



# February



## **“The Importance of Teamwork in the Office Setting” By Heath Eslinger**

Heath Eslinger is a dynamic leader and communicator who has been changing lives for over two decades. His passion for individuals, teams, and corporations to simply evaluate their present circumstances and do things “a better way” has become contagious. His experience as a successful Division I wrestling coach has given him a training ground to see what it really takes to get an organization to believe in a system, buy into a philosophy, and perform at a high level while most importantly impacting the deepest parts of all involved. This experience, coupled with a passionate ability to communicate, make him a speaker that listeners, in every area and every phase of life, love to hear. Heath has been married to his wife Brandi for 12 years and they have four children: Brookelyn, Maddelyn, Keelyn, and Carson.



*“The goal for every leader should be life transformation.*

*Great outcomes are a result of great people. Be in the business of people.”*

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## President's Message

### Dr. David Champion, Jr.

I certainly hope everyone survived the winter we have had so far. I personally love a huge snowfall, and the mid-January snow we did have, well, it just didn't cut it for me. Plus, it is a bit awkward writing about snow right now, when it is 60+ degrees as I write this message.

I want to let you all know that the CADS Board has been hard at work in an attempt to streamline the business of running the Society. You have already seen some of this in the revamping of the membership meeting calendar and the number of meetings we have scheduled. In an effort to reduce the amount of time, typically required of those members on the CADS Board, we have also reduced the number of meetings by combining a few board meetings after our general membership meetings. We are also currently working on some of the CADS Bylaws to be more up to date and to more accurately reflect the needs of our Society. Hopefully, when they are all set and done, those who thankfully volunteer to serve on the CADS Board, in the future, will find it to be less of a time commitment, yet still fulfilling and beneficial.

Our next general membership meeting will be on Tuesday, February 6th. Unfortunately, Dr. Harry Sharp from UT-College of Dentistry will be unable to make this meeting. Instead, Dr. Spann has been able to get Coach Heath Eslinger, the University of Tennessee at Chattanooga's Head Wrestling Coach (yep, he is the brother of CADS very own Dr. Chad Eslinger). Besides his successful career as a wrestling coach, Coach Eslinger has established himself as a well know motivational speaker. The topic of his presentation will be "The Importance of Teamwork in the Office Setting". This is a speaker that will appeal to all members of your dental team, so I would encourage you to invite your staff to attend as well. We will also be having two other special guests. Interim Dean at the UT College of Dentistry, Dr. Stan Covington, who will update us on goings-on over in Memphis, and Ms. Shawn Briggs will speak about pediatric dentistry and the Children's Hospital expansion, here in Chattanooga.

Dr. Pat Little, who many of us have had the privilege of hearing speak at our membership meetings and local study clubs, will be one of the speakers at this year's Hinman Dental Meeting, in Atlanta, March 22-24. If you are planning on attending this year's conference, make sure to look up his lecture schedule and help support a fellow CADS Member on the national level of speakers.

And lastly, you probably have already received the paperwork for the 2018 Tennessee Dental Association's Annual Meeting, which will be held in Franklin, Tennessee this year. I would encourage you all to help support the TDA, and take advantage of the continued education programs, but also consider the fellowship meeting and catching up with other TDA dentists, especially with the central location for this year's meeting. As a bargain hunter I have one final note: if you register by March 15, the registration fee is **free**, but after that date it is \$40.

Thanks for your support of CADS and I will see you February 6th.

David Champion, Jr., DDS  
CADS President



Next CADS Board Meeting: Monday, March 19th at 6:00 p.m. at The Broad Street Grille

## 2018-2019 Proposed Slate

### CADS Officers:

**President:** Charles McBrayer

**President Elect:** Mark McOmie

**Secretary:** Andy McDaniel

**Treasurer:** Chad Eslinger

### Councils and Committees:

**Program Chair:** Ken Randall

**New Dentist Chair:** Beth Randall (thru 2018-2019)

**Peer Review:** Frank Johnson (thru 2018-2019)

**Community Dental Health:** K.C. Dyer (thru 2019-2020)

**Constitution & Bylaws:** Joe Payne (thru 2019-2020)

**Membership Benefits & Awards:** Glen Wilson (thru 2019-2020)

**Past-President:** David Champion

**ADA Trustee:** Kevin Bryant

**TDA Trustee:** J Newman



From the desk of Olivia Wann...

Dear Doctors and Managers: I confirmed with TOSHA that they want the biohazard labels on the transport containers. If you are using the cassettes, you may place inside another plastic container and label it. If you are using the trays with the lock down lids, you can label the lid or place inside of a secondary container.

In regards to the chemical inventory, TOSHA confirmed they want an "index" whether you are maintaining hard copies or an online program. We refer to this as a chemical inventory.

I hope this information is helpful.

Thank you, Olivia Wann





# Was that Hypnosis?

SOUTH KUDZU DENTAL COLLEGE

By  
Zack Carden



Our class had completed the Prosthodontic pre-clinic didactics and lab work at South Kudzu Dental College. Pros at Kudzu was an art form, and the Chairman was the world-renown Dr. Thomas H. Simpson. He was revered. No one ever missed his lectures. He was an exquisite combination of clinician and showman. He used his hand and facial gestures to punctuate his delivery.

One of the most unforgettable lectures was when Dr. Simpson went to his dental showcase and removed a denture and passed it around the classroom.

"This is a lower denture a student of ours did several years ago. He had a difficult old fussbudget whom he couldn't please. The problem of course, gentlemen was that she didn't have sufficient ridge height. But he was a proud student and found it difficult to ask for help. So after, let's see, I know I counted twelve appointments for adjustments, in desperation he took the denture to the technique lab, drilled two holes in the lingual phalange, tied four feet dental floss in the holes, and on the other end you can see he tied a large button. He gave it to the patient.

"Swallow this, Ma'am. Perhaps that will hold the sucker down."

The class laughed.

"Guys, let me tell you right now, diagnose your patients properly. You can't mount a denture on everything. Remember that! And for goodness sakes, come to me or another professor before you get in over your head. I ended up with her after the Clinical Director threatened to dismiss the student doctor who did it." The denture had made the rounds and Dr. Simpson held it once again. He slung it around like whirly-bird. It was a sight, students ducking as it came too close. Then Dr. Simpson laughed and tossed it onto his desk. "So, I took her and after a big work up, I explained the need for a ridge augmentation. Then when she healed, we made a new mandibular denture. She was never happy. So when you run into trouble let me help. That is why I am here, to teach you all this wonderful art and science."

Student Dr. Brady had seated his patient in the clinic. Today his denture patient had returned for another adjustment. It would be for the third visit. It was a maxillary denture opposing natural dentition. Everything looked great. The occlusion marked almost perfectly, the pressure paste indicated a good fit, and the suction was superior.

But the patient whisked the denture out immediately after it was seated. "It's not right. It's not right. It hurts right here."

"Let me see, sir." Student Dr. Brady took the denture moving his finger back and forth across the tissue surface. He evaluated it for a subtle break but found nothing. "Mr. Mulroney, I don't see anything, but let me ask my professor to take a look. If anyone can find the problem he can."

"Very well, Student doctor."

Brady took the denture to Dr. Simpson. He was downcast and timid as he tapped on the door.

"Come," Dr. Simpson called out. "What's the matter, son? You look like you've lost your last friend."

"Dr. Simpson I cannot make the patient happy with this denture ... and you said to let you—" Dr. Simpson took it and looked at every nuance. I see the occlusion marks, the fit looks good. It's beautifully made, Student Doctor. How many adjustments made you made?"

"Two. Today is the third."

Dr. Simpson rolled his eyes upward and tapped his head. "That's the problem," he said. "C'mon, son, I'll show you how it's done."

When they arrived back at the patient, Student Doctor Brady said, "Mr. Mulroney, this is Dr. Simpson."

Dr. Simpson rattled his academic keys in the patient's face. "Mr. Mulroney, I am the Chairman of the Prosthodontic Department here at South Kudzu. I am the foremost prosthodontist in the civilized world. And Student Doctor Brady doesn't know it but I was knighted by the Queen for my dental expertise. I can assure you, if anyone can fix your problem it is I. Now show me where it is bothering you."

Mulroney opened his mouth pointed at the place in his mouth with his finger, making some unintelligible grunt.

Dr. Simpson took a mouth mirror and focused the light. "Well, you're in luck I see your problem."

"What is it, Dr. Simpson? Student Doctor Brady asked."

"Something you will only see rarely, Student Doctor. It the tissue anterior and just mesial to the pterygoid hamulus." Then Dr. Simpson turned to the patient. "You see, Mr. Mulroney, the tensor veli palatini goes through the pterygoid hamulus. Your denture is pressing on it too hard. I will need to take it downstairs and fix it."

"Thank you, Dr. Simpson."

"We will return shortly."

When they got to the technique lab, Dr. Simpson said, "Looks like you could use a cuppa coffee. Brady."

"That would be nice, sir."

Dr. Simpson poured the coffees into a small Styrofoam cup. "Take a load off, Brady. Your day's about to look up."

"What did I do wrong?"

"Nothing. It's an excellent denture, an A if I ever saw such." Dr. Simpson took a swig. "If you're gonna play in this game, Brady, you gotta use your noodle. You knew nothing was wrong with the denture, so it's up to you to outsmart your patient—for his own good, of course."

"Of course," Brady parroted.

They both took a few more sips. "Feel better?"

"Do I?!"

"Okay then, let's seat this puppy. I got a tennis match at 5:30." He put his hand on Brady's shoulder as they left the lab.

When they arrived back at the patient's chair, Mr. Mulroney said, "That didn't take long."

"Well, I have to tell you it was complicated but it is perfect now. Dr. Brady here has made you one fine denture. You can be proud of it." He moistened the tissue surface with the three-way syringe then inserted the denture. "Tell me, how does that feel?"

Mulroney looked out the large clinic window. He smiled as he turned to Dr. Simpson. "That feels perfect," he said. "Thank you."

"You're welcome, Mr. Mulroney. Tell your friends how good we are here," Dr. Simpson said. He shook hands with Mulroney. "You get an A on that one, Student Dr. Brady. Bring me your blue slip after you dismiss your patient."

After Mr. Mulroney walked out of the clinic, Student Dr. Brady took his blue slip to Dr. Simpson.

"Exactly what was that?"

"Was that hypnosis?"

Dr. Simpson winked.



Dr. Zack Carden



From Dr. Tena Andrews Phillips, Assistant Professor for Dental Assisting & Dental Hygiene at Chattanooga State



“We would love to contact anyone who has not contracted with Chattanooga State in the past so they can become a part of our network of dental professionals who train the next generation of dental assistants. This is a feeder program for our dental community and a great way to give back to the profession. It is also a wonderful way to train a student/potential employee without having to pay them, while training. There is no obligation to hire. We also have a Facebook page for Chattanooga State Dental Assisting graduates where they post employment opportunities. So, even if an office is not currently participating as a clinical affiliate, i.e., hosting a student, they are grateful for info on those opportunities.”

[tena.phillips@chattanoogastate.edu](mailto:tena.phillips@chattanoogastate.edu)

*Have you registered?*

106th Thomas P. Hinman Dental Meeting

EXPERIENCE *Hinman*

MARCH 22-24, 2018  
ATLANTA, GEORGIA

INVEST IN YOUR FUTURE

The banner features a central graphic of interlocking gears in various colors (blue, green, black) with icons inside them: a person at a desk, a pineapple, a handshake, and a lightbulb. The background is a gradient from light blue to light green.

SAVE THE DATE!  
TDA ANNUAL SESSION

May 4-6 2018  
Cool Springs Marriott in Franklin, TN



Featuring Comedian Henry Cho  
at Saturday Nights President's Party!

The banner has a blue background with white text. It includes a photograph of the Cool Springs Marriott building and a smaller photograph of comedian Henry Cho sitting on a couch.

# 2017-2018 CADS Calendar

## Chattanooga Golf and Country Club

Month	Date	Speaker	Topic
February	Tuesday, February 6th	Heath Eslinger	<i>"The Importance of Teamwork in the Office Setting"</i>
March	Tuesday, March 13th	Dr. Mark Cromie	<i>"Allergies in Dentistry"</i>
April	Tuesday, April 10th	Mike Dvorak	<i>"TDA State of the State"</i> Officers Installations & Awards



***CADS Members: If you are looking for an associate for your clinic ,or if you are looking for an associate position, please contact Rhonda. We have several private inquires, so let her know. If preferred, inquiries will be kept confidential.***

### Classifieds

- ◆ **Cleveland Dental Office** seeking a fill-in dentist for the month of April. 423-457-8024, karisdentalclinic@gmail.com
- ◆ **Dental/Medical space** available in East Brainerd, 1829 Gunbarrel Road. Contact Jeremy Parvin 423-785-7359
- ◆ **Dr. Michael Hernandez** is seeking an associate position in general dentistry, in the Chattanooga area. (931) 215-6222 or mthdds@gmail.com
- ◆ **Mike Costa, DDS** is seeking an associate position in general dentistry, in the Chattanooga area. 910-512-5824 or costadds@gmail.com
- ◆ **Niki Patel** 423-987-7918 pateln8997@gmail.com Pre-dental student at UTC, studying Biology: Pre-Professional is seeking to gain more hands-on dental experience. Resume available.
- ◆ **Kathryn Nelson** kbpnelson@gmail.com Looking for a hygienist position.
- ◆ **Lori Zidan** 931-247-8039 zidsouth@aol.com Looking for a dental assistant position. Resume available.
- ◆ **Andrew McBride, DDS** andrewemcbride@yahoo.com General dentist moving to the area and looking for an associates position.
- ◆ **Kathryn Osmundsen** 423.385.5458 KatieOsmundsen@gmail.com RDA looking for position. Resume available upon request.



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Provider ID# 212447

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# February 2018 CE Registration Form

*“THE IMPORTANCE OF TEAMWORK IN THE OFFICE”*

WITH COACH HEATH ESLINGER

TUESDAY, FEBRUARY 6, 2018

REGISTRATION & SOCIAL HOUR @ 5:45 PM ~ DINNER @ 6:30 PM ~ PROGRAM @ 6:45 PM  
AT THE CHATTANOOGA GOLF AND COUNTRY CLUB

For 2 Hours of Continuing Education Credit



**YOU MUST PRE-REGISTER by January 31st!!**



**\*Be advised that once you reserve a spot, you will be required to pay the registration fee even if you are not able to attend the meeting, as we have to pay for ALL reserved dinners\***

**Registration Fees Per Person:**

\$40.00 Member/Staff

**\$20.00 Member Program Only**

\$70.00 Non-Member/Staff

\$30.00 Non-Member Program Only

**Please email CADS@peacecom.net to reserve your spot no later than Wednesday January 31st, including the names of all those attending.**

**If paying via credit card:**

If you will be paying via card at the door, a 2.75% fee will be applied.

Drink tickets can also be paid for with cards.

**If paying via check:**

Please complete the following information and mail this page along with check to the address below, no later than Wednesday, January 31st:

CADS  
P.O. Box 841  
Chickamauga, GA 30707

Name of dental practice: \_\_\_\_\_

Name(s) of those attending: (Please print legibly)

\_\_\_\_\_

\_\_\_\_\_

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