

### Sell DentaCheques - Win a Trip to Annual DTA Meeting

As its primary source of revenue, NFDH produces and sells DentaCheques, the dental-product value book. This year's edition offers \$120 in invoice credit from major suppliers, over \$700 in free products popular dental products, and potentially thousands more on

Without the support of the dental trade industry, DentaCheques would not be possible. The generous participation of over 400 sales reps from companies like Henry Schein Dental, Patterson Dental, Benco and A. Leventhal & Sons work to promote and sell the book, and to support their efforts, the Dental Trade Alliance (DTA) sponsors a trip-for-two to their annual meetings. This year's winner is Rich Foti, a field sales consultant from Henry Schein Dental in Connecticut. Rich will be enjoying the lovely accommodations of La Costa resort and spa in Carlsbad, CA this July, while current rep sales now count toward next year's drawing for the DTA meeting in the Bahamas.

Visit the DentaCheques website to learn more about the values and to order a book risk-free.

Henry Schein sales rep Terrence Powers was the lucky winner of a trip after his name was selected in the DentaCheques drawing during the California Dental Association's Spring Session. Powers, based in California, won a trip for two to the 2009 ADA Annual Session in Honolulu, Hawaii. Revenue from the sales of DentaCheques are wisely invested in programs that provide direct care to elderly, disabled and medically compromised individuals in need of dental treatments. In 2008, more than 28,750 people were served and their treatment was valued at over \$18 million thanks to the program.

Industry leaders gather for the DentaCheques drawing at the recent CDA meeting. From left, Shawn Potter, Leo Prantis, Al King, Jim Jacobs, Dr. Ed Shellard, Lynne McHugh, Rob Laurenti, Dan Reinhardt, Lori DeWildt, Colan R. Rogers, Nicole Miller, Gary Price, Alex Miller, And Rob Saldana.

The Sales of DentaCheques books have seen a 176 percent increase so far this year from \$563,816 in 2008 to \$1,557,732 in 2009. This significant increase in sales will enable the program to help more people in need this year.

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## TDA and NFDH Partner to Launch DDS

The Tennessee Dental Association (TDA) and NFDH are working together to launch Tennessee Donated Dental Services (DDS), a program that will provide elderly, disabled and/or medically compromised Tennesseans with access to necessary, comprehensive dental care that they could not otherwise afford. Dr. Fred Heros, TDA President, is pleased that the organizations are partnering together to get the program off the ground. "The TDA is proud to be associated with the DDS program. It's an important part of improving access to care in our great state";

DDS allows dentists to treat patients in the comfort and convenience of their own offices. There is no bureaucratic red tape and no third-party involvement in determining treatment plans. The program has a statewide coordinator who works with the dentist's office and the patient to ensure that everything goes smoothly. The coordinator also arranges for any necessary laboratories or specialists to donate their services, leaving volunteer dentists to do what they do best - provide excellent dental care.

"There is nothing as effective or efficient as DDS. We operate successfully in 37 other states and the program has been desperately needed here for some time," said Dr. William Powell, a Knoxville dentist, TDA Past President and current NFDH board member. "Thanks to the generosity of Delta Dental of Tennessee, we're finally making it a reality." Delta is a strong supporter of the program and stepped forward to provide the start-up funding and office space needed to get the program in place in Tennessee. "Our dentists are compassionate people and I know they will be glad to have a simple and effective way to give back to our disabled and elderly residents who, through no fault of their own, cannot obtain treatment," continued Powell.

Dentists around the country report that they and their staff members get far more from seeing DDS patients than they give. "The truth is you don't realize how good you have it until you've seen some of these folks," said Dr. S., a DDS volunteer in Tennessee. "My whole staff and I really enjoy working on them. They really need our help, and they're grateful for it. Now that's something you can't say about all of your regular patients."

Dr. Heros summed it up. "As dentists, we have the power to give back like no one else. We can take away terrible pain, recreate a smile, and change a life by simply using our professional skills. What could be more gratifying than that?"

Volunteer Now!

[Read More about DDS](#)

New NY DDS Program Expands

Donated Dental Services (DDS)  
recently became a reality in New York

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and is now expanding its reach. Initially the program was slated to serve indigent elderly, disabled and/or medically compromised people in the five boroughs as well as Nassau, Suffolk and Westchester counties. Thanks to the tremendous support of the Ninth District Dental Association, DDS will now reach people throughout the entire District.

The NFDH has been a charitable affiliate of the ADA since 1988, and the DDS program has its endorsement. "I'm proud to tell you that we have a new, very simple and effective volunteer opportunity here in New York," said ADA President Dr. Mark Feldman. "Donated Dental Services (DDS) makes it easy to help our most vulnerable neighbors who can neither afford treatment nor obtain public aid."

The New York program is NFDH's latest addition and joins 36 other DDS programs that operate nationwide. More than 12,900 dentists and 2,700 dental laboratories donate comprehensive care to some of our country's most vulnerable citizens. DDS has provided more than \$116 Million in donated services to 77,000 individuals since its inception in 1986.

The incredible ease with which dentists can make life-changing improvements in patients' lives is an attribute unique to DDS. The program was designed by dentists, for dentists, and makes volunteering simple.

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Volunteers treat one or two DDS patients each year,

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All patients are pre-screened for eligibility,

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Dentists are never obligated to accept referred patients,

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Volunteers donate their time and skills in their own offices,

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Dentists determine their preferred treatment plan,

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Office staff have no extra  
paperwork to contend with,

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DDS patients are appreciative.

The program is managed by a DDS Coordinator who regularly communicates with the dental office and the patient to ensure that appointments are kept and everyone's needs are met. The Coordinator also makes arrangements for specialists and labs to donate their services if necessary. Dentists are never expected to pay for lab fees.

DDS has been endorsed by the leading dental organizations in and around New York City, all of whom have representatives who serve on the DDS Leadership Council.

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American College of Dentists, New York Section

- Bronx County Dental Society

Nassau County Dental Society  
New York Academy of Dentistry

- New York County Dental Society

- New York State Academy of General Dentistry

- Ninth District Dental Association

- Queens County Dental Society

- Second District Dental Society

- Suffolk County Dental Society

NYC DDS is looking for  
volunteer dentists to provide donated services to New York's aged or disabled  
residents so that they can access the dental care they so desperately need but  
cannot afford. ADA President Dr. Feldman  
spoke from his heart when he said,

"I have always said that if you  
want to lead a life that makes a difference, it means leading a life that  
touches other people. Dentistry gives us  
that opportunity. Please volunteer to see a DDS patient today."

Volunteer Now!

Read More about DDS