurance companies are not providing 100% income replacement, it is important to have this rider for any long-term disability.

Future Increase Option—Allows the prosthodontist to purchase additional insurance without evidence of insurability. We feel this option is absolutely necessary for young prosthodontists starting a practice. Insurance companies underwrite disability income insurance very stringently and a minor change in health could prevent additional purchases of disability income insurance on a standard basis.

Other options are available to customize your disability income policy. Treloar & Heisel, Inc. is always available to make recommendations to fit your economic and family situation at the time of application. Also, the MassMutual Life Insurance Company, your underwriter of the American College of Prosthodontists endorsed plan, is one of the highest rated companies in the industry. Their total assets under management exceed \$177 billion, and they are rated A++ by AM Best and AAA by Standard and Poor. Hopefully this article will give you some insight into the do's and don'ts of purchasing a complicated but most needed insurance plan.

If you would like additional information on Disability Insurance please contact our office at (800) 345-6040 or email at www.th-online.net.

JP SPONSORS RECEPTIONS AT RESEARCH MEETINGS



Meeting friends at the reception following the Prosthodontics Group business meeting in AADR meeting in Chicago. From left: James T. Dunne, DMD, Assistant Professor at University of Iowa; Patricia Nihill, BS, MS, DMD, Clinical Associate Professor at University of Illinois-Chicago; Ronald Botto, AB, MS, PhD, Associate Professor, Southern Illinois University; Steve Campbell, MMSc, DMD, Head of Restorative Dentistry, University of Illinois-Chicago.

The *Journal of Prosthodontics* sponsored a catered reception for members of the AADR Prosthodontics Group at the meeting of that organization in Chicago. The event, held in the Toronto Room of the Hyatt Regency hotel at 6:00pm on Friday, March 9, 2001, followed the Group's annual business meeting.

On June 29, 2001, the *JP* sponsored a second reception for prosthodontists at this year's IADR meeting in Chiba, Japan. The reception followed the Prosthodontics Group business meeting and was held at the Prince Hotel in Chiba.

Attendees at both receptions enjoyed snacks and a no-host bar as well as the opportunity to make new friends and renew old associations with colleagues.

Past issues of the *JP* were available at both gatherings as well as copies of the *JP*'s guidelines for manuscript publication. This was the fourth year that the IADR/AADR Prosthodontics Group meetings have been hosted by the *JP*.

Secretary-Treasurer Anthony Gegauff said, "On behalf of all of the officers and members of the IADR Pros Group I thank you for your kind and generous support."

National Search for Clinical Science and Book Review Section Editor

The Editorial Board of the *Journal of Prosthodontics* invites nominations for a new section editor. The Clinical Science section publishes articles that report applications of accepted prosthodontic treatments with special emphasis on interdisciplinary care of patients. In addition, the Clinical Science Section Editor oversees the Book Review section for the *Journal of Prosthodontics*.

All Board Certified prosthodontists are eligible to apply for this position. Editorial experience with other dental or prosthodontic journals is preferred.

Applications should include the following information:

- A letter describing your professional experiences and reasons for wanting to join the editorial board
- A curriculum vitae
- Copies of publications that evidence knowledge and experience in prosthodontic treatments

Section editors receive honorary stipends, individualized correspondence materials, and reimbursement for expenses associated with the position.

Deadline for applications is **November 15, 2001**. Questions regarding position qualifications or application process should be directed to the editorial office at (800) 628-8939

Please send applications to:

Patrick M. Lloyd, DDS, MS
Editor-in-Chief, *Journal of Prosthodontics*
University of Iowa College of Dentistry
S313 Dental Science Building
Iowa City, IA 52242-1001

CLASSIFIED ADVERTISEMENTS

EMPLOYMENT OPPORTUNITIES

Manhattan—Board Certified Program Director for Prosthodontic Residency at the Manhattan VA Medical Center. 2 Pros residents per year. Multidisciplinary care with Perio, Endo and Surgery residency programs in same clinic. Modern 26 operatory facility affiliated with NYU College of Dentistry. 20 hours per week. Salary and benefits. Call for details (212) 951-3255. FAX CV: (212) 951-3378 or e-mail: stephen.bergen@med.va.gov.

New England—Quality-driven prosthetic practice seeks experienced practitioner with advanced prosthetic training for associateship leading to partnership. Practice with a highly motivated staff of professionals in a modern facility complimented by our own, nationally recognized, in-house laboratory in one of the most beautiful, rapidly growing coastal areas of New England. Interested and qualified candidates should contact Prosthodontics Associates, P.A. at (207) 775-6348 or prostho@maine.rr.com.

University of Florida—Full-time positions are available in the Dept. of Prosthodontics. The rank of assistant/associate professor and tenure-track/clinical track (non-tenure) will be determined by qualifications. Responsibilities will center on predoctoral didactic, preclinical and clinical instructions, participation in intramural faculty practice, and include opportunities for possible research collaboration. Requirements include a DDS/DMD or equivalent degree and certificate from an ADA-accredited postgraduate prosthodontics program. Salary, academic rank, and tenure status will be commensurate with credentials and experience. The University of Florida is an AA/EO Employer. This selection process will be conducted under the provision of Florida's "Government in the Sunshine" and Public Records Law. Applicants should send curriculum vitae, statement describing their interest in the position and names and address of at least three references. The committee will begin reviewing applications upon receipt, and will continue to receive applications until the positions are filled. Send applications to Dr. Arthur Nimmo, Dept. of Prosthodontics, PO Box 100435, University of Florida College of Dentistry, Gainesville, FL 32610-0435.

University of Florida—Full-time position as Director of the Graduate Prosthodontics program is available at the University of Florida College of Dentistry. Rank of associate professor/professor and tenure track/clinical track (non-tenure) will be determined by qualifications. Responsibilities will center on instruction in the graduate prosthodontic program, participation in the intramural faculty practice, and opportunity for research collaboration. Requirements include a DDS/DMD degree or equivalent degree, certificate from an

ADA-accredited postgraduate prosthodontics program and certification by the American Board of Prosthodontics. Considerable experience in the areas of fixed and removable prosthodontics and implant dentistry; evidence of scholarly activity and teaching/administrative experience at the graduate level preferred. Salary and rank will be commensurate with training and experience. AA/EO Employer. This selection process will be conducted under the provision of Florida's "Government in the Sunshine" and Public Records Law. The search committee will begin reviewing applications on or after November 15, 2001 and will continue to receive applications until the position is filled. Send curriculum vitae and three letters of reference to: Dr. Arthur Nimmo, Dept. of Prosthodontics, PO Box 100435, University of Florida College of Dentistry, Gainesville, FL 32610-0435.

University of Iowa—University of Iowa College of Dentistry is conducting a search to fill a full-time faculty position in the Dept. of Prosthodontics. Major responsibilities include: preclinical and clinical teaching of fixed, removable and implant prosthodontics at the pre/post doctoral levels; and participation in intramural faculty practice. Position available July 1, 2002 or after; screening begins immediately. Applicants must have DDS/DMD from an ADA-accredited dental school or foreign equivalent, and be educationally qualified for the American Board of Prosthodontics by the time of appointment. Salary/rank/track (clinical or tenure) commensurate with qualifications/experience. Submit CV and three letters of recommendation to Dr. Steven A. Aquilino, Professor and Head, Dept. of Prosthodontics, College of Dentistry, University of Iowa, Iowa City, IA 52242. AA/EEO employer; women/minorities encouraged to apply.

CONTINUING EDUCATION

December 24-28, 2001—The Dental Implant Practice. Five-day training in dental implant surgery, prosthetics, marketing and management. Location: Boca Raton, FL. For more information, visit <http://www.dental-implants.com/fiveday-course.html>.

January 15 - 17, 2002—Three-day prosthetic and surgical training in private practice setting, provided by the Institute for Facial Esthetics in Fort Washington, PA by Thomas Balshi, DDS, FACP and Glenn Wolfinger, DMD, FACP. Includes live implant surgery to provide TEETH IN A DAY™, lectures, slides, hands-on training. For more information call (215) 643-5881.

February 18 - 22, 2002—The Dental Implant Practice. Five-day training in dental implant surgery, prosthetics, marketing and management.

Location: Boca Raton, FL. For more information, visit <http://www.dental-implants.com/fiveday-course.html>.

April 8 - 10, 2002—Three-day prosthetic and surgical training in private practice setting, provided by the Institute for Facial Esthetics in Fort Washington, PA by Thomas Balshi, DDS, FACP and Glenn Wolfinger, DMD, FACP. Includes live implant surgery to provide TEETH IN A DAY™, lectures, slides, hands-on training. For more information call (215) 643-5881.

September 30 - October 2, 2002—Three-day prosthetic and surgical training in private practice setting, provided by the Institute for Facial Esthetics in Fort Washington, PA by Thomas Balshi, DDS, FACP and Glenn Wolfinger, DMD, FACP. Includes live implant surgery to provide TEETH IN A DAY™, lectures, slides, hands-on training. For more information call (215) 643-5881.

PRACTICE OPPORTUNITIES

Maryland—Prosthodontist specialty group wants associate leading to ownership share. Practice includes fixed, removable, maxillofacial and significant implantology. Major hospital affiliation. Complete in-house lab. Team personality and practice building skills are essential. Call Sylvia at (410) 356-1400.

New Jersey—Prosthodontist wanted to rent space in prestigious 1800 sq. ft., five treatment room, multi-specialist office in Morris County, New Jersey. Best location in one of the highest income per capita counties in the country. Located in 11-year-old medical/dental building across from large hospital/nursing home complex. Great opportunity for rapid growth and financial rewards with referrals and introductions from highly successful and experienced periodontist and implantologist. Call Dr. Irvin Lubis (973) 625-1419.

Portland—Premier prosthodontic, restorative practice with a strong implant practice for sale. There is a complete in-house lab with an outstanding technician capable of all laboratory procedures. The lab is also equipped with the Empress system. Excellent location, great building with three fully equipped operatories and room for two additional operatories. The office is located in Beaverton, a suburb of Portland. For more details, call (503) 643-6607.

Prosthodontic Practice (Toronto)—Located in the downtown. Offers complete, partial, fixed and implant restorations only. Excellent referral base—broad and loyal. Call (416) 597-9859 or bong@globalserve.net.

ADVERTISING POLICY

For more information or to place a classified ad in *The ACP Messenger*, please contact:

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New Orleans, Louisiana
Hyatt Regency Hotel



**Gordon Christensen Named
Honorary Chair of the New Vision
Campaign**



**ACP Center For Prosthodontic
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ACP Reaches Out to "Baby Boomers"

